

We're making adjustments. This week's issue is full of stories about companies adapting to changing circumstances, whether it is a new development partner for Safeway, or a new chief executive at Blackboard. Sometimes it seems the only constant is change. What's new at your business? E-mail us at capbiznews@washpost.com.

CAPITAL BUZZ

Wizards try alternative to paper ticket

The local sports scene is getting increasingly high-tech for the fan. This past season saw bar code, self-entry turnstiles as well as online concession ordering for fans at Washington Nationals games.



THOMAS HEATH

Now, the Washington Wizards are getting in on the act. Wizards season ticket holders — which now number around 8,500 — have been issued credit card-like passes instead of tickets this year.

The tickets to every Wizards game have been automatically loaded onto the cards, which include the holder's name, account number and the fan's loyalty level. The loyalty level reflects the number of years the client has been a season ticket holder and the location of the seats.

"We plan to do the same for all [Washington] Capitals season ticket holders," said Jim Van Stone, head of tickets for Monumental Sports and Entertainment, which is the Ted Leonsis-led holding company that owns the teams and arena. "This will allow fans to easily manage their accounts, get access to the arena with a cards and easily forward tickets to friends and colleagues."

The move saves lots of money on shipping costs and is the direction many teams, and retailers, are heading.

It's also designed to motivate fans to spend more in the arena.

"We're also looking to allow fans to put money on their cards, which allows purchases of food and merchandise in the building," said Randall Boe, Monumental's executive vice president and general counsel.

WHAT FISCAL CLIFF?

Smathers & Branson, the Bethesda-based accessorizers that sell preppie belts, key and dog collars to an upscale audience, has hired five full-time employees and launched new lines in cuff links, baseball caps, collegiate pillows, wallets, flasks and tote bags. They also make coasters and



Bill O'Leary/The Washington Post

SELECTED: Yvette Freeman, owner of home accessory retailer Foundry, is to have her furniture featured on One Kings Lane.

Christmas ornaments.

The company has a new Web site and moved its offices down the road in Bethesda.

Sales are up 40 percent this year.

"Business is killer," said co-founder Peter Smathers Carter, 30, who met his business partner, Austin Branson, 30, when they attended Bowdoin together.

The entrepreneurs started their company in their college dorm in 2004. When we checked in with Smathers & Branson back in 2008, the economy was on the edge of its own fiscal cliff — then it fell off the cliff.

"We weathered it really well," Branson said. "We've never borrowed a cent. Growth has been largely organic. We partnered with the right stores. We are in 350 golf clubs, and there's still a lot more to get in."

ADRENALINE JUNKIE

Raul Fernandez, chairman of this year's Fight Night on Nov. 1, is looking for a few good — and generous — men. Five guys who love guns and cars will be flown via Netjets to a 7,000-acre secluded training facility in North Carolina if they win the top auction prize at this year's Fight for Children fundraiser. Fernandez has teamed with Arlington-based Academi, the privately held security training company, to present the "Ultimate Men's Day." Just pony up and the winner can learn on- or off-road tactical and defensive driving as well as high-risk live fire courses.

Fernandez, who tried it himself, e-mailed The Buzz to say he is "still on an adrenaline high."

THE BUZZ HEARS:

» Foundry, the U Street retailer offering vintage and antique stuff for the home, is going national Nov. 15. One Kings Lane, the auction-based Web site that sells furniture and accessories, has tapped Washington designer Yvette Freeman to sell her wares on its online portal. Foundry's goods will be in the Vintage & Market finds section at www.onekingslane.com. Freeman's furniture collection also is to be featured at One Kings Lane once a month.

» A reality show tentatively titled "Sweet Retreat" — which follows vacation home hunters — is poking around Washington and has occupied four residential properties from Tim Touchette's Attache Corporate Housing. Attache, which matches homeowners with people who need temporary housing, found three places for the reality "talent" to stay in and one home for the staff.

» Bugaboo Creek Steak House updates its menu and logo at its Gaithersburg restaurant. It is the first of the 13 Bugaboo Creek restaurants to debut the new menu. Bugaboo is based in Iselin, N.J.

» A host of Washingtonians made it to the Nantucket Project this month for a weekend of words and wisdom hosted by Chevy Chase native and entrepreneur Tom Scott, who built and sold Nantucket Nectars. The attendees included District council member Jack Evans, power couple Chris and Kathleen Matthews, Elizabeth Bagley, restaurateur Bo Blair, Ginny Grenham, Sen. John Kerry (D-Mass.) and a bunch of others. Speakers included Carlyle co-founder David Rubenstein, former lobbyist Jack Abramoff, Kerry, Evans, the Matthewses and former Treasury Secretary Lawrence Summers.

» Ingar Grev's business growth advisory firm, The Grev Group, recently landed a deal to consult on business development with Northrop Grumman Electronic Services. Grev, a former nuclear submariner in the U.S. Navy, added high-tech business development consulting to the firm's core strategic consulting and coaching services this year.

heatht@washpost.com

WHAT TO WATCH

Key events this week

Northern Virginia Black Chamber event focuses on access to money

The Northern Virginia Black Chamber of Commerce is hosting a panel discussion Wednesday on "Access to Capital: Financing Your Business."

The discussion is to be moderated by Heidi Everett of the Wentworth Group. Panelists are to include Babak Hafezi, chief executive, Hafezi Capital; Dallas R. Stapleton, assistant vice president, SunTrust Bank; Thomas Curtis, senior vice president, Wells Fargo Bank; Lillie E. Lowery, financial advisor, Merrill Lynch; and Randall K. Luttenburg, Small Business Administration's Washington metro area district office.

The event begins at 1:30 p.m. at Farmers Insurance, 11091 Sunset Hills Rd., Reston. \$20 for members, \$35 for everyone else.

Other events of note
MONDAY, OCT. 22

The Association of the United States Army's Annual Meeting and Exposition runs from today through 5 p.m. Wednesday at the Walter E. Washington Convention Center, 801 Mount Vernon Pl. NW.

TUESDAY, OCT. 23

Tina Hsu of Shulman Rogers Gandal Pordy & Ecker, is to talk about employment law at the Gaithersburg-Germantown Chamber of Commerce's Small Business University seminar. The event begins at 8 a.m. at Shulman

COVER: Illustration by Martin Haake for Capital Business

CAPITAL BUSINESS

Dan Beyers, *Editor* | V. Dion Haynes, *Managing Editor*
Meredith Bowen, *Art Director* | Shawn Selby, *News Editor*
Sarah Halzack, *Web Editor* | Abha Bhattarai, *Staff Writer*
Marjorie Censer, *Staff Writer* | J.D. Harrison, *Staff Writer*
Tom Heath, *Staff Writer* | Catherine Ho, *Staff Writer*
Jonathan O'Connell, *Staff Writer* | Steven Overly, *Staff Writer*
Mohana Ravindranath, *Staff Writer* | Jeffrey MacMillan, *Staff Photographer*
Vanessa Small, *Philanthropy Writer*

Arnie Applebaum, *General Manager*
Ann Tran, *Channel Sales Manager*

Published weekly by The Washington Post Co. 1150 15th Street NW, Washington, DC, 20071.

ABOUT

Newsroom: Reporters and editors can be reached at 202-334-9480 or capbiznews@washpost.com

Subscriptions

Subscriptions for Washington Post print edition subscribers are \$49 annually for 52 weekly issues and full online access or \$69 annually to non-subscribers. To subscribe, call 202-334-6100 or go to washingtonpost.com/capitalbusiness/subscribe.

Customer service

For delivery concerns, e-mail capitalbusiness@washpost.com or call 202-334-6100.

To Advertise

Call Ann Tran at 202-334-9250 or e-mail capbizads@washpost.com or go online to washingtonpostads.com

Back Copies

For additional copies call 202-334-9450.