



# EXCHANGE

PASADENA BUSINESS ASSOCIATION NEWSLETTER

September 2023



P.O. Box 861 • Pasadena, MD 21123-0861  
"Great Businesses Making a Great Community"

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## MEMBER SPOTLIGHT

*Sara de Leon, Bilingual Sr. Branch Manager*

**M&T Bank**

*Riviera Beach Branch*

8493 FT Smallwood RD, Pasadena, MD 21122



**Services Provided:** M&T Bank offers a range of personal and business banking services and solutions including notary public and medallion guarantee stamps.

**Products Sold:** Business and Consumer's checking accounts, savings, investments, insurance, lending, and treasury management solutions.

**Specializing In:** We work with local businesses to offer the right solutions based on their business need.

**Company Motto:** We make a difference in people's lives by understanding what's important.

**Future Business Plans:** M&T Bank wants to continue to be the region's top U.S. Small Business Administration (SBA) lender to continue helping businesses thrive.

**Community Involvement:** In every community, we serve, our team members get out of the office to give back to our neighbors. Each employee gets 40 hours to use towards volunteer on ways they choose.

**How long have you been a member of the PBA?** I have been a member for over five years, but M&T Bank in Riviera Beach has been a member for many more years.

## OCTOBER GENERAL MEMBERSHIP MEETING

Wednesday, October 4, 2023 @ Noon

**Location:** Rumor Reel, 1701 Poplar Ridge Road, Pasadena

**Speaker:** Sheriff Everett Sesker

**\$22.00 with reservation by Friday, September 29, 2023**

**\$27.00 if reserving after Friday, September 29, 2023**

You can pay in advance for the luncheons or mixers by mailing your check to PBA, PO Box 861, Pasadena, MD 21123-0861, or you can register and pay on the website by credit card, or you can email your reservation to Sandi and pay at the door by cash or check.

[www.PasadenaBusinessAssociation.com](http://www.PasadenaBusinessAssociation.com)

## PBA MEMBERSHIP DIRECTORY AND COMMUNITY GUIDE

Please check your listing on the website and make sure it is up to date. This is the information that is used in the Directory so we want everything to be correct. Some members do not have a category listed which means they will not be listed in the category section of the newsletter.

If you can't update yourself, email to: [pasadenabusinessassociation1@verizon.net](mailto:pasadenabusinessassociation1@verizon.net)

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**The Shops At Riviera Beach**  
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**Mon-Fri** 9am - 7pm  
**Sat** 9am - 5pm  
**Sun** CLOSED

Pasadena Business Association Officers

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PasadenaBusinessAssociation1@verizon.net

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HeatherFreesRealtor@gmail.com

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Heidi Schmidt - Heidi Schmidt Creations

PO Box 861, Pasadena, MD 21223  
(410) 360-4PBA  
PasadenaBusinessAssociation1@verizon.net  
PasadenaBusinessAssociation.com

August Membership Meeting - RECAP

Our August General Membership Meeting was held at The Rumor Meal. As usual, the food was great and the members had an opportunity to talk about their business if their name was drawn out of the hat.



What a great way to get to know fellow members!!



4167 Mountain Road  
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acehardwareandhearth.com



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Keith J Clark  
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keithclarkhomes@gmail.com  
www.KeithClarkHomes.com  
Each Office Independently Owned and Operated



Newsletter Advertising

If you would like to put a 2 x 3 1/2 business card or ad in the PBA monthly newsletter, like those you see in this newsletter,, the cost is \$30/per issue. The Newsletter is printed as well as emailed to the membership. We do ask for a 6 month or 1 year commitment so we don't delay printing waiting on ads each month. Space is limited, reserve your space asap. Newsletter ads are \$180 for six months or \$360 for the year.

Website & Technology

Harness the Power of AI for Your Business: A Glimpse into the Future

In today's rapidly evolving digital landscape, businesses are constantly seeking innovative ways to stay ahead of the curve. Enter Artificial Intelligence (AI) - a game-changer that's revolutionizing industries across the board. If you've ever been curious about how AI can propel your business forward, we have the perfect opportunity for you!

Why Should You Attend?

- 1. Demystifying AI:**
  - Get an introduction to various AI tools that are accessible and affordable. Whether you're a startup, a small business owner, or part of a large corporation, there's an AI solution tailored for your needs.
- 2. Spotlight on ChatGPT:**
  - Ever heard of ChatGPT and wondered about its practical applications? This workshop will delve into how ChatGPT, among other AI tools, can be a valuable asset for businesses.
- 3. Live Demonstrations:**
  - Witness firsthand the transformative power of AI. Through live examples, you'll see how these tools can streamline operations and enhance customer experience.
- 4. Interactive Session:**
  - This isn't just a lecture. Engage in an interactive session, ask questions, share your concerns, and learn from experts in the field.
- 5. Limited Seats for Quality Interaction:**
  - With only 100 seats available, rest assured that you'll have a meaningful learning experience.

Details at a Glance:

- **Location:** Online
- **Date:** Thursday, 10/5/2023
- **Time:** 2pm - 3pm
- **Registration:** Available on the PBA website.

Free to PBA Members  
\$15 to Non-Members  
[www.PasadenaBusinessAssociation.com](http://www.PasadenaBusinessAssociation.com)

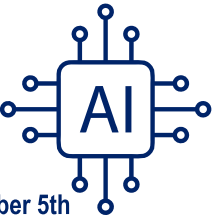
Brought to you by the Website and Technology committee, this workshop is more than just an introduction to AI. It's an invitation to step into the future and embrace the technological advancements that can set your business apart.

Don't miss out on this opportunity to be at the forefront of the AI revolution. Secure your spot today and embark on a journey of discovery, innovation, and growth.

- 6. Final Note:**
  - This article was written 100% by the ChatGPT tool by using a prompt that included the class description that was on the PBA website. The whole process took less than 2 minutes.

Thank You – PBA Website & Technology Committee

Jerry Nicklow, Huff Insurance



Workshop Date: October 5th





## Annual Pasadena Thanksgiving Parade

*Caring & Sharing Harvest*  
Sunday, November 5th

**Benefits Harvest for the Hungry:** We collect food and/or donations along the Parade route to stock our local Pasadena Food Pantries. Please come out and watch the parade or request a packet to participate in the parade. Featured will be local businesses, civic groups, community associations, schools, churches, bands, equestrian clubs, car clubs, youth sports groups, cheerleaders, and fire companies. Info at: [www.PasadenaBusinessAssociation.com](http://www.PasadenaBusinessAssociation.com)

### Parade Awards will be given for the following categories

- \$500 for Best Entry Overall
- Best Business Display on Float
- Best Patriotic Entry
- Most Original & Judges Award
- Best Community Entry
- Best Youth Group Entry
- Best Musical or Performance Entry

Judging begins 1:00pm, Tick Neck Park. Awards are given at the reviewing stand - Antiques to Go (Mountain & Tick Neck). We encourage parade participants & PBA members to collect food & donations from friends, families & your organizations beforehand & bring it along the day of the parade. Or, give us a call and we'll be happy to pick it up. **410-360-4PBA**

**A PARADE CHAIR IS NEEDED. PLEASE CONSIDER STEPPING UP TO HELP GUIDE THIS MEANINGFUL COMMUNITY EVENT. (Maybe Co-Chair with a fellow PBA Member). Parade Committee Meeting is scheduled for September.**



## Networking Mixer

### SEPTEMBER RECAP

PBA Members enjoyed delicious food, drinks and conversation at the September Networking Mixer at Twain's Tavern.



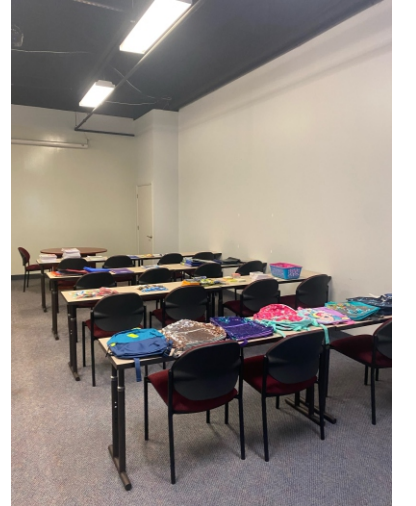
Attendees had the option of chilling indoors with music or mixing on the outdoor patio. Thank you to everyone who attended!!



## ANNUAL SCHOOL SUPPLY DRIVE

~ RECAP ~

**By: Mike Dacre, Perfection Title**



This year was my second year of participating with the area school supply drive that PBA orchestrates to assist families that need a helping hand for their children's school supplies.

The need was greater this year than last as there were no leftover supplies which was the case last year. In fact, one of the parents said to a child, take just what you need because someone else needs help too.

Area teachers and counselors reached out to PBA that identified families who were truly in need. These families came to my office by invitation from the teachers/counselors on the Saturday before school began to collect what their children needed.

A few of the children that came were being raised by other family members who have their own children as well.

The PBA also has a similar outreach at Christmas time asking for the community's help with "A Child's Christmas ". Again, this event too is for truly needy families in our Pasadena community.

It's a pleasure to be but one element to have made this event possible. A big thanks goes out to the following business who helped with supplies and allowed PBA to place collection boxes at their location:

Quantrelle Boutique      Alibi's Bar and Grill      Costello's Ace Hardware  
UPS Store FT Smallwood Road      Arundel Federal Savings Bank.

I also want to thank my boss Lisa Allen for allowing the use of our office on a Saturday for hosting the event and Margie Johnson of Mary Kay who dropped off the hydrating face masks for the attendees.

## Networking Mixer

### OCTOBER

### Be on the Lookout for a Scary Good Event

Details on the PBA October Halloween Mixer coming soon. Treats, Drinks, Food, Prizes, Costume Contest & more. Want to be part of the planning? Plan on attending the next Membership Committee Meeting, Sept, 18th, 4pm at Century 21 Don Gurney, 3201 Mountain Rd, Ste 115, Pasadena  
**RSVP to committee chair, Melissa Hosse 443-570-8098 melissahosse@gmail.com**



## New Members

### Jessica Cox of Douglas Realty

Business Address: 8169 Hog Neck Rd.

Pasadena, Maryland 21122

Phone: 410-599-0510, Cell: 410-599-0510

E-mail: [Jessica@coxrealtymd.com](mailto:Jessica@coxrealtymd.com)

Website: [www.coxrealtymd.com](http://www.coxrealtymd.com)

Company Bio: I am a REALTOR® with Douglas Realty (Pasadena)! I specialize in residential homes. If you're looking to buy, sell, or invest- let's chat!  
<https://www.facebook.com/profile.php?id=100095419001092&mibextid=LQQJ4d>

### Matador Mobile Advertising

Peter Leimbach

Business Address: 140 Park Rd.

Pasadena, Maryland 21122

Cell: 410-507-6164

E-mail: [Vpleimbach@gmail.com](mailto:Vpleimbach@gmail.com)

Website: [www.matadormobile.com](http://www.matadormobile.com)

Company Bio: Matador Mobile Advertising is a mobile billboard truck capable of providing targeted direct to consumer advertisements. The truck is capable of providing high resolution images, video and sound.

### Showcase of Floors

Stacy Carroll

8499 Ft. Smallwood Rd.

Pasadena, MD 21122

Email: [showcaseoffloors29@gmail.com](mailto:showcaseoffloors29@gmail.com)

Website: [www.showcaseoffloors.net](http://www.showcaseoffloors.net)

Company Bio: Your premier flooring expert for over 40 years Showcase of Floors is the premier flooring expert in the Pasadena & Anne Arundel County, MD area. We are family owned and operated and have been in business for over 40 years. From our wide selection of product options to our free in-home estimates and expert installation, our quality and value is unparalleled. Showcase of Floors is interior design made easy. We have relationships with the world's best carpet, hardwood, and laminate manufacturers so that our flooring store experts can help you select the best options, at the best price, for your specific design needs. Whether you are shopping for flooring for your home, business, or office, we have the products, prices, and service to make your project a success. Come visit our expansive showroom or let us bring carpet, hardwood, vinyl, tile, and laminate samples right to your home for a prompt and free in-home estimate at a time most convenient to you and your family.

## New Members

### Mattress by Appointment Pasadena

Greg Herczeg

Business Address: 3201 Mountain Rd, #118

Pasadena, Maryland 21122

Cell: 443-890-3331

E-mail: [g.herczeg@outlook.com](mailto:g.herczeg@outlook.com)

Company Bio: Independent Owner/Operator opened in February 2023. No Employees/No Salespeople - Just One on One Personalized Attention. Offer New Mattresses at 50-80% Below Retail Prices. All Sizes & Styles. Boxsprings & Metal Frames, Platform Frames, and Bedding. Take it Home or Have it Delivered. Currently operate 7 Days /Week by Appointment Only!  
[facebook.com/mbapasadena](https://facebook.com/mbapasadena)



## All You Can Eat Crab Feast!

### Twain's Tavern

8359 BALTIMORE ANNAPOLIS BLVD.

PASADENA

Includes: #1 Male Crabs by Seaside,  
 Crab Soup, Pit Beef, Ham, Turkey,  
 Primo Baked Ziti, Mac & Cheese,  
 Cole Slaw, Dessert,  
 Domestic Draft Beer & Soda

Tickets also on sale at: Arundel Federal Savings Bank, Lake Shore Plaza

## Pasadena Business Association

### 13th Annual Veteran's Day Ceremony

November 11, 2023 - 1:00 PM

Memorial Flag at Rt 100 and Mountain Road

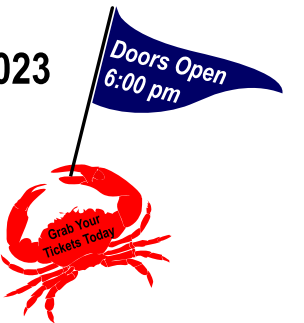
**Come out and show your support for the men and women who did and do protect this country! This is our opportunity to honor them and thank them for our freedoms.**



MONDAY, SEPTEMBER 25th, 2023

6:00 - 10:00 PM

Benefits the  
 Mountain Road  
 Memorial Flag Site



Tickets Now: \$75/per person  
 After 9/20/23 Tickets: \$95/per person

Kids Now: Ages 6-10: \$60/per child  
 After 9/20/23 \$80/per child

Register & pay with Credit Card at:  
[www.PasadenaBusinessAssociation.com](http://www.PasadenaBusinessAssociation.com)

Or mail check to PBA  
 PO Box 861, Pasadena, MD 21123



**All Veterans and Active Military will stand and state when and where they served.**

**Parking is provided at Lake Shore Athletic Complex on Woods Road. After you enter the complex proceed 6 tenths of a mile to the pathway to the flag. We will post signs to direct you. We will provide transportation for those unable to walk the path to the flag. Flag site – Rt. 100 & Mountain Road Intersection.**