

A Newsletter from the



May  
2014

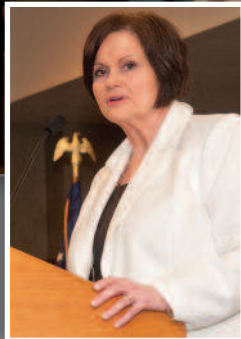
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Chamber  
Open House  
May 22, 2014  
5-7 pm • FREE

# The Chamber VIEW



*Twenty-two public and private schools gathered on April 10th for the Chamber's annual Outstanding Teacher Awards banquet held at Charlestown's John Erickson Conference Center. Dr. Barbara McGraw Edmondson Superintendent of Catholic Schools (inset) was this year's keynote speaker. See page 6 and 7 for more photos of this wonderful event celebrating excellence in education, along with photos of our 2014 award winners.*

Photos by Balance Photography

## NEW VENUE, NEW EXPERIENCE HIGHLIGHTS 2014 TASTE

**O**n June 2, 2014 from 6-9 p.m., the Greater Catonsville Chamber of Commerce will host the 18th annual Taste of Catonsville at the historic Overhills Mansion. The popularity of the event increased so dramatically last year that event organizers decided to return to the same theme again this year: A Taste of Catonsville Beyond Your Taste Buds! Though the Taste of Catonsville highlights the best cuisine our area has to offer, it features much more than food. Catonsville's finest restaurants will offer samples of their signature dishes, of course, but the event will also offer a

"taste" of our Farmers Market, a "taste" of our Arts & Crafts Festival, a "taste" of our Flower Fest & Garden Party and a "taste" of the Catonsville July 4th Celebration, as well as tastings of local craft beer and fine wine. Vendors will offer samples to enjoy that evening as well as products to purchase and take home.

The event's exciting new location at the elegant Overhills Mansion (circa 1897) at 916 S. Rolling Road, allows for expanded outdoor venues. As part of the expansion, the Taste of

*continued on page 5*

# The Chamber VIEW

Editor,  
Design & Layout  
Teal Cary

GCCC Executive Director  
410-719-9609

## PURPOSE

The purpose of the Chamber of Commerce is to have a strong voice with the county government, business and local community; to affect positive change in our area; to foster growth and expansion of our members' business; and to achieve the betterment of the Catonsville community.

Chamber Web Site:  
[www.catonsville.org](http://www.catonsville.org)

## ADVERTISING & PROMOTION OPPORTUNITIES

### One-Page Insert \$75

Get special attention for an event, sale, etc. An 8 1/2" x 11" insert (pdf file) in *The View* provided by your business.

### Event Sponsorship

Your company can be highlighted at one of our monthly events.  
(Costs vary)

### Business After Business Host

Invite the Chamber to your location for onsite promotion.  
(Costs vary)

### Website

Banner Advertising  
Sidebar Advertising

Check the Homepage of the Chamber's website for additional opportunities to promote your business

Call the Chamber Office  
410.719.9609  
for more information.

# The Chamber Working for You

## President's Message



Sally Griffin  
2014 President

**A**s I was thinking of what my message should include this month, I kept going back to everything the chamber does to help its' members and WHAM, there came the theme of this month's message! Did You Know!

### Did You Know...

... that the Chamber has been focusing additional time and energy on our facebook page? We've been highlighting more of our member's news and events, hoping to generate an increase in shared pages and likes for you! Check it out and let us know if there is something coming up with your business that we can highlight.

... that the Economic Development Committee has a Main Street improvement

program that offers small grants for projects that will have a positive impact on the appearance of Frederick Road per the Catonsville 2020 initiative?

... that there is a community calendar on the Chamber's website where you can post any upcoming events your business may be having?

... that Chamber businesses can submit press releases to the Chamber to be included in the View newsletter each month?

... that the Chamber will be hosting an open house on May 22? Admission is FREE and you could win a free ticket to the Taste of Catonsville?

...that the Chamber is constantly working to help your business any way we can! Need ideas? Pick up the phone and call Teal, she'll help you out!

*See you around town!*

## SPRING IN TO SUMMER WITH THE CATONSVILLE CHAMBER'S OPEN HOUSE



**A**fter the prolonged winter, we're all set to welcome the return of the sun and the relaxed sociability of summer. Get a jump start on the season by joining with your neighbor businesses for an **Open House on Thursday, May 22** from 5 to 7 p.m. at the headquarters of the Greater Catonsville Chamber of Commerce, 924 Frederick Road. Sponsored by Edible Arrangements, Whitehouse Caterers, and The Wine Bin the event will feature flavorful hors d'oeuvres and fine wines for a hospitable evening of networking.

Admission is free for all members and prospective members. *In addition, the Chamber will offer a special membership incentive for the evening. When a member brings a non-member guest who joins the Chamber during the event, both will receive free tickets to the Taste of Catonsville worth \$35 apiece.*

Please register online at [catonsville.org](http://catonsville.org). Walk-ins are also welcome. We look forward to seeing you for an enjoyable evening on May 22.





# Catonsville Flower Fest & garden party

Sunday

May 4, 2014

Egges Lane in the heart of Catonsville

10 am to 3 pm

Flowers, Flowers & More Flowers  
Bedding Plants

“Ask the Master Gardener” Display

Crafters • Music • Home Improvement  
Mother’s Day Gifts

**Sunday Farmers Market Opening**

*Help us welcome Spring to Catonsville!!*

Presented By



Sponsored By



# The Chamber New Members

## Member Level

### Baum Law Offices, LLC

Matthew Baum  
715 Frederick Road, Suite 4  
Catonsville, MD 21228  
410-929-3435  
mb@baumlawoffices.com  
www.baumlawoffices.com

*Matthew Baum is an attorney licensed in Maryland and the District of Columbia. His practice areas include criminal defense, family law, estate planning, and general civil litigation. Matthew Baum has offices in Catonsville as well as downtown Baltimore and Columbia, Maryland.*

### Columbia Pike Shell

Kassandra Noor Foster  
4205 Montgomery Road  
Ellicott City, MD 21043  
410-465-8537  
columbiapikeshell@gmail.com

*Columbia Pike Shell is a full service station offering a complete range of automotive repair and preventative maintenance services, including Maryland State Inspections, for all makes and models of automobiles and light duty trucks. All Columbia Pike Shell mechanics are ASE certified. Columbia Pike Shell also offers the highest quality petroleum products from Shell along with a small convenience market. Stop by, come on in for friendly service with a smile!*

### First National Bank

Colleen M. Kenneally  
6335 Baltimore National Pike  
Catonsville, MD 21228  
410-747-8800, Fax 410-719-0515  
kenneallyc@fnb-corp.com  
www.fnb-corp.com

*First National Bank offers a wide variety of solutions to fit everyone's financial goals. With over 300 branches, First National is a large community bank but still gives that "small home town" customer service that everyone expects.*

### Hampton Inn & Suites Baltimore-Woodlawn

April Brown  
1810 Belmont Avenue  
Baltimore, MD 21244  
410-281-1111, Fax 410-281-1511  
April.brown2@hilton.com  
www.baltimorewoodlawnsuites.hamptoninn.com

*The brand new Hampton Inn & Suites Baltimore-Washington is conveniently located off I-695 next to Martin's West and close to Woodlawn Federal Center which houses the Center of Medicare & Medicaid as well as the Social Security Administration Headquarters. The 92-room hotel has many crowd-pleasing amenities such as complimentary breakfast and Wi-Fi, indoor heated pool, fitness center and business center as well as 616 square feet of meeting space.*

### SERVPRO of Catonsville

Tandy Norfolk  
3720 Commerce Drive, Suite 1107  
Baltimore, MD 21227  
410-242-7370, Fax 410-242-7371  
smr@servprocatonsville.com  
www.servprocatonsville.com

*SERVPRO of Catonsville specializes in the cleanup and restoration of residential and commercial property after a fire, smoke or water damage. SERVPRO of Catonsville can also mitigate mold and mildew from your home or business. SERVPRO staff is highly trained in property damage restoration.*

### Spiritualbridge.Org

Damon L. Morris  
20 Yuma Court  
Randallstown, MD 21133  
410-465-7056  
spiritualbridge@aol.com  
www.spiritualbridge.org

*Spiritualbridge.org is a Christian website published by G.Q. King's Palaces LLC with the purpose of delivering uplifting content to the World Wide Web. Sponsors of Spiritualbridge.org are the best and are trusted worldwide. The sponsors work with Spiritualbridge.org to help consumers make rational buying decisions. The journey begins with the first purchase—it is the Spiritualbridge.org difference. All are encouraged to give Spiritualbridge.org a try.*

## Non-Profit Level

### The Dr. Kathleen Gandy Impact Foundation

Jim Bryant  
341 Whitfield Road  
Catonsville, MD 21228  
410-719-7507, Fax 410-719-8962  
jirb@msn.com

*The Dr. Kathleen Gandy IMPACT Foundation, Inc. is a non-profit corporation formed to honor the memory of Dr. Kathleen Gandy by enabling her enthusiastic spirit and positive impact to live on. The Foundation will plan events and activities to raise funds to support scholarship, cancer and other medical research, community-based organizations, and other charitable purposes that Kathleen so energetically supported.*



### Community Invited to Charlestown Field of Honor Veterans Tribute

**T**he Charlestown Field of Honor will be open to the public May 24-31, 2014 with opening ceremonies at 10:00AM on Saturday the 24th. Each flag displayed will be sponsored by area businesses and residents for \$35 per flag. Net proceeds from the event will go to benefit the Wounded Warrior Project and the Charlestown Benevolent Care Fund.

Hubbard Funeral Home, Inc. is presenting, and Charlestown Retirement Community will host the special event.



# HOW TO GENERATE THE ONE THING BUSINESS OWNERS WANT MOST



**Dennis Sullivan**, Executive Director  
Center for Business Innovation, CCBC  
Contributing View Columnist

It doesn't matter what industry you're in, business owners tell us the one thing they need more than anything right now is leads – and not just any leads. They want highly qualified leads who are ready to buy.

Here's the kicker. They don't want to pay much or work very hard to get those great leads. What sounds like wishful thinking is actually very possible. How? By giving prospects what they want most.

For example, put yourself in the shoes of a prospect and let's say you're finally thinking about replacing your deck. Do you just randomly call deck builders in your area? Of course not. First, you do some research – and for most people that begins, and ends, online. You begin looking at types of decks you may like and features such as varieties of wood, enclosures, ceilings, staircases, etc. You're educating yourself so you have a better idea of what you want. The deck builders with sites that help prospects in that research process are much more likely to get the business.

That's why one of the best tools you can use to generate leads is to offer what we call an e-book. This is a pdf that people can download from your site that includes your best advice to help prospects in their research. It's an easy, low-risk step prospects can take with you and it puts you in the position of an expert that others trust for guidance – and not just another vendor who wants their business.

For a deck builder, landscaper, flooring company, carpenter, stone mason or home improvement company one of the best things you can offer is an "idea e-book." Think about it. When researching a new deck, for instance, what people are really looking for are ideas or a vision of what that project may look like. An "idea e-book" can do just that. A deck builder can showcase dramatic before and after pictures and help educate prospects about the most important considerations so they can see what's possible.

This model works in any business. Chiropractors, dentists, attorneys, accountants, consultants, real estate agents, web designers, publishers, and so on can grab a prospect's attention with titles such as, "Everything you want to know about \_\_\_\_\_ but we're afraid to ask" or "The top 7 things you should know about \_\_\_\_\_ before making your next move."

Now that you have their attention, what do you do? Send the prospect a copy of your e-book by email after they've filled out a short form with their contact information. You now have a highly qualified lead who is interested in your product or service, voluntarily gave you his or her contact information, and is in a buying mood.

This is a terrific offer you can add to direct mail campaigns, advertisements on TV or radio, on Facebook, YouTube, Twitter, LinkedIn, on the show floor at your next convention – and it's a proven method to generate not just any leads, but highly qualified leads.

Our next article will show you how to convert those leads into buyers. In the meantime, if you would like learn more about how to generate highly qualified leads you're invited to check our new e-book, *The One Breakthrough Marketing Plan* to see how you can quickly and easily create your next marketing campaign. Go to [www.OnePageBreakthrough.com](http://www.OnePageBreakthrough.com)

*About Dennis J. Sullivan: Dennis is a full-time faculty instructor at CCBC teaching business management, marketing, and sales and is the Executive Director of the college's Center for Business Innovation. He is also owner of Breakthrough Pros, a full-service marketing and consulting company specializing in lead generation, sales conversion and product launches. Contact information: DSullivan2@ccbcmd.edu or at Dennis@BreakthroughPros.com*



*Heavy Seas Beer is a new vendor at the Taste in 2014.*

## NEW VENUE, NEW EXPERIENCE HIGHLIGHTS 2014 TASTE

*continued from page 1*

Catonsville will offer beer and wine tasting stations featuring the award-winning craft brews of **Heavy Seas** and specialty beers selected by **Oakdale Fine Wine & Spirits** plus a choice sampling of the quality, family owned, small-vineyard wines featured at The Breadery. The Chamber of Commerce is thrilled to have Catonsville resident celebrity and co-anchor of the WBAL-TV morning news, Mindy Basara, serve as Master of Ceremonies. Moreover, since music is a vital part of so many Catonsville events, The Taste of Catonsville will feature live music from Three's A Crowd (Richard Walton & Vicki Fiteze Scarinzi). So while guests sample a wonderful variety of food, drinks and products, they will enjoy home-grown music, highlighting Catonsville's designation as Music City Maryland. All these engaging offerings are made possible by the generous sponsorship of **The Neighborhoods at St. Elizabeth, Edible Arrangements of Catonsville, Ships Café, ABC Party & Tent Rental and Indigo Ink Digital Printing.**

The 2014 Taste of Catonsville highlights everything that makes Catonsville THE PLACE to live, work, shop and play. Don't miss it!

### SAVE THE DATE!!

### FREDERICK ROAD FRIDAYS

#### 2014 Summer Concert Series

Every Friday • June 6 - Aug. 29 • 6:30 - 8:30

**FREE**

*Visit [catonsville.org](http://catonsville.org) for full band schedule*



## *The Chamber* In Pictures

# 2014 Outstanding Teacher Awards







**Outstanding Professor, CCBC:**  
Dennis Sullivan (right)  
with Dr. Kurtinitis

**Distinguished Service Award:**  
Mr. Michael Salisbury  
Catonsville Middle School,  
Building Operations

**Teams That Make a Difference:**  
Catonsville Scholars Program  
Catonsville Middle School



**Outstanding Teacher, Elementary:**  
Catherine Sullivan, Lamb of God School



**Outstanding Teacher, Middle:**  
Michael Guarraia  
Arbutus Middle School



**Outstanding Teacher, High School:**  
Anne Printz  
Mount de Sales Academy



# The Chamber Member News

## Rutland Beard Florist Becomes a 1-800 Flowers Company

**R**utland Beard Florist has been delivering beautiful flowers since 1923. They are family owned and operated with multiple locations to service all of your floral and gift needs. They are also happy to announce that we have now joined the 1-800 Flowers family. Rutland Beard has been recognized with multiple awards and are consistently ranked in the top 2% of florists nationwide!

The Florist is committed to delivering smiles and offering only the finest floral arrangements and gifts, backed by service that is friendly and prompt. Because all of their customers are important, their professional staff is dedicated to making your experience a pleasant one. Rutland Beard Florist is a 4th generation florist with over 80 years of experience.

## Website Creates a One-of-a-kind Christian Network

**S**piritualBridge.org is a one-stop site to find expert articles about marriage, parenting, religion, time-management, shopping, money, and more. By providing uplifting and heart-centered content, SpiritualBridge.org aims to build unity, peace, prosperity, and clarity to its readers.

Through a strong relationship with corporate America, SpiritualBridge.org unites high-quality content with premium products. Leading companies such as Lego, USA Today, Starbucks, Modell's Sporting Goods, Famous Footwear, Ticketnetwork.com, Sony Creative Software, Macy's, Nordstrom, and Walmart have benefited by partnering with SpiritualBridge.org. Dozens of other companies have also enjoyed such a relationship, with more added regularly.

With content designed specifically for the Christian community, the SpiritualBridge blog inspires and informs. Combining tailor-made articles and corporate sponsorships results in a win-win for both the consumer and the business.

Access to the site is free to anyone. Visitors can discover articles that are relevant to faith and everyday life. Advice is available for making purchasing decisions and questions are answered regarding an array of topics.



Photo by Balance Photography

*On April 12, Rutland Beard Florist on Baltimore National Pike launched their new 1-800-Flowers program with a Chamber ribbon-cutting and grand opening. Pictured left is owner Skip Beard, holding the big scissors is store Manager Angela Linkous, and Director of Marketing Kristen Brown flanked by other staff members and Chamber Executive Director Teal Cary.*

SpiritualBridge.org is a Christian-owned website operated by G.Q. King's Palaces, LLC. G.Q. King's Palaces is a company based in Owings Mills, Maryland.

## Support Summer Camp at the 5K Community Walk for Children & Families

**A**walk on a spring morning can help fill a child's summer with positive fun!

The Children's Home will host its annual 5K Community Walk for Children & Families on Saturday, May 3, beginning at 9:00 a.m., at 205 Bloomsbury Avenue in Catonsville. Proceeds will benefit The Children's Home Summer Camp Program. The event begins with a stroll through historic Catonsville and finishes with refreshments, music, activities, and prizes. [Early registration is \$30 for each walker. Registration on the day of the event is \$35. Teams of five or more will receive a registration fee discount. Those unable to participate can support the

Summer Camp Program with an "I Wish I Could Be There" contribution of \$50.] For more information, contact Bruce VanDervort at 410-744-7310 or online at [www.thechildrenshome.net](http://www.thechildrenshome.net).

## Big Tree Program Is Back

**T**he 9th bi-annual BigTrees Sale hosted by the Baltimore County Department of Environmental Protection and Sustainability (EPS) is back. Join the hundreds of citizens who have planted more than 2,000 BigTrees to date. The 4-8', 3-gallon potted reforestation grade trees include 12 species (9 species of oaks) and are priced from \$20-30.

The BigTrees sale will take place Saturday May 10, 2014 (9 am-2 pm). Three early pick-up dates will be available (details are provided when your order is confirmed). This year we are again offering Tree Shelter Kits to better protect your trees from deer.

Please visit our website for additional information and to order your trees online. [www.baltimorecountymd.gov/bigtrees](http://www.baltimorecountymd.gov/bigtrees)



# You are Invited

to the Catonsville Chamber's

## Spring into Summer Open House

### Sponsors-Edible Arrangements & Whitehouse Caterers

After the prolonged winter, we're all set to welcome the return of the sun and the relaxed sociability of summer. Get a jump start on the season by joining with your neighbor businesses for our Chamber's Open House. Admission is free for all members and prospective members. In addition, the Chamber will offer a special membership incentive for the evening. When a member brings a non-member guest who joins the Chamber during the event, both will receive free tickets to the Taste of Catonsville worth \$35 apiece.

**Thursday, May 22, 2014**

**5:00 to 7:00 pm**

**Greater Catonsville  
Chamber of Commerce**

**924 Frederick Road, Catonsville**

**Admission is FREE**

**Cost includes drinks and heavy hors d'oeuvres  
courtesy of Edible Arrangements,  
Whitehouse Caterers and The Wine Bin.**



**Register online at [www.catonsville.org](http://www.catonsville.org)**

# OBSERVE TAX FREEDOM DAY BY MAKING TAX-SMART INVESTMENTS



**Matthew Dunigan**  
*Edward Jones Financial Advisor*  
*Contributing View Columnist*

**Y**ou didn't see it on your calendar, but Tax Freedom Day fell on April 21 this year. So, why not mark the occasion by beginning to look for ways to become a "tax-smart" investor?

Tax Freedom Day, calculated annually by the Tax Foundation, is the day on which Americans have earned enough money to pay this year's federal, state and local taxes. Of course, Tax Freedom Day is something of a fiction, because most people pay their taxes throughout the year, via their paychecks. Furthermore, as famed Supreme Court Justice Oliver Wendell Holmes, Jr., said: "Taxes are what we pay for civilized society." When you pay taxes, you help fund public education, the police, the fire department, food inspection, college scholarships and many other elements of society. Nonetheless, you may want to use the concept of Tax Freedom Day to find ways to reduce the taxes associated with your investments.

Here are some suggestions:

- **Boost your 401(k) contributions.** Your 401(k) contributions are typically made with pre-tax dollars, so the more you put in, the lower your taxable income. (Some employers allow a "Roth" option, under which you can make post-tax contributions.) In 2014, you can put in up to \$17,500 to a 401(k) or similar plan, such as a 403(b) or 457(b), and if you are 50 or older, you can contribute an additional \$5,500.

- **Fully fund your IRA.** No matter which type of IRA you have — traditional or Roth — you will gain some valuable tax benefits. With a Roth IRA, your contributions are not deductible, but your earnings can grow tax free, provided you don't start taking withdrawals until you are 59-1/2 and you've had your IRA for at least five years. If you own a traditional IRA, your earnings can grow tax-deferred, and your contributions may be deductible, depending on your income level. So, similar to a 401(k), the more you put in to your traditional IRA, the lower your taxable income may be. In 2014, you can contribute up to \$5,500 to an IRA, or \$6,500 if you are 50 or older.

- **Contribute to a college savings plan.** Many college savings plans offer some type of tax advantage. For example, if you contribute to a 529 plan, your earnings can grow tax free, provided all withdrawals are only used to help pay qualified higher education expenses. (529 plan distributions not used for qualified expenses may be subject to federal and state income tax and a 10% IRS penalty.) Furthermore, your 529 plan contributions may be deductible from your state taxes.

- **Avoid excessive buying and selling.** If you are constantly buying and selling investments, you may find it "taxing," because short-term gains (gains on assets owned for less than one year) will be taxed at your ordinary income tax rate, which could be as high as 39.6% (and you may also be subject to a 3.8% Medicare surtax). However, if you hold your investments longer than a year before selling them, you'll pay the more favorable long-term capital gains rate, which will likely be 15% or 20%, depending on your income, though you might still be assessed the Medicare surtax.

Tax Freedom Day is here, and then it's gone. But by taking the steps described above, you may be able to brighten your tax picture for years to come.

*This article was written by Edward Jones for use by your local Edward Jones Financial Advisor.*

## Sponsorship Opportunities



**Celebrating Music & Fun in Catonsville**

### Concert Dates:

**Every Friday, June 6 to August 29**

### SPONSOR LEVELS:

#### Diamond- \$2500

- Special Diamond Sponsor Banner with only your business name and logo displayed at all concerts
- Display booth or area at each concert for your business, 12 weeks
- Special recognition in news releases, flyers, Chamber website & *VIEW*, and at the event

#### Platinum- \$1000

- Display booth at the event for your business, 12 weeks
- Business name on sponsors' banner and displayed at all concerts
- Special recognition in news releases, flyers, Chamber website & *VIEW*, and at the event

#### Gold- \$500

- Display booth at concerts for 6 weeks
- Business name on sponsors' banner and displayed at all concerts
- Recognition in news releases, flyers, Chamber website & *VIEW*, and at the event

#### Silver- \$250

- Display booth at concerts for 2 weeks
- Recognition in news releases, flyers, The Chamber *VIEW*, and at the event

Contact Teal Cary, 410-719-9609 or e-mail [chamber@catonsville.org](mailto:chamber@catonsville.org) for more information.



# 2014 Chamber Events Calendar

## MAY

**Event:** Catonsville Flower Fest  
Opening of Sunday Farmers Market (each Sun. 5/4 to 11/23)  
**Date:** Sunday, May 4, 2014  
**Time:** 10:00 am  
**Place:** Frederick Road  
**Cost:** FREE

**Event:** Chamber Open House/  
Networking Event

**Sponsors:** Edible Arrangements,  
Whitehouse Caterers,  
The Wine Bin

**Date:** Thursday, May 22, 2014  
**Time:** 5:00-7:00pm  
**Place:** 924 Frederick Road  
**Cost:** FREE

## JUNE through AUGUST

**Event:** Taste of Catonsville

**Sponsors:** Neighborhoods of St. Elizabeth,  
Edible Arrangements, Ships Cafe  
Indigo Ink

**Date:** Monday, June 2, 2014  
**Time:** 6:00-9:00 pm  
**Place:** Overhills Mansion  
916 S. Rolling Road  
**Cost:** \$35

**Event:** Frederick Road Fridays

**Sponsors:** Needed

**Date:** Every Friday, June 6-Aug. 29  
**Time:** 6:30-8:30 pm  
**Place:** The Shops on Mellor  
**Cost:** FREE



## SEPTEMBER

**Event:** 41st Annual Catonsville  
Arts & Crafts Festival

**Sponsors:** Bay Bank

**Date:** Sunday, September 7, 2014  
**Time:** 10 am to 5 pm  
**Place:** Frederick Road  
**Cost:** FREE

**Event:** 56th Annual Crab Feast  
& Auction

**Sponsors:** Needed

**Date:** Friday, September 26, 2014  
**Time:** 5:30 pm  
**Place:** The Lodge in Oella  
**Cost:** TBA

## OCTOBER

**Event:** Plans for October Event TBA

*NOTE: Times, locations, and costs are subject to change. Always check the Chamber's website for the most updated information.*

## NOVEMBER

**Event:** Legislative Luncheon

**Sponsors:** Needed

**Guest Speakers:** Newly Elected Local  
Legislators

**Date:** Thursday, November 20, 2014  
**Time:** 12:00 noon  
**Place:** Knights of Columbus  
Frederick Road  
**Cost:** \$20 pre-registered & pre-paid  
\$25 at the door  
\$35 for non-members

## DECEMBER

**Event:** Holiday Party

**Sponsors:** Needed

**Date:** Thursday, December 11, 2014  
**Time:** 12:00 noon  
**Place:** Overhills Mansion  
**Cost:** \$30 in advance with payment,  
\$40 at the door

## SUNDAY MARKET OPENS FOR FIFTH SEASON

**T**he Sunday Farmers Market located at 730 Frederick Road, in the parking lot behind Friendly's opens for its fifth season on **Sunday, May 4** and will run, rain or shine, until **Sunday, November 23**. Times for the market are **10:00 am until 1:30 pm**.

Our weekend market will include a wonderful variety of foods from Maryland farmers-everything from poultry, pork and eggs, to produce, fruits and herbs with French bread and crepes, baked goods, and sweets rounding out the offerings.

Visit our website, [www.catonsville.org](http://www.catonsville.org) for a complete list of this year's vendors and "like" the Catonsville Sunday Farmers Market Facebook page.



# The Chamber Member News

## NEW BARK! STORE OPENS IN CATONSVILLE'S DOWNTOWN

**T**he new Bark! pet food store opened quietly on April Fool's Day and has already received a warm welcome from Catonsville residents. The store, which sells high-quality natural and organic pet foods, as well as toys and accessories made from sustainable and recycled materials, was also welcomed to the business community with the Chamber's ribbon-cutting on Friday, April 25 and its Grand Opening on the weekend of April 26 and 27.

"We'd been looking for a suitable space in Catonsville for a couple of years now," explains Matt Smith, the Store Manager, "and when this space in front of the Frederick Road Animal Hospital became available, we knew this was the place. Lots of windows, a great location right in the village downtown area, and plenty of free parking out back; we think there will be good synergy with the adjacent vet practice, too."

The store, at 816 Frederick Road, is on the small side, but is very bright and welcoming, and is stocked with a wide array of products designed for optimal pet health, including a variety of raw foods.

"More and more, people are seeking out all-natural and organic foods for themselves as a way to stay healthy," notes Rachel Smith (no relation), a Bark! Regional Manager. "We think our animal companions should get the same opportunity. When fed high-quality natural foods--free of hormones, antibiotics, and chemicals--animals really thrive and are better able to maintain good health and quality of life."

Smith goes on to explain that despite being called Bark!, the store in fact stocks a full range of products for cats and small



*Bark! ribbon cutting: (l to r) Cathy Engers, Council Assistant; Bryan Sheppard, Assistant to the County Executive; Rachel Smith, Bark! Regional Manager; Councilman Tom Quirk; Jack Moore, Bark! Community Outreach/ New Store Development Director; and Teal Cary, Chamber Executive Director; (back row) Matt Smith, Frederick Road Bark! Store Manager with staff.*

animals, as well as dogs. Additionally, well-behaved pets are always welcome--and they just might get a free treat when they visit!

"We are really looking forward to serving Catonsville residents," says Matt Smith. "It's a great, family-oriented community and we're pleased to now be a part of it. We hope folks will stop by and let our friendly, knowledgeable staff find the right products for their family pets. We also hope to see a lot of new faces at our upcoming Grand Opening. It'll be a lot of fun and will provide everyone with an opportunity to see what Bark! is all about."

The Grand Opening weekend provided good times for the whole family. There were product demos by key vendors Weruva, Nature's Variety, and pet adoption

events by Mutt's Matter Rescue, and Baltimore Bully Crew; free vegan cookies (for pet owners) provided by Roots Market, face painting (just for humans!), product samples, goodie bags, and raffle prizes.

The Bark! store in Catonsville is the second in Baltimore County and the seventh in this growing Maryland-based chain. The store is a member of a retail family of eco-friendly businesses that includes Roots Market (natural and organic groceries), Great Sage (a casual-upscale vegan restaurant), and Nest (earth-friendly gifts, clothes, and housewares). A new Bark! store in Annapolis is expected to open in Fall 2014.

For more information, contact Matt Smith at 443-860-9340.

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### Quote for May

A business has to be involving, it has to be fun, and it has to exercise your creative instincts.

**Richard Branson**