

(Continued from Page 1)

existence? How does what you do in the company support and amplify the purpose of your business?

The first session is on Tuesday, June 16, 2015, from 6:00 p.m. to 7:30 p.m. at the Cambridge-Dorchester Regional Airport. To register, please contact the Dorchester Chamber of Commerce at 410.228.3575. To find out more about Technologies Engineering, Inc., please visit their website at www.tecenginc.com.

Business Information I Wish I Knew 21 Years Ago... Is Your Company Struggling or Flourishing?

Tuesday, June 16, 2015

6–7:30 p.m.

Using lessons learned from an ivy league consultant, Joe Benischek of Technologies Engineering is sharing this knowledge with area business people. The first module covers topics including company branding and 8 core systems within a small company. Attendees will be given the option to attend the next 8 modules at no charge.

5263 Bucktown Road, Cambridge, MD 21613

Please RSVP to robin@dorchesterchamber.org
or call 410-228-3575

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DORCHESTER Currents

A monthly publication of Dorchester County Maryland

TOP STORY

JUNE 2015

Software Business Locates To Cambridge

For 20 years, Technologies Engineering, Inc. (TEI) has provided exceptional cost-effective software development and software life-cycle management services. In operation since 1994, TEI specializes in maximizing training, test, and evaluation automation, fusion of data into actionable awareness, transforming organizations from struggling to performing, and much more. TEI has provided software development services to the federal government since 1996.

Owner Joe Benischek recently relocated TEI's headquarters to Dorchester County. He currently employs four people at the Cambridge site and three at the Ft. Mead location. "I was originally attracted to Dorchester County for its HUBZone designation. But since moving here, I have found myself involved in the community and doing my best to help the county's business community thrive."

Benischek has partnered with Dorchester County Economic Development and the Dorchester Chamber of Commerce to share his experience through the



Administrative Assistant Kelly Wright and Owner Joe Benischek

"Business Information I Wish I Knew 21 Years Ago" business classes. Sample questions the seminar will answer are: What is the purpose of your company's

(Continued on Page 4)

FEATURED STORY

DCED Director Voted Association President

Dorchester County Economic Development (DCED) Director Keasha Haythe, CEcD, was elected President of the Maryland Economic Development Association (MEDA) on Monday April 27, 2015, at the organization's 54th annual conference held at the Hyatt Regency

(Continued on Page 2)

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(Continued from Page 1)

Chesapeake Bay in Cambridge. Haythe, a 13-year industry veteran, certified economic development professional, and MEDA board member since 2009, takes on a key board position.

"I am honored and humbled to be chosen by my peers in the economic development profession to serve as president of this outstanding organization," Haythe said of her selection. "I look forward to working with my colleagues in business, industry, and government to promote policies and programs that strengthen our state's business climate," she added.

Haythe was appointed director of DCED in June 2008. In the past seven years, she has



MEDA President Keasha Haythe and MEDA Executive Director Pam Ruff

pursued an aggressive agenda designed to capitalize on Dorchester County's core economic assets and develop collaborative partnerships to support high-level initiatives such as the Dorchester Regional Technology Park and the Eastern Shore Innovation Center (ESIC) incubator. During Haythe's tenure, Dorchester County has completed Phase I of the technology park and announced Phase II of the park, which includes the construction of the ESIC facility.

"The MEDA Board of Directors are people making an investment of their time to transform the lives of Maryland residents," said MEDA Executive Director Pamela J. Ruff. "These members are elected by their peers and are seen as leaders in the economic development profession."

Under Haythe's leadership, she formed the Economic Development Advisory Council, held a statewide Technology Summit, and launched a social-media marketing program that resulted in new business leads.

An Eastern Shore native, Haythe worked in banking before starting her career in economic development. This year, she was named one of *The Daily Record's* Top 100 Women. The married mother of three is also an ordained minister and active member of TriLife Christian Center Church in Easton.



Manager/Designer Cheyenne Roache and Owner Kelley Dean

SMALL BUSINESS Small Flower Shop in Business 35+ Years

Serving Cambridge for over 35 years, Flowers N Things, a family-run business, has built their business on customer service, quality, and value. Specializing in fresh bouquets for birthdays and anniversaries, weddings, funeral arrangements, and special events, their shipments come in multiple times a week to ensure the freshest products are available.

Owner Kelley Dean said, "The business was founded on the principles of outstanding service, offering the highest-quality flowers, and creating great relationships with our customers. I strive to maintain those core principles today. Offering the

best possible floral service to our customers is of the utmost importance to us."

In addition to floral arrangements, Flowers N Things will deliver live flowering and non-flowering plants and remarkable container gardens as well as gift baskets. Featuring same-day delivery anywhere in the Dorchester County area and Easton.

To learn more, visit their website www.cambridgemdfiorist.com or call 410.228.6331. Hours are Monday, Tuesday, Thursday and Friday from 9 a.m. until 5 p.m., Wednesdays 9 a.m. until 1 p.m., and Saturdays from 9 a.m. until noon.

FEATURED REAL ESTATE

Chesapeake Industrial Park, Lot #10

Endless opportunities awaits on 1.97 acres of commercial-zoned property in the Chesapeake Industrial Park in Cambridge, MD. The park's Lot #10 is for sale at a reduced price. Join other companies in the business park, and enjoy its great diversity of industry.

Potential uses include commercial, industrial, mixed, and warehouse. The property is assessed at \$88,600 with a list price of \$50,000. This featured property is located off Woods Road on Chesapeake Drive and



is next to the Fastenal building. Public water and sewer are available.

For more information on this property, please contact Sharon Spedden of Sharon Real Estate P.C. at 410.228.2525 or by email at info@sharonre.com.

FEATURED EVENT Taste of Cambridge Celebrates 11th Year

July 11, 2015, marks the 11th annual Taste of Cambridge. The Taste of Cambridge is held each year to honor Dorchester County watermen and the products they bring to market every day. The Maryland Blue Crab represents the hard-working heritage of the Eastern Shore. It will be the featured ingredient in categories like Best Cream of Crab Soup, Best Vegetable Crab Soup, Best Crab Dip, Best Crab Cake, and Best Crab Specialty.

"Taste of Cambridge has begun to get regional attention as a food competition, but also because travelers are starting to

see Cambridge as a fun destination," said Cambridge Main Street Executive Director Brandon Hesson. "In some cases, the competing restaurants are bringing a lifetime of experience cooking with the best-tasting crab on the planet, which makes it a can't-miss-event for fans of world-class food."

Restaurants like Jimmie & Sook's Raw Bar and Grill, Ocean Odyssey, The High Spot, and Craniums at the Beach will be competing to hold onto their titles. The Judges' Choice Winner will qualify to compete in the World Food Championships held this year in Kissimmee, FL in November.

For more information on Cambridge Main Street or volunteering opportunities at their events, please visit www.cambridgemainstreet.com. Tickets can be purchased directly from their website. Follow them on Facebook or sign up for their weekly newsletter to stay up to date on upcoming events.

