Meet the 53

Who made the team?

The Gazette

P&B

EXCEPTIONAL

53

Special Advertising Supplement
SEPTEMBER 2010
Congratulations!

As a proud sponsor of the third annual Gazette P&B Exceptional 53 Awards, Montgomery College would like to congratulate this year’s winners for their innovative contributions to business and their outstanding service to the local community.

Montgomery College is committed to supporting your pursuit of excellence by educating today’s students for tomorrow’s workforce.

We are in the business of changing lives. Discover how you can benefit from a partnership with Montgomery College at www.montgomerycollege.edu/business.

Meet Dr. DeRionne Pollard, the ninth president of Montgomery College

Prior to assuming the presidency of Montgomery College on August 2, 2010, Dr. DeRionne Pollard served as president of Las Positas College in Livermore, Calif. Under her leadership, Las Positas College experienced a nearly 15 percent enrollment increase and implemented an aggressive $230 million facilities modernization program. Additionally, the college enjoyed a highly successful reaccreditation and developed an integrated planning process that promotes coordination and accountability.

Montgomery College is an academic institution committed to equal opportunity.

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CliffNotes

In our continued effort to praise Maryland’s finest, The Gazette of P&B (Politics & Business) launched a brand new recognition program in 2008 designed to identify and acknowledge some of our state’s most “well rounded” companies and organizations.

Companies and organizations throughout the state were invited again this year to apply online to the P&B Exceptional 53. The applications that came in were comprised of both public, private, profit and non-profit, representing nine counties and over a dozen industries. They had to be located or headquartered in the State of Maryland and in business a minimum of three years. In most cases, revenues and employee growth stated in this list were generated in Maryland.

We had over 100 quality applications come in. Organizational growth, innovation, and community service distinguish our 53 list. Located across the state - from Baltimore to Montgomery to St. Mary’s County - these final 53 are great places both to work and do business.

Our panel of judges scored and then ranked the applications carefully selecting the final 53. So even if the company is 53 on the list, please keep in mind that they beat out at least 50 other applications to make THE LIST.

Each year the P&B 53 Awards revolve around a certain theme. Since a pro football team carries 53 players on their active roster and we are approaching the new football season, football was a logical choice for this year’s theme. The football theme has been evident in all of the advertisements and promotion leading up to the awards event. To go along with the theme, the keynote speaker at this year’s awards event was 2008 Pro Football Hall of Famer and former Washington Redskin Darrell Green.

We want to also give special thanks to our title sponsors Comcast Spotlight and Comcast Business Class, and our other 22 wonderful sponsors, for all of their support in helping to make the P&B 53 an event to remember.

We proudly present to you our Third Annual P&B Exceptional 53 list and the players that made the team.

Game time!
Reliable, cost-effective solutions from one trusted provider

Looking to jump start your company? With Comcast Business Class solutions, businesses have access to a range of smart, effective and scalable products, all designed to help a business run at peak efficiency.

“Small to medium sized businesses have clearly demonstrated a need for reliable, cost-effective business solutions from one trusted provider,” said Jason Welz, regional vice president of Comcast Business Class. “With the support of our round-the-clock customer care and our highly qualified and professional business account executives, organizations have more time to focus on providing services to their clients.”

Comcast Business Class provides small- and medium-sized businesses (SMBs) throughout Comcast’s Beltway Region, which includes Maryland, Virginia, the District of Columbia and parts of Delaware, West Virginia and North Carolina, a comprehensive suite of competitively priced data and communications services to help them meet their objectives. Targeted for businesses with 20 or fewer employees, the Comcast Business Class suite includes Business Class Digital Voice, Business Class Internet and Business Class TV- all from one provider, with one bill.

Continually leading the way in new and innovative offerings, Comcast recently introduced its 100 Mbps high-speed Internet service to businesses in the Washington, D.C. and Baltimore areas. This new “Deluxe 100” speed tier is one of the fastest broadband services available in the nation, and Comcast Business Class customers in the area were among the first to have access.

Yet another demonstration of the power of Comcast’s deployment of next-generation DOCSIS 3.0 technology, Comcast’s "Deluxe 100" service sets a new standard for delivering high-speed Internet service across fiber-optic networks. The technology also referred to as wideband, will enable Comcast to continue to deliver progressively faster speeds well into the future.

“With this next-generation service, our Business Class customers’ online experience is significantly enhanced,” said Welz. “This new service, which utilizes our existing advanced fiber-optic network, will enable customers to operate their businesses more efficiently and productively than ever.”

With the continuously increasing Internet speeds offered by Comcast, businesses can operate more quickly and efficiently than ever. With download speeds of up to 100 Mbps, customers will be able to download a large 2 GB file (such as a hi-res X-ray or a graphic design) in about 2 ½ minutes. To download the same sized file on a typical business class 1.5 Mbps T1 line would take almost 3 hours.

The 100 Mbps service tier is part of a comprehensive business solution that includes Microsoft Communication Services (valued at more than $500), a world-class productivity suite that combines Windows® SharePoint and Microsoft Outlook email powered by Microsoft Exchange Server for no additional fee. In addition, the service includes Norton Business Suite™ software (up to a $490 retail value) that protects up to 25 PCs from viruses and spyware. There are a range of other website hosting, design features and options available as well.

In addition to its High Speed Internet offerings, Comcast continues to provide its business customers with innovative phone and video services. Business Class Voice, rated #1 in call clarity, includes business management tools plus a host of flexible, time saving capabilities. Business Class TV will keep customers and employees informed and entertained with a variety of channels.

On top of all that, there’s priority business-class support to boot. Comcast’s Business Class Network Operations Center provides 24/7/365 monitoring and support by a team of skilled engineers dedicated to quickly resolving business service issues. The entire Comcast Business Class suite is backed by 24/7 customer support with dedicated call centers, local representatives and technicians who are specially trained and certified to provide business-class support.

With the right communications solutions at your command, your business could be truly unstoppable. Take the initiative. For more information on Comcast Business Class, call 1-800-391-3000 or visit business.comcast.com

Jason Welz is the Regional Vice President of Business Class for Comcast and has more than 15 years of experience in business to business telecommunications and cable investments and strategies. Jason can be reached via e-mail at Jason_Welz@cable.comcast.com
Why Advertise with Comcast Spotlight?

In today's marketplace, it's tougher than ever to “make the cut”. With increased competition, saturated markets and a volatile economy to boot, businesses must separate themselves from the pack in order to remain viable - AND THRIVE. Whether your business is large or small, Comcast Spotlight - the advertising sales division of Comcast, knows how to target your audience with great precision. Using a strategic mix of ON AIR, ONLINE, ON DEMAND and ON-SITE advertising, we create customized multi-media solutions that deliver real results:

**ON AIR:** With over 53 cable TV networks (like: ESPN, CNN, History Channel, Discovery, Lifetime, etc.) currently available for commercial insertion - we'll demographically select the networks that appeal to your unique audience. Reach our entire market of over 1.5 million television households across DC, MD & VA or advertise only in specific geographic zones.

**ONLINE:** When its eyeballs you're after - turn to Comcast.net - the landing page for the area's largest residential ISP and one of the TOP 10 most-visited sites each month across the Washington metro area. Because Comcast.net is geo-targeted, you only pay for impressions in your area. You'll get higher click-through rates and save money. And with only one banner ad per page - your ad is guaranteed to be seen.

**ON DEMAND:** Sometimes you need more than :30 to tell your story. Our Searchlight Video on Demand (VOD) platform provides up to 30-minutes of long-form video placement for advertisers who want to extend your brand message. Because consumers voluntarily tune-in to Searchlight - your message reaches more qualified and actively engaged viewers.

**ON-SITE:** Looking for on-location exposure at the area's most unique and highly-trafficked events? Comcast Spotlight puts your business front and center at in-market meet & greets featuring cable TV on-air talent and exclusive cable TV network-partnered events…plus sporting events, community festivals, concerts, B2B events and more.

No matter where or how your potential customers consume media, Comcast Spotlight has a way to target them with precision and skill. We look forward to putting Comcast Spotlight to work for your business.

Congratulations to this year's P&B Exceptional 53 - we wish you continued success!

Sincerely,

Michael Miller
Vice President/General Manager
Comcast Spotlight - Washington D.C.

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**TOP TEN THINGS YOU (PROBABLY) DON'T KNOW ABOUT COMCAST SPOTLIGHT:**

1. We're the advertising sales division of Comcast
2. We provide cable TV, On Demand, online and on-site advertising for businesses just like yours
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5. We love turning our viewers into your customers!
6. Our clients range from small retailers to Fortune 100 companies.
7. We have 10 sales offices in the Washington D.C. area
8. We're poised and ready to make your campaign a success.
9. Advertising on cable TV and online is more cost-effective than you ever imagined!
10. We're super-nice and creative people to work with…

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### INNOVATION

Through its Center for Development Excellence, DAI teaches local development practitioners in many countries how to compete for, implement and manage donor-funded programs. DAI, in partnership with USAID, presented Global Pulse 2010, whereby 7,000 people logged into a VIP-led global online conversation over three days to brainstorm development solutions. DAI has been entrusted to help municipalities in Afghanistan improve services and to establish productivity-enhancing credit for farmers there. Its unique collaboration with Afghans - DAI’s staff there is 90 percent local, often in unstable and threatening conditions, has won the respect of funding organizations.

### COMMUNITY SERVICE

With projects in 60+ countries, DAI’s community is literally the world, though its service starts at home. Recently, 10 DAI staff taught Junior Achievement Global Marketplace classes at middle schools. Staffers support Food and Friends, Toys for Tots, and holiday clothing drives. A founding member of Bethesda Green, DAI has established an internal DAI Green team. To mark its 30 years of work in Haiti, DAI funded a four-year university education for a Haitian student in 2009. Following the Haiti earthquake, DAI pooled staff donations to buy 47 family-sized tents for victims.

### WHY IT’S A GREAT PLACE TO WORK

DAI’s commitment to a positive work environment is chiefly demonstrated through internal engagement. Literally every corporate employee is engaged in its strategic planning process. Staff is kept informed with scheduled and spontaneous all-hands meetings. DAI’s quarterly gatherings, CEO-led town halls and ice-cream socials, and open brown-bag lunches with staff presentations reinforce the company’s employee-ownership culture. There are funds for professional development and higher education. Flexible work schedules, telecommuting, summer hours, and paid parental leave also are available.
INNOVATION

Born in its research facilities, innovation extends throughout the manufacturing and sales process. Roughly a third of the firm’s global revenues came from products introduced in the past five years. Illustrative of the firm’s innovative spirit was a push by Maryland employees who saw a need for cleaner fuels. They developed a refining catalyst that helps petroleum refiners supply more ultra-low sulfur transportation fuels to the marketplace. In the first half of last year, the catalyst yielded $16.5 million in revenue.

COMMUNITY SERVICE

After fulfilling a 10-year $1-million pledge last year to Howard County General Hospital, Grace pledged an additional $250,000. The company recently donated $146,994 to the Red Cross of Central Maryland for earthquake relief in Haiti and Chile. One of its most prolific volunteer teams delivers food through Meals on Wheels of Central Maryland. During visits, volunteers look for unsafe living conditions and signs of a health crisis. To help chemistry come alive, Grace regularly opens its research facilities to students and employees guest lecture at schools.

WHY IT’S A GREAT PLACE TO WORK

Employee wellness is a priority. The company has a free onsite gym and medical office, certified personal trainer, and subsidized exercise and Weight Watchers classes. It offers extensive medical screenings each year at no cost as well as free flu shots. A two-mile walking trail that meanders through the company’s 166-acre headquarters campus is used for meetings on the move. Grace has a tuition reimbursement program - employees have earned their undergraduate, law and MBA degrees at Grace’s expense - and offers $8,000 scholarships to staff members’ children.

Ascend One Corp. / CareOne Services, Inc.

Industry: Financial / Banking
Address: 8930 Stanford Blvd.
Columbia, MD 21045
County: Howard
Number of Employees: 741
Name: Bernie Dancel
Title: CEO & Chairman
Web Site: www.ascendone.com

INNOVATION

By giving them the confidence to manage money successfully, Ascend One Corp. and its family of businesses help highly leveraged consumers break the cycle of credit card debt. Its subsidiary, CareOne Services, is leading the industry in its creative use of community and social media to help those overwhelmed by debt. Online, the Debt Diva provides engaging and educational frugal-lifestyle and money-management tips through her blog, weekly tips, and media appearances. Financially Fit TV helps improve consumers’ money management skills.

COMMUNITY SERVICE

Its commitment to helping consumers strengthen their financial footing extends beyond the company’s day-to-day practices. Ascend One EDGE (Employee Donations & Grants Empowerment) Fund seeks to revitalize communities through cutting-edge philanthropy. The fund, which consists of employee donations and corporate matches, gives to charities based on staff recommendations. Ascend One sets aside other funds for targeted giving and to support the community leadership positions of its team members. A community service fair, featuring local nonprofits, raises awareness among team members about volunteering and offers options for them to do so.

WHY IT’S A GREAT PLACE TO WORK

Cross-functional and cross-hierarchical teams provide solutions to core business processes. While the atmosphere is casual and relaxed, the company is a high performance organization. It has a thriving virtual workforce, 80 percent telecommute. Its state-of-the-art internal social media portal, Vibe, lets staffers connect, collaborate, and share knowledge through blogs, forums, wikis, podcasts and videos. The Ascend One Learning Center features 50 business-related online courses available 24/7 at no cost. Tuition reimbursement, adoption assistance, and YMCA membership are among a host of employee benefits.
JOHNS HOPKINS

Johns Hopkins Health System
Industry: Health Care
Address: 601 N. Wolfe St.
Baltimore, MD 21287
County: Baltimore
Number of Employees: 16,387
Name: Edward D. Miller
Title: CEO
Web Site: www.hopkinsmedicine.org

INNOVATION
Much of what we take for granted in medicine today stems from 120 years of scientific and medical breakthroughs courtesy of the Johns Hopkins Health System (JHHS). Last year, surgeons conducted the first eight-way donor kidney swap among 16 individuals. Other advances in the past few decades include the development of the first and only effective treatment for sickle cell anemia and pioneering surgery to separate twins joined at the head. Breakthrough discoveries, dedicated and award-winning professionals, and a spirit of forward thinking and excellence distinguish this health care provider.

COMMUNITY SERVICE
Johns Hopkins forms innovative partnerships to improve the health status and quality of life of its neighbors. Last year JHHS provided over $200 million in charitable care and community benefit activities. An adolescent clinic, the Birth Companions Substance Abuse program, prostate cancer screening, and HIV testing and counseling are among the many programs designed to improve the health of Baltimore residents. Hopkins also has community-based programs in the Washington, D.C. suburbs, such as the MobileMed/NIH Heart Clinic for those without financial resources.

WHY IT'S A GREAT PLACE TO WORK
Recognizing that employees are its greatest assets, JHHS provides a workplace that encourages them to reach their full potential. The Ladders in Nursing Careers and STEP programs allow staff members to work part time, go to school full time, and get paid a full-time salary while studying. Among Hopkins' family-friendly benefits is a tuition assistance program for dependent children. It reimburses up to 50 percent of tuition at any accredited college or university. JHHS participates in the Baltimore Cash Campaign, a program that assists low-income workers with tax preparation.

Catalyst Health Solutions, Inc.
Industry: Health Care
Address: 800 King Farm Blvd.
Rockville, MD 20850
County: Montgomery
Number of Employees: 190
Name: David T. Blair
Title: CEO
Web Site: www.catalystrx.com

INNOVATION
Its unbiased, client-centered philosophy has catapulted Catalyst Health Solutions to the top of the industry's leader board for client retention. Catalyst is the fourth-largest publicly-traded pharmacy benefit management company in the U.S. The firm prides itself on building prescription management strategies around a client's unique needs to improve quality and lower the cost of care. Among its solutions are a $0 member copayment program, targeted member and prescriber education, and Catalyst Price & Save™, an online tool that allows members to price medication at local and mail-service pharmacies.

COMMUNITY SERVICE
A member of the Montgomery County Corporate Volunteer Council, Catalyst gives employees volunteer opportunities. Staff members raise money for charities in creative ways through the Catalyst Cares program. When earthquakes struck Haiti and Chile, the company provided medication and pharmacy supplies, donating over $40,000 worth of antibiotics, alcohol, ibuprofen, gauze, tap and slings. Employees donated $1,330 to Save the Children and the company provided a match. When one of its employees organized a concert to benefit the victims, Catalyst bought $500 in tickets, distributing them to its employees.

WHY IT'S A GREAT PLACE TO WORK
From its $1,000 wedding gift to its $180 per month gas-efficient car reward, Catalyst offers unique and more traditional employee benefits. Teamwork is a priority and is fostered through holiday gatherings, happy hours, team challenges, picnics, and team sports. Employees are motivated by a culture and leadership that value open doors, communication, collaboration, innovation, excellence, diversity, respect, and employee appreciation. To promote work-life balance, the firm has implemented alternative work schedules and telecommuting.
MONTGOMERY COUNTY

National Office Systems, Inc.
Industry: Technology
Address: 7621 Rickenbacker Dr.
Gaithersburg, MD 20879
County: Montgomery
Number of Employees: 45
Name: Joseph Alvarez
Title: Principal
Web Site: www.nosinc.com

INNOVATION
A leader in traditional and high-technology solutions for managing records and space, National Office Systems (NOS) uses specially trained designers and installers to solve the client’s storage issues. Its newest division, Tactical Weapons Solutions, instantly identifies and locates a firearm by customizing bar coding applications to track them, thereby preventing theft and unauthorized use.

COMMUNITY SERVICE
NOS is involved in youth development activities, and encourages its employees to volunteer as sports coaches, mentors, and supporters. Staff receives leave and early dismissal time for these endeavors, and the company is proud to support the athletic and academic teams at nearby Gaithersburg High School.

WHY IT’S A GREAT PLACE TO WORK
An incentive for the company’s sales force is an all-expense-paid group vacation to a warm weather resort in February or March, a highly sought-after reward. NOS also invests in training for its employees to enhance their professional and personal development. The company is known for celebrating little-known amusing holidays.

MONTGOMERY COUNTY

Corporate Network Services, Inc.
Industry: Information Technology
Address: 20010 Fisher Ave., Ste. E
City: Poolesville, MD 20837
County: Montgomery
Number of Employees: 36
Name: Karen Kalantzis
Title: CEO
Web Site: www.cornetser.com

INNOVATION
A new Web site has established Corporate Network Services (CNS) as a technology leader. CNS bridges the gap between business goals and IT infrastructure, enabling companies to manage costs. Three new products were recently developed in response to client needs. Live, real-time metrics data is now available to employees to help them improve customer satisfaction.

COMMUNITY SERVICE
CNS funds programs at local schools as well as the Poolesville tree lighting. It donated ‘water for life’ to 59 needy people in its clients’ names through water.org. It also supports a local military family through Ft. Detrick’s Operation Happy Holiday. Employees provide holiday dinners and gifts to a local family through Western Upper Montgomery County Help.

WHY IT’S A GREAT PLACE TO WORK
As a small family-oriented firm with large-company benefits, CNS offers tuition reimbursement, on-site flu shots, part-time schedules, and telecommuting. A monthly bonus is tied to company revenues. It offers outstanding service awards and hosts team-building activities such as bowling and scavenger hunts. A holiday weigh-in rewards non-gainers with cash.

PRINCE GEORGE’S COMMUNITY COLLEGE

“You can do this!”

The Information Security Program at Prince George’s Community College prepares students for entry-level positions in one of the most exciting and fastest growing areas of information technology. Job titles include data security analyst, system security administrator and network security administrator.

Partially funded by the National Science Foundation’s Cyberwatch Center, the Information Security Program allows students to pursue a certificate or associate of applied science degree.

Prince George’s Community College has been named a National Center of Academic Excellence in Information Assurance Two-Year Education by the National Security Agency and the Department of Homeland Security.

With five locations and more than 200 academic programs and workforce development and continuing education series of courses, Prince George's Community College offers excellence and affordability.

www.pgcc.edu or 301-341-3011
PRINCE GEORGE'S COUNTY

HeiTech Services, Inc
Industry: Government Services
Address: 8201 Corporate Dr., Ste. 600
Landover, MD, 20785
County: Prince George's
Number of Employees: 495
Name: Heidi W. Gerding
Title: President & CEO
Web Site: www.heitechservices.com

INNOVATION
Incorporated in 1999, HeiTech Services has expanded to provide support to 12 federal agencies in three distinct lines of business: information technology, management consulting, and professional services. Project staffers become experts in each customer’s line of business, creating an invaluable partnership. The firm controls operating costs, investing profits back into the company for services improvement, business expansion and employee loyalty.

COMMUNITY SERVICE
HeiTech has an aggressive and successful veteran recruiting and retention strategy and spearheads the collection of items for delivery to company employees called to active duty. The firm donates to veterans groups, such as the Helping Our Heroes Foundation. Its CEO is founding board member of the National Veterans’ Small Business Coalition.

WHY IT’S A GREAT PLACE TO WORK
Recognition, compensation and communication programs demonstrate the company's commitment to its employees. HeiTech offers an employee training and certification program to support clients' ever-changing needs. This year, the program encompassed multiple training initiatives.

MONTGOMERY COUNTY

Fitzgerald Auto Mall
Industry: Automotive
Address: 11411 Rockville Pike
N. Bethesda, MD 20895
County: Montgomery
Number of Employees: 897
Name: Jack Fitzgerald
Title: Founder
Web Site: www.fitzmall.com

INNOVATION
Fitzgerald Auto Mall has expanded its loaner car fleet by operating the NextCar rental operations at all 10 Maryland dealership locations, making more than 1,100 vehicles available. The firm, which pioneered the loaner-for-life slogan, was the first dealership to offer loaner cars, long before manufacturers started offering them during the warranty period.

COMMUNITY SERVICE
In 1997 Fitzgerald hosted the first Safe Kids child safety seat inspection station at a dealership in Montgomery County so that parents and caregivers could have their child safety seat checked for recalls and proper installation. Having checked more than 38,000 seats, Fitzgerald reports a drop in the misuse rate to 47 percent and at least one documented crash survival story.

WHY IT’S A GREAT PLACE TO WORK
Some Fitzgerald associates span three generations within the same family. Fitzgerald’s positive work environment is a place where people create careers, not just hold a job. Its Process Based Management system helps associates understand their role in a given course of action, allowing them to take ownership.
INDUSTRY: Health Care
Address: 1801 Research Blvd., Ste. 400
Rockville, MD 20851
County: Montgomery
Number of Employees: 7,056
Name: William G. Robertson
Title: President & CEO
Website: www.adventisthealthcare.com

INNOVATION
Recognizing that community physicians were at risk for being left out of the move to electronic medical records, Adventist HealthCare offered subsidized medical record software to doctors offices. To reduce its carbon footprint, the company participated in an auction over the World Energy Exchange, netting more than $1.25 million in savings.

COMMUNITY SERVICE
Through its Help Stop the Flu campaign, Adventist HealthCare vaccinated thousands of area residents. The company provided $50 million in charitable and uncompensated care last year, higher than any other Montgomery County health care provider. It also held a free community forum to answer questions about the controversial new breast screening guidelines.

WHY IT’S A GREAT PLACE TO WORK
Employment options include full- and part-time work as well as flexible shifts. Tuition reimbursement, scholarships and incentive programs are among the benefits offered to Adventist personnel. Employee feedback is welcome and more than 80 percent of staff shared opinions in the latest company survey.
Techno-Sciences, Inc.

**Industry:** Aerospace / Defense  
**Address:** 11750 Beltsville Dr., 3rd Flr. Beltsville, MD 20705  
**County:** Prince George's  
**Number of Employees:** 78  
**Name:** Jean-Luc Abaziou  
**Title:** CEO  
**Web Site:** www.technosci.com

**INNOVATION**

Techno-Sciences, Inc. (TSi) is a world leader in Satellite Aided Search and Rescue systems and Integrated Maritime Surveillance Systems. As research grants flow in, the company is aggressively pursuing industry partners and potential customers for the commercialization of its technologies, increasing short-term revenue and sowing seeds for long-term royalties. TSi attends trade shows in Southeast Asia and the Middle East.

**COMMUNITY SERVICE**

Annual contributions benefit the University of Maryland Foundation, which helps broaden access to high quality education to meet workforce needs. TSi also provides material support and mentoring for local high school students in preparation for the popular FIRST Robotics Competition. It supports Fisher House, a nonprofit that supports veterans and wounded warriors.

**WHY IT’S A GREAT PLACE TO WORK**

Benefits include employee stock ownership, flex time, and liberal leave, including the ability to work from home in appropriate situations. Employee growth is encouraged through tuition reimbursement, learning/research opportunities, and the potential to move through the company. TSi also sponsors various company events and wellness programs.

American Speech-Language-Hearing Association

**Industry:** Nonprofit  
**Address:** 2200 Research Blvd. Rockville, MD 20850  
**County:** Montgomery  
**Number of Employees:** 250  
**Name:** Arlene Pietranton  
**Title:** Executive Director  
**Web Site:** www.asha.org

**INNOVATION**

Programs such as Listen to Your Buds, which teaches children to protect their hearing from the effects of personal audio devices, and Twitter parties, which allow people from across the country to ask questions of association experts, have garnered much attention. Despite a downturn in the economy, ASHA grew its membership by 5,000 to 140,000.

**COMMUNITY SERVICE**

A Community Outreach team coordinates charitable efforts, such as the collection of 650 pairs of shoes for Soles4Soles and 370 pounds of food for Manna Food Center. ASHA delivered 12 emergency kits to Safe Shores so that abused or neglected children had clothing, shoes and toiletries when taken from their homes.

**WHY IT’S A GREAT PLACE TO WORK**

Its first Biggest Loser campaign resulted in 95 employees losing 681 pounds. Based on that success, the association kicked off a Biggest Mover campaign in April to award staff members for being active. The two programs not only improved staff health but fostered camaraderie.

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Sanaria Inc.

Industry: Biotechnology
Address: 9800 Medical Center Dr., Ste. A209
Rockville, MD 20850
County: Montgomery
Number of Employees: 47
Name: Stephen L. Hoffman
Title: CEO
Web Site: www.sanaria.com

INNOVATION
Its focus is single-minded - to develop an effective malaria vaccine and prevent the deaths of one million people a year. Sanaria - a humanitarian for-profit firm - has a promising vaccine in clinical trials. SANARIA PfSPZ is a radiation-attenuated whole parasite vaccine that will eventually require the firm to process upwards of 12-15 million mosquitoes annually.

COMMUNITY SERVICE
Sanaria supports the Montgomery Area Science Fair and is a member of MD Bio and the Tech Council of Maryland. An active summer internship program gives upper level high school and college students an inside look at a biotechnology company in action. The firm collaborates with academic and military research centers and many local businesses.

WHY IT'S A GREAT PLACE TO WORK
In order to balance team "work" with team "play," Sanaria hosts companywide fishing trips, picnics, and outings to baseball, basketball and football games. Barbecues and birthday and holiday parties instill a level of camaraderie that enhances the serious work of malaria eradication.

Choptank Transport

Industry: Other
Address: 3601 Choptank Rd.
Preston, MD 21655
County: Caroline
Number of Employees: 77
Name: Geoff Turner
Title: President & CEO
Web Site: www.choptanktransport.com

INNOVATION
A third-party logistics broker, Choptank Transport matches customers who need freight moved with carriers that need product to ship. The firm recently became a 5-Diamond Broker, which means instead of carrying a $10,000 surety bond, the minimum required by law, it is one of a handful of companies nationwide that carries a $500,000 surety bond.

COMMUNITY SERVICE
Employees volunteer for Caroline County Habitat for Humanity, building a new home for a qualified, low-income family. The firm sponsors the Preston carnival and parade, proceeds from which benefit the local fire department. The firm has partnered with the University of Maryland, College Park to establish a $50,000 endowment for an incoming student.

WHY IT'S A GREAT PLACE TO WORK
Providing an exceptional work environment is explicit in Choptank's mission statement. The company pays employees who become certified transportation brokers through TIA. Dale Carnegie classes also are available to staff. Free wellness checks are offered throughout the year and the company building houses a workout room with heavy duty exercise equipment.
TW Perry
Industry: Building Materials Supplier
Address: 8101 Snouffer School Rd.
Gaithersburg, MD 20879
County: Montgomery
Number of Employees: 193
Name: Michael Cassidy
Title: President & CEO
Web Site: www.twperry.com

INNOVATION
Employees at this building supply company are cross trained to provide the highest level of customer service. A referral program on the TW Perry Web site links homeowners with contractors. Customers have access, through the Web, to complete account information. The firm also offers in-house training to customers on a variety of industry-related topics.

COMMUNITY SERVICE
TW Perry supports the Yellow Ribbon Fund, which assists injured service members and their families while they recuperate at local military medical centers. Through Rebuilding Together Montgomery County, the company provides free rehabilitation and critical repairs to the homes of low-income and disabled residents.

WHY IT'S A GREAT PLACE TO WORK
Employees are empowered to utilize their company assets to run their own business within TW Perry's standards. Staff members take comfort in knowing that they can ask for help - professionally and personally. The firm has provided help for employees threatened with foreclosure or eviction and has replaced personal and household goods lost in fires.

Compass Systems, Inc.
Industry: Aerospace / Defense
Address: 21471 Great Mills Rd.
Lexington Park, MD 20653
County: St. Mary's
Number of Employees: 88
Name: Mark Pinekenstein
Title: CEO
Web Site: www.compass-sys-inc.com

INNOVATION
A customer-focused program management and engineering services company, Compass Systems opened a state-of-the-art aircraft integration facility plane lab which allows the firm to test aircraft components as if they were onboard the plane. The company has established working relationships with other U.S. and foreign firms, recognizing that networking is the lifeblood of a growing, dynamic business.

COMMUNITY SERVICE
Active in local business partnerships, the company sponsors college scholarships, the Navy Chief's Ball, and Shop with a Cop. Employees volunteer at the Association for Unmanned Vehicle Systems International student competition and College of Southern Maryland robotics competition. It organizes a annual motorcycle rally to raise funds for Charlotte Hall Veterans Home.

WHY IT'S A GREAT PLACE TO WORK
Rather than micromanage employees, Compass empowers them, providing the resources and tools necessary to accomplish any undertaking. The company provides a $220 fitness benefit, a $1,200 recruiting bonus for new-hire referrals, $2,800 a year in tuition reimbursement, and a 401(k) plan in which employees are fully vested from day one.

Catalyst Health Solutions, Inc. is a Rockville-based pharmacy benefit manager (PBM), providing unbiased solutions that place the needs of our clients first.

Our innovative clinical programs and customized benefit designs enable us to reduce pharmacy costs for clients and improve the quality of care for our members.

As the fourth largest publicly traded PBM in the U.S., Catalyst currently manages pharmacy benefits for more than 7 million members.

Proud to be among The Gazette’s P&B Exceptional 53 for the second consecutive year.
INNOVATION
The designer of the only secure digital video content management system, Vision Technologies is deploying these systems in airports around the country to enhance homeland security. This professional IT services company provides a suite of solutions for commercial and government environments and its services are backed by a 100 percent customer satisfaction guarantee.

COMMUNITY SERVICE
Its community outreach committee meets once a month to help allocate the firm’s charitable donations. Vision Technologies matches employee contributions dollar for dollar. Employees have participated in Homeless Resource Day and volunteered their time and resources to provide basic items and services to individuals and families in the Baltimore area that are without jobs or a home.

WHY IT’S A GREAT PLACE TO WORK
Open lines of communication between management and staff make for a positive and people-oriented work environment. Committee teams let employees get involved in areas such as communications, execution, and quality assurance. Benefits include tuition reimbursement and paid professional dues.
**MONTGOMERY COUNTY**

**Rose Financial Services**

Industry: Financial & Accounting Outsourcing  
Address: 2 Research Pl., Ste. 300, Rockville, MD 20850  
County: Montgomery  
Number of Employees: 32  
Name: Ted Rose  
Title: President & CEO  
Web Site: www.rosefinancial.com

**INNOVATION**  
A leading accounting outsourcing partner, Rose Financial Services (RFS) designs scalable solutions in terms of its professionals, systems and best practices. The company continues to refine RFS Workflow, its proprietary Web-based financial accounting procedures and process systems. Through the use of RFS Intelligent Processing, enterprise companies save 25-35 percent off of their accounts payable.

**COMMUNITY SERVICE**  
RFS Gives Back has donated over 1,500 lunches to local homeless shelters since its inception. The lunch-making event takes place semi-annually. A weekly donation of $5, which helps fund RFS Gives Back, allows an employee to wear casual attire on Friday. Recently, employees helped restore a historic farm.

**WHY IT’S A GREAT PLACE TO WORK**  
Over the past three years, RFS has retained 88 percent of its workforce, due to employee initiatives and programs such as its "on-boarding" training for new workers, AICPA reimbursement, paid time off for CPAs to take courses to maintain their licenses, employee appreciation week, and a budget for project managers to tap to thank their team members.

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**PRINCE GEORGE’S COUNTY**

**Aquilent**

Industry: Information Technology  
Address: 1100 West St., Laurel, MD 20707  
County: Prince George’s  
Number of Employees: 195  
Name: David G. Fout  
Title: President & CEO  
Web Site: www.aquilent.com

**INNOVATION**  
Aquilent is the recognized leading provider of Web-based solutions shaping the next generation of technology for the federal government. Doing what’s best for its clients is at the root of its success, as the firm delivers solutions backed by a 90-day First Solution Guarantee. One of its strategic goals is to develop and maintain a portfolio diverse in both customer base and solution type.

**COMMUNITY SERVICE**  
The Aquilent Cares Program fosters community and caring through philanthropic means. It raised more than $11,000 for victims of the Haiti earthquake. To support personal philanthropic efforts, Aquilent matches employees’ charitable giving. The company also donated a Wii and flat-screen TV to an occupational therapy group that helps injured soldiers.

**WHY IT’S A GREAT PLACE TO WORK**  
Aquilent recently introduced two exciting employee rewards: its Referral Program and Bonus and its Tenure Reward. Believing it has an obligation to provide career opportunities - which it does through its Aquilent University, the company expects staffers to show initiative in developing their careers.
**CARROLL COUNTY**

**Focus Telecommunications, Inc.**
Industry: Telephone Answering Service/Contact Center  
Address: 1912 Liberty Rd., Bldg. 2, Ste. G  
Eldersburg, MD 21784  
County: Carroll  
Number of Employees: 56  
Name: Donna West  
Title: President  
Web Site: www.focustele.com

**INNOVATION**
A phone answering firm, Focus Telecommunications produces the training that trains the industry. The firm utilizes social media for promotional purposes and produces a regular newsletter to keep clients informed and feel a part of the Focus family. Despite a drop in revenue in 2009, the firm’s profitability rose.

**COMMUNITY SERVICE**
Focus adopts families at Christmas, providing presents and clothing for the children. It taps its customers, generally apartment managers, for suggestions of families that could use assistance. It sponsors charities and supports charitable deeds throughout the year, such as raising money for the Eldersburg Fire Department’s new building. Managers regularly staff the Make-A-Wish Foundation telethons.

**WHY IT’S A GREAT PLACE TO WORK**
Nearly 100 percent of its agents work from home on a regular basis. An incentive program provides monetary rewards as well as recognition. Senior staff compliments agents who go above and beyond, and the firm’s president often writes personal notes of appreciation.

**MONTGOMERY COUNTY**

**Aronson & Company**
Industry: Other  
Address: 805 King Farm Blvd., Ste. 300  
Rockville, MD 20850  
County: Montgomery  
Number of Employees: 225  
Name: Jeffery P. Capron  
Title: Managing Officer  
Web Site: www.aronsoncompany.com

**INNOVATION**
Having turned the traditional accounting firm marketing model on its ear, Aronson & Company (A&C) eschews mainstream media advertising in favor of blogging and social media to market, inform, communicate and engage clients, prospects, and current and potential employees. The firm’s employees have established themselves as thought leaders and specialists.

**COMMUNITY SERVICE**
The Aronson Foundation supports causes the company’s employees are passionate about. The foundation provides grants and sponsors charitable events. Recognizing the value of financial literacy, employees work with Junior Achievement to give young people a basic understanding of financial topics in order to build a solid and successful future.

**WHY IT’S A GREAT PLACE TO WORK**
Mentorship is a critical part of the learning process at A&C. Through the firm’s Ladder Program, professionals receive the guidance and education necessary to progress. Alternative work arrangements help balance work and home life. Whether employees need a different schedule or to work from a remote location, A&C gives them the tools to accomplish it.

**PRINCE GEORGE’S COUNTY**

**Comcast**
Industry: Telecommunications  
Address: 1301 McCormick Dr.  
Largo, MD 20774  
County: Prince George's  
Number of Employees: 100,000  
Name: Brian L. Roberts  
Title: CEO  
Web Site: www.comcast.com

**INNOVATION**
Comcast ushered in a new era of speed for Maryland consumers and businesses with the launch of DOCSIS 3.0 wideband technology. Wideband doubled speeds for most residential high-speed Internet customers at no additional cost. Its new guarantee program lets customers know what to expect from the firm and what their rights are if promises are not fulfilled.

**COMMUNITY SERVICE**
Its annual Leaders and Achievers scholarship program recognizes student leadership, academic achievement, and community service. This year, 88 Maryland high school seniors received a total of $98,000 through the program. Thousands of employees and their families and friends volunteer during the annual Comcast Cares Day.

**WHY IT’S A GREAT PLACE TO WORK**
The Circle of Success and Bow Tie Awards recognize employees for going above and beyond the call of duty. The Dream Series is a friendly competition between Comcast regions to improve customer service and earn prizes. The company provides reimbursement of tuition and educational expenses associated with accredited, career-related degree programs.
**INNOVATION**

A legal services firm, Venable recognized the need for entrepreneurial support at lower-than-normal cost and created Venable Venture Services (VVS). VVS is unique to the legal industry in that it charges a monthly flat fee and offers discounted hourly rates upon graduation from the program, which includes classes as well as individualized help for entrepreneurs.

**COMMUNITY SERVICE**

The Venable Foundation gave more than $2 million in contributions to charitable organizations in 2009. It has increased its pro bono commitment by nearly 45 percent, with the firm’s attorneys spending more than 23,000 hours representing pro bono clients last year.

**WHY IT’S A GREAT PLACE TO WORK**

Committed to diversity and inclusion, Venable recruits the brightest and most capable attorneys and legal staff from all walks of life. Its Preceptor Program provides mentoring to all first- and second-year associates. The firm has a new wellness program, a health advocate program, and retirement consulting.

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**INNOVATION**

This nonprofit electric utility communicates outages and co-op news with customers via Facebook. Its new logo illustrates the company’s environmental focus, such as purchasing power generated by renewable resources. It offers energy-savings rebate programs, a Quick Home Energy Checkup for customers, energy audits, and programs for low income customers.

**COMMUNITY SERVICE**

The utility matches contributions up to $50,000 to help people pay their winter electric bills and hosts a charitable golf tournament each year that allows the company to support groups like the Southern Maryland Food Bank. Employees volunteer at area churches and chambers of commerce, and work as mentors in public schools.

**WHY IT’S A GREAT PLACE TO WORK**

SMECO encourages employees to exercise, eat right and stay in shape. It provides funds to offset gym memberships and works closely with staffers to further their education. Appreciation programs include a Family Fun Day crab feast, a Christmas party and bi-yearly management dinners.
**INNOVATION**
The firm’s new Corporate Advisory & Restructuring division, which assists clients with strategic, cash flow, operational and marketing problems, works on the cusp between financial best practices and the subtleties of regulation. Individual staff blogs as well as corporate and personal LinkedIn and Twitter accounts have strengthened the Santos Postal brand.

**COMMUNITY SERVICE**
Santos Postal has donated over $150,000, and countless man hours, to charitable causes. It recently was a platinum sponsor, donating $25,000, for Suburban hospital’s showcase event. Having lost a founding partner to leukemia, the firm participates each year in the Light the Night Walk. Employees collect coats, clothes and backpacks for the underprivileged.

**WHY IT’S A GREAT PLACE TO WORK**
From birthday emails to tailgating parties to happy hours at Rockville Town Center, employees celebrate together. During tax season, the firm caters Saturday lunches and provides pick-me-ups during the week. Tuition reimbursement of up to $5,250 is available to workers under certain conditions. Santos Postal also pays costs associated with a CPA review course.

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**MONTGOMERY COUNTY**

**INNOVATION**
The Meltzer Group provides cutting-edge estate, retirement and business-succession planning and wealth management services. Families and businesses can have all their insurance and planning needs met by the firm’s team of experts. Recognizing that in a down economy consumers want more, not less, service, the company is ratcheting up to meet demand.

**COMMUNITY SERVICE**
Community service is part of the corporate mission. All employees are encouraged to participate in The Real Estate Games, an Olympic-style competition benefitting juvenile diabetes research. Staffers have taken busloads of children from For Love of Children and Mary’s Center to Hershey Park and Kings Dominion. Its Employee Giving Fund allocated over $40,000 in charitable grants last year to organizations important to staff members.

**WHY IT’S A GREAT PLACE TO WORK**
Teamwork and family spirit are pervasive. The company provides staff lunches every Friday, organizes trips to places like Hawaii and Cozumel, permits employees to leave several hours early on summer Fridays, and provides a dry-cleaning pick-up service in the office.
### MONTGOMERY COUNTY

**L’Academie de Cuisine, Inc.**

<table>
<thead>
<tr>
<th>Industry:</th>
<th>Education</th>
</tr>
</thead>
<tbody>
<tr>
<td>Address:</td>
<td>16006 Industrial Dr, Gaithersburg, MD 20877</td>
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<tr>
<td>County:</td>
<td>Montgomery</td>
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<tr>
<td>Number of Employees:</td>
<td>34</td>
</tr>
<tr>
<td>Name:</td>
<td>Francois Dionot</td>
</tr>
<tr>
<td>Title:</td>
<td>President</td>
</tr>
<tr>
<td>Web Site:</td>
<td><a href="http://www.lacademie.com">www.lacademie.com</a></td>
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**INNOVATION**
One of the top 10 culinary schools in the U.S., L’Academie de Cuisine (LAC) partners with community-based organizations in order to expose audiences to its offerings. LAC teaches diverse recreational classes, such as those focusing on the latest trends - small plates, cupcakes, and comfort food.

**COMMUNITY SERVICE**
LAC’s community service programs include cooking demonstrations at fundraisers, providing staff and students to assist at events, food products for events, gift certificates, and hosting and teaching classes. LAC instructors coach Albert Einstein High School students for the ProStart scholarship competition. The culinary institute has provided services to many organizations, including the American Heart Association.

**WHY IT’S A GREAT PLACE TO WORK**
Suggestions for improvement of services are encouraged. LAC offers educational benefits and in-service training for its entire staff and encourages staff and instructors to join the boards of different food and professional organizations to impact the industry. As part of LAC’s in-service training for senior staff and instructors, the school reimburses them for dining at externship restaurants.

### FREDERICK COUNTY

**Orases Consulting Corporation**

<table>
<thead>
<tr>
<th>Industry:</th>
<th>Information Technology</th>
</tr>
</thead>
<tbody>
<tr>
<td>Address:</td>
<td>7101 Guilford Dr., Ste. 202, Frederick, MD 21704</td>
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<td>County:</td>
<td>Frederick</td>
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<tr>
<td>Number of Employees:</td>
<td>14</td>
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<tr>
<td>Name:</td>
<td>Nick J. Damoulakis</td>
</tr>
<tr>
<td>Title:</td>
<td>President</td>
</tr>
<tr>
<td>Web Site:</td>
<td><a href="http://www.orases.com">www.orases.com</a></td>
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**INNOVATION**
Orases puts its understanding of the Web’s ever-evolving nature and potential to work for clients and agencies, developing interactive strategies in line with brand/marketing efforts. At the heart of its business innovation is the Orases 24watch® Web site, a management system designed to help small to mid-size businesses utilize the Internet efficiently and affordably.

**COMMUNITY SERVICE**
Last year, Orases helped needy families at nearby Crestwood Middle School buy presents for their children. It has done several pro bono projects, including Web sites for the Special Olympics, Kristine Lilly awards, the Agape philanthropic organization, and Saints Peter and Paul Orthodox Church.

**WHY IT’S A GREAT PLACE TO WORK**
In addition to its professionally casual work environment, Orases offers a tuition assistance program and a 401(k) with 4 percent company match. It has flexible work hours and offers a corporate discount at a local health club. Team building and recreational events include go-kart races, paintball wars, competitive online games, and gatherings at local restaurants.

### ST. MARY’S COUNTY

**AVIAN Engineering, LLC**

<table>
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<tr>
<th>Industry:</th>
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<tr>
<td>Address:</td>
<td>22099 Three Notch Rd., Ste. 113, Lexington Park, MD 20653</td>
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<tr>
<td>County:</td>
<td>St. Mary’s</td>
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<tr>
<td>Number of Employees:</td>
<td>45</td>
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<tr>
<td>Name:</td>
<td>Kevin Switick</td>
</tr>
<tr>
<td>Title:</td>
<td>Acting CEO</td>
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<tr>
<td>Web Site:</td>
<td><a href="http://www.avianeng.com">www.avianeng.com</a></td>
</tr>
</tbody>
</table>

**INNOVATION**
AVIAN provides program management support to the military. It is the designer and principal trainer of a new defense acquisition roadmapping process being adopted by a majority of Naval Air Systems Command PMAs. Its ‘voice of the customer’ function allows direct communication with high-level company managers and acts as a secondary check against quality escapements.

**COMMUNITY SERVICE**
Employees are encouraged to support charitable endeavors individually and as a group. AVIAN organizes group volunteer efforts twice annually and staffers may request monetary donations to causes that are important to them. The company also provides a board member to and sponsors the St. Mary’s County Science and Engineering Fair each year.

**WHY IT’S A GREAT PLACE TO WORK**
By investing in people and utilizing the latest technology, AVIAN delivers a strong work-life balance to its highly motivated and empowered team. Employees have access to benefits, timekeeping and programs through the Web.
PRINCE GEORGE'S COUNTY

Prince George's Community College
Industry: Education
Address: 301 Largo Rd.
Largo, MD 20774
County: Prince George's
Number of Employees: 2,608
Name: Charlene M. Dukes
Title: President
Web Site: www.pgcc.edu

INNOVATION
Prince George's Community College (PGCC) is a National Center of Academic Excellence in Information Assurance Education through 2015. PGCC students are eligible for scholarships and grants from this federal program that seeks to reduce vulnerability in our national information infrastructure. With a $5 million private grant, the school has established the Center for Minority Business Development to address gaps in minority business participation and enhance the skills and abilities of the county's workforce.

COMMUNITY SERVICE
PGCC was named to the 2009 President's Higher Education Community Service Honor Roll, the highest federal recognition a college or university can receive for its commitment to volunteering, service-learning and civic engagement. Nearly 5,500 PGCC students volunteered close to 20,000 hours.

WHY IT'S A GREAT PLACE TO WORK
In support of the vision and mission of PGCC, the Board of Trustees of the college approved the Dare to Excel Employee Service Award program as a vehicle in which college employees see and recognize excellent service in action. Awards can be monetary or nonmonetary.

MONTGOMERY COUNTY

Sandy Spring Bank
Industry: Financial / Banking
Address: 17801 Georgia Ave.
Olney, MD 20832
County: Montgomery
Number of Employees: 703
Name: Daniel J. Schrider
Title: President & CEO
Web Site: www.sandyspringbank.com

INNOVATION
Sandy Spring Bank is reaching out to a younger market. Its in-school banks teach positive savings behavior, which students can continue with over the summer via in-library banks. Through its Cash Back Banking, clients earn cash by using their VISA check card or paying bills online.

COMMUNITY SERVICE
Its Rebuilding Together teams renovated homes in three countries last year. The bank holds silent auctions, bake sales, raffles, and casual days to raise money for charities. Employees volunteer 30,000 hours each year. They also adopt families for the holiday season and attend livestock auctions at five county fairs to support children and their 4-H projects.

WHY IT'S A GREAT PLACE TO WORK
Employees can access the skills-and-wellness pool to contribute to the cost of acquiring a skill or addressing a health issue. The Dollars for Doers program donates funds to a charity of choice for any employee who volunteers 50 or more hours in a 12-month period. The Employee Assistance Program supports staff members faced with a major challenge.

Baltimore County

Community Analytics
Industry: Other
Address: 2002 Clipper Park Rd., Fourth Flr.
Baltimore, MD 21211
County: Baltimore
Number of Employees: 28
Name: Myra Norton
Title: CEO
Web Site: www.communityanalytics.com

INNOVATION
Community Analytics is a unique firm whose singular aim is to connect organizations to the relationships impacting their bottom line. The firm endeavors to bring more meaningful connections to a world that is bombarded with information. It helps organizations cut through the clutter to better connect with customers.

COMMUNITY SERVICE
Each quarter, Community Analytics chooses a cause that matters to one or more of its team members, supporting the charitable effort with time, talents and resources. In the past, this has included cleaning up Druid Hill Park, volunteering for mentoring programs, and participating in the American Heart Association's Heart Walk.

WHY IT'S A GREAT PLACE TO WORK
With a focus on teamwork, innovation and integrity, the company empowers employees to pursue their personal and professional aspirations. The people of Community Analytics work on ground-breaking projects for some of the best organizations in the world. And, they have fun. Employees attend monthly happy hours and movie nights, and develop life-long friendships that extend beyond research, analytics, and regular business hours.
### Community Services for Autistic Adults and Children (CSAAC)

**Industry:** Nonprofit  
**Address:** 8615 East Village Ave. Montgomery Village, MD 20886  
**County:** Montgomery  
**Number of Employees:** 600  
**Name:** Ian M. Paregol  
**Title:** Executive Director  
**Web Site:** www.csaac.org

**INNOVATION**
As its innovative programs become a model for other agencies around the globe, Community Services for Autistic Adults and Children (CSAAC) receives visitors from abroad seeking to replicate its work. The nonprofit engages supporters via Facebook and Twitter. To cut costs, it has implemented bulk purchasing and automated paper-driven processes.

**COMMUNITY SERVICE**
CSAAC's adult residents volunteer at the local Goodwill center and participate in walks for autism and cancer. The company sponsors the Aktion Club of Kiwanis, a group of individuals with disabilities that performs community service projects and educates the community about autism.

**WHY IT'S A GREAT PLACE TO WORK**
What distinguishes CSAAC is the level of training it provides. Employees feel empowered and become experts at working with children and adults with autism. Employee of the month awards publicly recognize exceptional performance and an on-site Wellness Center offers a range of health and wellness services to the company's staff.

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### CPR MultiMedia Solutions

**Industry:** Multimedia  
**Address:** 7812 Cessna Ave. Gaithersburg, MD 20878  
**County:** Montgomery  
**Number of Employees:** 21  
**Name:** Jeff Studley  
**Title:** President  
**Web Site:** www.cprmms.com

**INNOVATION**
In a recession sensitive industry CPR has maintained its client base. In a price conscious economy it has maintained the same level of business. The firm invests in state-of-the-art technology to position itself ahead of competitors. Its enhanced marketing efforts include social media.

**COMMUNITY SERVICE**
CPR sponsors Fox 5's Stuff-A-Truck program, which gathers food for needy families during the holiday season, and DC Central Kitchen's Food Fight, which raises hundreds of thousands of dollars for its programs. It also supports the Make-A-Wish Foundation and donates free AV equipment and services to numerous organizations.

**WHY IT'S A GREAT PLACE TO WORK**
When it comes to family, some rules are meant to be broken. Kids and pets are always welcome when childcare issues arise. The firm allows flexible hours, telecommuting, and paternity/maternity leave. It encourages employee involvement in charitable endeavors through flex time and no charge use of its rental inventory. Job-related education costs are reimbursed upon successful course completion.

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### Systems Application and Technologies

**Industry:** DOD Contractor  
**Address:** 1101 Mercantile Ln., Ste. 200 Largo, MD 20774  
**County:** Prince George's  
**Number of Employees:** 516  
**Name:** Timothy J. Adams  
**Title:** President & CEO  
**Web Site:** www.sa-techinc.com

**INNOVATION**
Systems Applications and Technologies (SA-TECH) is a progressive Department of Defense contractor with over 20 years experience providing administrative and technical support to customers. Its “on time, every time” guarantee is a hallmark of its customer service. Its reputation for “doing it faster, better and cheaper” helped the firm win a U.S. Army Operations and Maintenance support contract in Alabama.

**COMMUNITY SERVICE**
SA-TECH supports The Patriots Technology Training Center, which helps minority students bridge the digital divide. The firm contributes to other charities, such as the Boys and Girls Club and the Maryland Room, a venture to renovate a reception and relaxation area at Andrews Air Force Base. The company’s CEO is chairman of the Bowie State University Foundation.

**WHY IT’S A GREAT PLACE TO WORK**
Employee tuition assistance is available for those seeking advanced education. The firm offers spot bonuses. Its quarterly/yearly recognition programs have ensured an annual attrition rate of less than 2 percent. Employees and their families may attend company-hosted, major sporting events.
DAI's 2,500 employees are delivering sustainable development in 65 countries. We thank them for another year of exceptional performance.

Based in Bethesda, DAI is an independent, employee-owned, mission-driven development firm. Learn more at www.dai.com.

WE SALUTE YOU

At Vanguard, we value the rewards that come from hard work, the gratification that comes from not cutting corners, and of living up to the standards set for us by our mentors.

To our clients, and all other companies recognized in 2010’s PB53, we congratulate you on receiving this mark of distinction. We thank you for your contribution to our communities, and for aspiring to such high standards.

Congratulations from the staff at Vanguard Realty Group.

ANNE ARUNDEL COUNTY

Convergence Technology Consulting
Industry: Technology
Address: 808 Landmark Dr., Ste. 213
Glen Burnie, MD 21061
County: Anne Arundel
Number of Employees: 42
Name: Phil Ernst
Title: CEO
Web Site: www.convergencetech.us

INNOVATION
Rather than making PowerPoint presentations, Convergence chooses to host sporting events and upscale dinners so that clients can combine work and pleasure. Attendance at these events is on the rise due, in part, to the use of social media sites, such as Facebook, where people can register to attend or become a “fan.”

COMMUNITY SERVICE
The company supports charities such as Susan G. Komen, National MS Society, and Leukemia and Lymphoma Society of Maryland. When an employee’s spouse was diagnosed with cancer, the company donated cleaning services to the family so it could maintain a degree of normalcy in the household.

WHY IT’S A GREAT PLACE TO WORK
Convergence managers have an open door policy and encourage employee feedback. Understanding that there is life outside of work, the company is flexible when children or pets need to visit a doctor or vet. The firm reimburses employees for health and wellness expenses and sponsors family events such as picnics with batting cages and moon bounces.

MONTGOMERY COUNTY

EagleBank
Industry: Financial / Banking
Address: 7815 Woodmont Ave.
Bethesda, MD 20814
County: Montgomery
Number of Employees: 235
Name: Thomas D. Murphy
Title: President of Retail Banking
Web Site: www.eaglebankcorp.com

INNOVATION
EagleBank has a wide wingspan, with 13 offices in the metro area. Loyal shareholders know EagleBank as the go-to bank for businesses requiring quick response and local decision making. Its merger with Fidelity and Trust increased EagleBank’s customer and deposit base, allowing it to support customer’s lending needs at a time when other banks cannot.

COMMUNITY SERVICE
The EagleBank Bowl is held in December at RFK Stadium and attended by football fans nationwide. The event’s emphasis is on helping our military personnel, raising funds for the USO. The EagleBank Foundation Fight Breast Cancer Golf Tournament supports local hospitals and breast cancer treatment.

WHY IT’S A GREAT PLACE TO WORK
The bank honors employees for outstanding service. It celebrates milestones and rewards team efforts that go above and beyond. Incentive and quarterly bonuses motivate employees who are eager to help the bank grow. An annual off-site all-employee meeting and department/branch events bring employees together and provide a beneficial social side to the eight-hour daily routine.
Montgomery Hospice

Industry: Medical Care
Address: 1355 Piccard Dr., Ste. 100
Rockville, MD 20850
County: Montgomery
Number of Employees: 185
Name: Ann Mitchell
Title: President & CEO
Web Site: www.montgomeryhospice.org

INNOVATION
Montgomery Hospice, the largest and longest serving hospice in Montgomery County, provides medical care for residents who are living with a life-limiting illness. A three-year, $8 million campaign will create an endowment to fund nursing operations at Casey House, and to support programs such as bereavement care, hospital liaisons and uncompensated care.

COMMUNITY SERVICE
Montgomery Hospice holds grief workshops and support groups for community members at no charge. It runs free educational events for professional caregivers, raises money for the Manna Food Center’s annual food drive, and contributes to the Patient Assistance Fund, from which items for lower income families are purchased. Last year, more than 200 hospice volunteers donated 12,000 hours, driving 43,000 miles to support 700 families.

WHY IT’S A GREAT PLACE TO WORK
In peer support meetings, employees share ideas about handling the unique challenges that they face. The leave-sharing program allows employees to donate leave to fellow staffers who have exhausted their own leave because of a health crisis.

United Educators Insurance

Industry: Insurance
Address: Two Wisconsin Cir., Fourth Flr.
Chevy Chase, MD 20815
County: Montgomery
Number of Employees: 101
Name: Janice M. Abraham
Title: President & CEO
Web Site: www.ue.org

INNOVATION
A provider of liability insurance to the education marketplace, United Educators works with policyholders to ensure a safe school environment and prevent claims. Each year, 40 policyholders are invited to the firm’s Risk Management Institute. The company has devoted extensive resources to building online programs that ensure high levels of member interaction.

COMMUNITY SERVICE
United Educators will host several interns from Don Bosco Rey High School, a private institution serving students whose families are impoverished. By donating to the school, the company allows students to receive an education at no cost and to gain work experience through internships.

WHY IT’S A GREAT PLACE TO WORK
Wellness seminars, monthly brown-bag luncheons and quarterly supervisor trainings allow for personal and professional development. A new leadership development program gives non-managerial staff opportunities to develop as future company leaders. The company offers teleworking options for supervisors, provides two weeks of parental leave, and places the equivalent of 11.25 percent of an employee’s base salary as a 401(k) match.
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MONTGOMERY COUNTY

Mosaic Technologies, Inc.
Industry: Information Technology
Address: 15720 Crabbs Branch Way, Ste. 2B
Rockville, MD 20855
County: Montgomery
Number of Employees: 10
Name: Jason Bach
Title: President & CEO
Web Site: www.mosaictechnologies.com

INNOVATION
The development of its Cloud Computing Infrastructure and expansion into the healthcare sector are significant advances for this info tech firm. Mosaic Technologies now provides full-service Electronic Medical Record (EMR) infrastructure interfaces to physician practices in the area. The firm supports multiple EMR products at reduced costs within its virtualized datacenter Cloud model.

COMMUNITY SERVICE
Mosaic Technologies and Montgomery Community College recently developed an apprenticeship program that provides a clear path from full-time student to full-time employee. The two entities have partnered to create courses, structured around real world experience, for information technology students.

WHY IT’S A GREAT PLACE TO WORK
A community-minded business, Mosaic offers work/study opportunities to local college students. While most IT companies only want to hire seasoned veterans, Mosaic takes interested students, giving them a chance to become professionals. Realizing that no one person can know everything, managers keep the lines of communication open to enhance knowledge sharing.

Hillcrest Labs
Industry: Consumer Electronics
Address: 15245 Shady Grove Rd.
Rockville, MD 20850
County: Montgomery
Number of Employees: 61
Name: Daniel S. Simpkins
Title: Founder, Chairman & CEO
Web Site: www.hillcrestlabs.com

INNOVATION
HOME, Hillcrest Labs’ interactive media system for TV, allows consumer electronics manufacturers and service providers to create unique interactive digital media products for television and other digital media devices. The company’s in-air pointing and motion control technology, called Freespace, is used in consumer devices such as remote controls, PC mice and game controllers.

COMMUNITY SERVICE
The company supports philanthropic interests including Cornell University, the Jewish Federation of Washington, the Washington Performing Arts Society, and Kol Shalom. The firm’s CEO serves on the board of LaunchBox Digital, an early stage investment firm with a compelling game plan to help startups succeed.

WHY IT’S A GREAT PLACE TO WORK
Hillcrest offers a variety of activities to keep employees focused and interested. It holds seminars on various topics, game nights, afternoon ice cream socials, and periodic outings. Employees receive updates on company business and interact with management at weekly luncheon programs. The firm supports internship programs for young people interested in engineering and technology careers.
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**The Universities at Shady Grove**

Industry: Education  
Address: 9636 Gudelsky Dr.  
Rockville, MD 20850  
County: Montgomery  
Number of Employees: 134  
Name: Stewart Edelstein  
Title: Executive Director  
Web Site: www.shadygrove.umd.edu

**INNOVATION**

A partnership of nine University System of Maryland universities, the Universities at Shady Grove (USG) offers 60 top undergraduate and graduate degree programs as well as certificate programs in one convenient campus. The institution partners with businesses, governments and schools to identify and meet workforce needs and provide opportunities for students.

**COMMUNITY SERVICE**

Its 20+ student organizations take part in outreach efforts. Nursing students administered flu vaccines at a Montgomery County clinic while those in the hotel and restaurant management program cooked meals for transitional shelter residents. USG honors the environment by being home to the largest green higher-education building in Maryland. Two other buildings soon will be LEED certified.

**WHY IT’S A GREAT PLACE TO WORK**

The best part of working at USG is interacting with students, guiding them to a path that will lead to a successful career. Staff members are encouraged to take classes at USG, which offers tuition remission. The campus features a library, café, fitness center and bookstore, to which staff has access.

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**Rockville Printing & Graphics**

Industry: Printing/ Graphics  
Address: 736 Rockville Pike  
Rockville, MD 20852  
County: Montgomery  
Number of Employees: 110  
Name: Thomas Daly  
Title: President  
Web Site: www.rockvilleprinting.com; www.colornetprinting.com

**INNOVATION**

Rockville Printing & Graphics, part of the ColorNet Group, provides a one-stop solution to printing needs. As a full-service award-winning communications solutions firm, it now offers CD/DVD duplication and replication, along with custom packaging.

**COMMUNITY SERVICE**

The firm supports the “Buy Rockville” initiative with pro bono design and printing. A sponsor of last year’s “Extreme Office Makeover,” the company donated design and print services to the winner. Its environmental efforts resulted last year in the recycling of 61.3 tons of mixed paper, 19.8 tons of cardboard and 108,456 pounds of aluminum printing plates. Wind power is the source of most of its electricity.

**WHY IT’S A GREAT PLACE TO WORK**

Surprise pizza lunches aren’t the only regular employee treats at Rockville Printing & Graphics. The local printing giant also fields a local mixed-gender softball team and hosts a company picnic. The firm’s owners are nurturing and embrace suggestions and comments.

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Cut the cost of commuting; reduce the number of cars on the road; and help improve air quality with Montgomery County Commuter Services. We offer a wide range of programs and services for commuters and employers such as:

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- Commuter Information Fairs
- Customized Trip Planning
- Biking and Pedestrian Resources
- Carpool/Vanpool Matching
- Guaranteed Ride Home
- TRiPS Commuter Stores

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**Interfaith Works**

- **Industry:** Other
- **Address:** 114 W. Montgomery Ave.
- **County:** Montgomery
- **Number of Employees:** 120
- **Name:** Barbara Garlock
- **Title:** Interim Executive Director
- **Website:** www.iworksmc.org

**INNOVATION**
Looking to reach a younger demographic, Interfaith Works uses Facebook to engage new audiences and attract new faces to its corps of volunteers. The nonprofit provides housing for homeless adults, cash assistance and counseling for those in crisis, and $5 million in gently-used clothing and household goods annually to low-income families.

**COMMUNITY SERVICE**
Interfaith Works creates opportunities for some 7,000 volunteers each year who in turn help 30,000 neighbors through the provision of services, education and advocacy. For example, volunteers prepare and serve food nightly, 365 days a year, as well as breakfast and lunch for the next day, amounting to over 60,000 annual meals.

**WHY IT'S A GREAT PLACE TO WORK**
The creation of career paths for professionals and employee training are ways in which Interfaith Works invests in its workforce. More than a dozen languages are spoken amongst members of the culturally diverse staff. This June, the nonprofit celebrated its first staff appreciation month with bio and photos on the Web and a big party.

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**Mayorga Coffee**

- **Industry:** Coffee / Beverage
- **Address:** 15151 Southlawn Ln.
- **County:** Montgomery
- **Number of Employees:** 120
- **Name:** Martin Mayorga
- **Title:** President
- **Website:** www.mayorgacoffee.com

**INNOVATION**
This specialty coffee roaster, wholesaler and retailer offers exceptional coffees sourced from farms and co-ops adhering to the highest environmental, social and quality standards. The firm's focus on sustainable sourcing and business practices has translated to sustainable market growth. Its signature small-batch slow-roasting process brings out the finest characteristics of each exotic, varietal or blend.

**COMMUNITY SERVICE**
Mayorga is donating 5 percent of its 2010 profits to the Fabretto Children's Foundation, whose mission is to enable impoverished Nicaraguan children and their families in underserved communities to break the cycle of poverty through programs that promote nutrition, health, education, community, and character development. The company donates coffee to events in the region and its employees recently volunteered to help remove trash along the banks of the Anacostia River and help the Earth Conservation Corp plant a rain garden on its property.

**WHY IT'S A GREAT PLACE TO WORK**
Committed to the highest standards in employment practices, benefits, and work environment, Mayorga views itself as partners with its employees.

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**Lerch, Early & Brewer, Chtd.**

- **Industry:** Legal
- **Address:** 3 Bethesda Metro Ctr., Ste. 460
- **County:** Montgomery
- **Number of Employees:** 92
- **Website:** www.lerchearly.com

**INNOVATION**
Lerch, Early & Brewer represents the sweet spot between experience and value for legal solutions. Clients get the know-how of a large firm with the collaboration, personal attention, and cost-effectiveness typical of a smaller firm. Its legal experts work feverishly to help clients understand and implement legislated changes.

**COMMUNITY SERVICE**
The firm's traditions - such as First Friday Bagels - build kinship. During Clams, Calvins and Karma days, staff and attorneys donate $5 to a charity in order to wear jeans. Attorneys provide pro bono services to individuals and nonprofits and serve on a variety of local boards.

**WHY IT'S A GREAT PLACE TO WORK**
Everyone at the law firm works hard but realizes there's life outside of work. The work environment here is collegial and employees look forward to coming to work. The people at Lerch, Early & Brewer have a reputation of being nice to work with, as illustrated by the fact that a third of its employees have been with the firm for more than a decade.

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**American Energy Services**

- **Industry:** Other
- **Address:** 23601 Laytonsville Rd.
- **County:** Montgomery
- **Number of Employees:** 42
- **Name:** Kevin Robertshaw
- **Title:** President & CEO
- **Website:** www.aeservices.us

**INNOVATION**
To ensure success in this economy, American Energy Services now provides energy audits at no cost or obligation. It has begun to offer financing for retrofit projects. As a turnkey energy savings provider, the firm operates as a full-service subcontractor providing all equipment, labor, materials and supervision.

**COMMUNITY SERVICE**
American Energy regularly participates in informational seminars for the general public. Middle management lectures at civic group functions on energy savings and new technologies to keep them informed about ways to reduce their bottom lines.

**WHY IT'S A GREAT PLACE TO WORK**
A larger company with the feel of a smaller one, American Energy and its managers take a personal interest in all employees and fully disclose financial details. All staff members have a direct stake in the organization's success and incentives are offered for jobs well done. Ninety percent of the workforce has been with the company six years or more.
**Family Services, Inc.**

- **Industry:** Other
- **Address:** 610 East Diamond Ave., Ste. 100
  Gaithersburg, MD 20877
- **County:** Montgomery
- **Number of Employees:** 204
- **Name:** Thomas E. Harr
- **Title:** Executive Director
- **Web Site:** www.fs-inc.org

**INNOVATION**

Family Services, Inc. (FSI) promotes well being in the home, school and community. Its programs are grounded in the latest research and designed to produce optimal outcomes. Social media, such as Facebook and LinkedIn, have allowed FSI to expand its outreach. The nonprofit partners with local government and other groups to increase services and resources.

**COMMUNITY SERVICE**

FSI and its employees serve and support the most vulnerable families in Montgomery County. Community service was the organization’s founding philosophy. It was established 102 years ago by neighbors who each contributed a few dollars to help local farmers deal with the ravages of tuberculosis. As community needs changed, so too did FSI’s focus.

**WHY IT’S A GREAT PLACE TO WORK**

Featuring a diverse workplace, FSI has a multi-cultural staff. Nearly a third of its workforce is bilingual and bicultural, representing Hispanic, African, Asian and European countries. Employee’s who are encouraged to find and tap their talents, continuously receive words of appreciation.

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**Video Labs**

- **Industry:** Media/Marketing
- **Address:** 15237 Display Ct.
  Rockville, MD 20850
- **County:** Montgomery
- **Number of Employees:** 21
- **Name:** Michael Weiss
- **Title:** CEO
- **Web Site:** www.videolabs.net

**INNOVATION**

This rare, one-stop media shop has a presence on YouTube, Facebook, Twitter and Linkedin. It can create a message, mass duplicate the communiqué and then distribute to one or one-million people. Video Labs’ employees are cross trained, which improves customer service as well as efficiencies.

**COMMUNITY SERVICE**

Video Labs has provided in-kind and financial contributions to causes such as Montgomery County firefighters, Cystic Fibrosis Foundation, Suburban Hospital, and the Ghandi Brigade Film Festival. The company has put on seminars at the SilverDocs Film Festival for aspiring film makers.

**WHY IT’S A GREAT PLACE TO WORK**

Employees are involved in many aspects of the business, which improves skills and enhances marketability. Every staff person’s birthday is recognized, not just with a card but a cake, terrible singing, and a gift from the CEO.
Twenty-five years ago Hyatt Regency Bethesda changed the face of the center of the city. With 20,000 square feet of event space and 390 guest rooms Hyatt brought the building that would provide the venues for socials, corporate meetings and extravagant culinary events.

Equipped with a team committed to authentic hospitality Hyatt raises the bar for special events and puts a signature on every occasion. This commitment resulted in the hotel being voted Bethesda Magazines, 2010’s “Best place for a Bar Mitzvah” and “Best place for out of town Relatives.”

Hyatt Regency Bethesda accommodates a multitude of celebrations, providing various options to personalize events and meetings. Award-winning Executive Chef Jack Stubbs leads the culinary team in using the freshest local ingredients to customize menus and entire events to the client’s specific needs. Working in tandem with the Catering/Convention Services team, they take pride in every function, treating each one as a new opportunity for creativity and originality.

Once planned, Hyatt Regency Bethesda’s exemplary Banquet Team works diligently to become an integral part of the event. Many of the team members have been with the hotel since the beginning in 1985. Their service levels far surpass the ordinary and guests are truly treated with a sincerity that says "You’re more than welcome!"

Hyatt Regency Bethesda is a great spot for the leisure or business traveler as well. Located at the corner of East-West Highway and Wisconsin Avenue, the hotel is the perfect central location, convenient above the Bethesda Metro Station on the Red Line. Only one stop away is Friendship Heights, where travelers can enjoy world class shopping at The Rodeo Drive of Chevy Chase.

The service and convenience doesn’t stop with just events. From the Guest Services team to the Front Office and all the behind-the-scenes professionals, guests are sure to experience the authenticity that set Hyatt Regency Bethesda apart, making it the best option for any reason in Bethesda.

Soak in local activities or a day trip to see the sights and museums of Washington, D.C~ only a quick Metro ride away. Surrounded by over 200 restaurants and shops within a 5-block radius of the hotel, guests are guaranteed to find an enjoyable evening on the town.

At Hyatt, You’re More Than Welcome! Visit our website atwww.hyattregencybethesda.com or call 301-657-6420.
An Innovative Partner

Since 1946, Montgomery College has proven to be an innovator in higher education, offering affordable, high-quality education to meet the community’s ever-changing needs for workforce development and lifelong learning. More than 60,000 students benefit each year from the credit and noncredit programs at the College.

At Montgomery College, community members can find educational opportunities in the classrooms or online. With a low student-faculty ratio, Montgomery College offers individual attention to students. Faculty members are committed to teaching—and to enhancing their own learning by working professionally in their respective fields, conducting cutting-edge research, or authoring textbooks. A majority holds industry-based certifications and credentials. Of the full-time faculty, 95 percent have earned a master’s degree or higher.

Communities and businesses in Montgomery County benefit from a strong community college. Montgomery College encourages students to learn from local businesses and organizations through internships, cooperative education, and apprenticeships. The College has also found success placing students in part-time jobs during the academic year. Students earn money for their education and, at the same time, support local businesses and help meet workforce demands.

Montgomery College works collaboratively with businesses to educate and train the workforce. The College provides customized business training annually to nearly 9,500 employees of local businesses, community organizations, and government agencies, with a client satisfaction rate of nearly 100 percent. Recently, the College became an authorized federal GSA training provider, offering classes to federal employees at agency sites or one of the College facilities, to assist the government in driving performance and results.

While we will always be in the business of changing lives for our students, we have also been recognized for our economic impact on the county and the state. Each year, Montgomery College strengthens the regional economy by approximately $1.8 billion through College operations, student spending, and alumni productivity.

After more than six decades, Montgomery College continues to provide a unique vantage point from which to see beyond today’s needs and to meet tomorrow’s expectations. Discover how you can benefit from developing an innovative partnership with Montgomery College.

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Prince George's Community College Named National Center of Academic Excellence

Prince George's Community College has been named as a National Center of Academic Excellence in Information Assurance Two-year Education by the National Security Agency and the Department of Homeland Security for academic years 2010 through 2015. The designation specifically applies to the college’s information assurance (IA) degree and certificate programs housed in the Information and Engineering Technology Department in the Sciences, Technology, Engineering and Mathematics (STEM) Division.

The college’s curriculum follows guidelines established by NSA and DHS in the information assurance discipline. Furthermore, as students search for positions in the information assurance field, which covers all industries, PGCC graduates will have a unique certification that many other IA graduates will not have.

PGCC’s role as the leading institution for Cyberwatch, a consortium of 45 higher education institutions, businesses, and government agencies focused on building and maintaining a stronger information assurance workforce, was a factor in the college qualifying to apply for this prestigious accreditation. Cyberwatch is funded by a grant from the National Science Foundation.

Of the more than 1,100 community colleges in the U.S., only seven qualified to apply this year. This is the first time the designation has been available to community colleges and only six submitted a proposal.

Rockville Instant Printing began in 1975 in a small house located on Rockville Pike in Montgomery County, Maryland. The company achieved rapid success and, in 1985, relocated a mere 200 yards away to its own building located at 736 Rockville Pike, where it has remained since. An industry evolution and the addition of new technologies culminated in a name change to Rockville Printing & Graphics. The Rockville Pike location has become a landmark along the Rockville Pike landscape.

In 2006, the company was acquired by The ColorNet Group and became part of one of the premier commercial printing and communications companies in the DC/MD/VA Metro area, recently ranked 7th by Washington Business Journal. The company’s success has derived from a combination of first class customer service, outstanding quality and the willingness to continually invest in emerging technology. But perhaps the most outstanding feature is the company commitment to a “Can Do” mentality. Meeting and exceeding client expectations has been the hallmark of success.

With locations in Rockville, Gaithersburg, Germantown and Sterling, VA, service is convenient to clients throughout the region. The ColorNet Group offers Award Winning Graphic Design services, complete bindery capabilities, a full service mailing operation including warehousing and fulfillment. The most recent addition, in Fall 2009, is CD/DVD duplication and replication services.

The Montgomery County born and raised ownership of Bob and Max Wepasnick is central in the core values of the company and its employees. The ColorNet Group maintains strong support to the local community and businesses. Solid values and a commitment to quality have been the basis for the continued success of The ColorNet Group.

Sandglass has been designing, building, marketing, hosting and maintaining custom web sites since 1996. Simply put, if it’s on the web, we can do it.

Our clients include top national universities, non profits and corporations, as well as emerging local businesses. We are experts at working with graphic designers, marketing agencies and with our client’s internal teams. And because we believe that your success is our success, we’ll do whatever it takes to make your web site work for you.

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Partnering together for your business.

Rockville Instant Printing

www.rockvilleprinting.com

A family run business for 18 years, located in Rockville, MD.

Specializing in both social (children’s birthday parties, bar and bat mitzvahs, adult birthday celebrations, weddings, etc) and corporate events (company picnics, holiday parties, conventions and trade shows, fund raising events, etc)

• Motto - “safe, fun attractions to get guests mixing and mingling and making sure that the time they spend at your event is meaningful, worthwhile, and memorable - making you and your event the Talk of the Town!”

• One of the largest selections of activities on the east coast - entertainment for any type of event - casino nights, carnivals, game shows, moon bounces, slides, obstacle courses, mechanical rides, entertainers and performers, dj’s and karaoke, digital photography novelties, concession foods, tables and chairs, etc.

• Very community service oriented - try to work within our customers space, budget, and guest count requirements to help plan appropriate activities for their upcoming event
DAI is an independent, employee-owned, mission-driven international development firm. Based in Bethesda with permanent offices in Latin America, Europe, Africa, Asia, and the Middle East—we seek to make a lasting difference in developing nations, and we have done that for 40 years by implementing projects on the ground, currently employing more than 2,500 people in 65 countries. Our projects cover almost the entire range of development objectives, everything from spurring environmentally responsible economic growth and promoting effective democratic governance to stabilizing fragile nations and improving health. In Ethiopia, for example, our household gardens program improves the health, food security, self-sufficiency, and incomes of HIV/AIDS-affected women and children. In Indonesia, we are protecting orangutan populations and mitigating global climate change by conserving rainforest. In Afghanistan, we are helping local governments meet community needs so they win the confidence of the populace, and nurturing the agricultural economy so that rural people have viable alternatives to raising poppy. Wherever we work and whatever development problems we tackle, we do so in close collaboration with local people and institutions, so that we leave behind an increased local capacity for problem solving in the future.

EagleBank was established in 1998, as a local business bank in Montgomery County, MD. As long-time area bankers and business owners, EagleBank’s founders realized that Montgomery County needed a strong, stable local bank to support the financial needs of the businesses that would help the County prosper. Providing customers with instant access to top management (local, experienced, knowledgeable business bankers) was the key. With the ability to respond quickly to lending requests, EagleBank helps businesses get off the ground, manage their cash flow and take advantage of opportunities for growth. Strength and success stems from lending and banking expertise, a focus on customer service and community involvement which have helped EagleBank create lasting customer relationships and shareholder loyalty. With seven full-service offices in Montgomery County, the Bank also expanded into nearby Washington, DC, and Northern Virginia for a total of 12 full-service banking locations. Additionally, the bank supports the Montgomery County business environment with an Operations Center in Silver Spring, a Lending Center in Bethesda, and a fast-growing Mortgage Lending Office at the bank’s newest branch location at Park Potomac off Interstate 270 and Montrose Road. EagleBank is honored to be among the “Gazette P&8 Exceptional 53” and attributes that honor to its community involvement; loyal customers, shareholders and friends; talented employees, and a continuing commitment to provide the best possible banking service and solutions.

Founded in 1950, Dunkin’ Donuts is America’s favorite every day, all-day stop for coffee and baked goods. Dunkin’ Donuts is a market leader in the regular/decaf coffee, iced coffee, hot flavored coffee, donut, bagel and muffin categories, and the largest coffee and baked goods chain in the world. Dunkin’ Donuts has earned the No. 1 ranking for customer loyalty in the coffee category by Brand Keys for four years running. The company has more than 9,000 restaurants in 31 countries worldwide. In 2009, Dunkin’ Donuts’ global system-wide sales were $5.7 billion. Based in Canton, Massachusetts, Dunkin’ Donuts is a subsidiary of Dunkin’ Brands, Inc.

Dunkin’ Donuts, is in the midst of a steady and strategic growth strategy, which includes expanding in existing markets while entering new cities across the country to help drive the leading coffee and bakery chain’s growth. Franchising opportunities are available in a variety of states in the U.S. including Washington, DC, Georgia, Alabama, Charlotte and Milwaukee among others.

For more information, visit www.dunkinfranchising.com or call 1-877-938-6546.

Since 1908, Family Services, Inc. (FSI) has adopted the mission to foster strong and healthy individuals through innovative education, behavioral health, child development and social services that address the needs in the home, school and community. Currently providing a wide array of high quality services to more than 20,000 people annually in Montgomery County and throughout Maryland, FSI acts as facilitator of culturally competent, comprehensive and integrated programs and services.

An affiliate of the Sheppard and Enoch Pratt Foundation since 1998, Family Services has extensive experience developing and implementing in-home and community based services for children, adolescents and families. FSI operates prevention and early intervention programs that address family functioning and child development, manages an outpatient mental health clinic and provides psychiatric rehabilitation services to persons with persistent mental illness.

Family Services serves and supports many of the most vulnerable families in Montgomery County. With a staff of over 250 who proudly represent 34 countries and speak 25 different languages, FSI is experienced in serving multicultural, ethnically and age diverse populations. Through a variety of programs and services developed in response to the growing and continuously changing needs of the community, FSI maintains its tradition of neighbors helping neighbors.
These days everyone is trying to be “greener.” Through our Better Ways To Work! programs, Montgomery County Commuter Services helps businesses, employees, residents, and others traveling around the metro area to do so with a smaller environmental and economic footprint.

Help for commuters! Innovative programs and information to assist commuters in finding greener alternatives to driving alone, including transit, carpools, vanpools, telework, alternative work schedules, bicycling and walking.

Help for employers! We conduct, on-site employer consultations, commuting programs for employees, transit and ridesharing information, and transit subsidy programs. Many employers find they can cut costs while improving benefits for employees, using approaches Commuter Services can help them implement.

Help for the community! Promoting use of alternatives to the Single Occupant Vehicle helps address traffic congestion, reduces impacts on the environment, improves the healthfulness of our air, and enhances our quality of life.

Programs and Services
- On-site Employee Information/Commuter Information Fairs
- Transit Subsidy Programs
- Regional Carpool/Vanpool Matching
- Biking and Pedestrian Resources
- Telework Programs
  - Guaranteed Ride Home
  - Customized Trip Planning
  - TRIPS Commuter Stores
  - Alternative Work Schedules

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**Better Ways To Work!**

Montgomery County Commuter Services

www.montgomerycountymd.gov/commute

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**PNC Bank**

www.pnc.com

Why PNC

Cash flow isn’t just the most important thing to a business. It’s everything. That’s why every business needs a CFO. And now, your business can have one. Meet your new CFO: Cash Flow Options from PNC - to provide you with the resources and tools you need to improve cash flow, from the first dollar forward.

Your PNC Business Relationship Manager can deliver customized cash flow solutions that work together with one goal in mind - improving your cash flow.

We’ll work with you to analyze your operations and understand your business needs. Then we’ll help you choose the right combination of integrated Cash Flow Options to manage your finances effectively. We’ll also be there to suggest creative ways to enhance your cash position as your cash flow challenges change throughout each stage of your business life cycle.

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**The Meltzer Group**

www.meltzer.com

The Meltzer Group is a diversified financial services company based in Bethesda, Maryland. Founded in 1982 by Alan Meltzer, we have become the industry leader in providing clients exceptional service and innovative problem solving ideas. Our goal is to be the dominant force in the servicing and sales of individual insurance, business insurance, and financial services in the Greater Washington Metropolitan area.

We believe that the clients' needs and desires are the most important factors in the insurance process. We take an extraordinary amount of time and care to ensure that our clients receive the services and products they deserve. Client satisfaction is our highest priority.

We represent a multitude of insurance companies known for their financial strength. This combination of both experience and carriers enables our organization to provide a spectrum of products and services that guarantee competitiveness and true value added service in today's rapidly changing financial marketplace.

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**Rockville Economic Development, Inc. (REDI)**

www.RockvilleREDI.org

Congratulations to the 2010 P&B 53 winners, but especially to the 17 winners that call Rockville home!

Rockville is proud to be the only winner of the 2010 “Trifecta”, recognized by Bloomberg Businessweek, Money magazine and U.S. News and World Report as a top place to live, work, and start a business.

Rockville's P&B 53 winners represent healthcare, non-profits, associations, the financial sector, high tech, retail, business services, biotech, and education. They are a microcosm of the healthy, diverse economy in Rockville. Many of them are “Why Rockville” featured companies, and will be happy to tell you exactly why Rockville is a great place for them to do business. We invite you to ask them!

Rockville Economic Development, Inc. (REDI) can help your company discover the advantages of a Rockville location. REDI supplies knowledge, access, resources, and direction to companies at all stages. REDI provides educational programming, market intelligence, advisory services, and introductions to key decision-makers. We also assist in accessing funding and workforce development resources.

REDI offers its resources to the community free-of-charge, and welcomes inquiries and referrals. Find out more at www.RockvilleREDI.org, or contact us at Info@RockvilleREDI.org or 301-315-8096.
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- Cliff Chiet, Publisher
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