



## IN THIS ISSUE

- 2 Calendar
- 3 Chair's Message
- 4 Milestone Anniversaries
- 4-5 Members in the News
- 4-5 Welcome New Members
- 6-7 Hospitality Awards Review
- 7 Volunteer Arlington Day
- 8 Business Advocacy
- 9 Nonprofit Spotlight
- 9 Chamber Scene
- 10 ShopChamber
- 10 Arlington Economic Development
- 10 Opportunity Works
- 11 Young Entrepreneurs Academy
- 12 Chamber Thank You

## FEATURED EVENTS

### VOLUNTEER ARLINGTON DAY

APRIL 25

12:00 p.m. - 12:30 p.m. - Kickoff at  
**The Fashion Centre at Pentagon City**  
1:00 p.m. - 4:00 p.m. - Volunteers at  
project sites

### SMALL BUSINESS ROUNDTABLE

TOPIC: *Break the Rules and Close  
More Business*

APRIL 26

11:45 a.m. - 1:00 p.m.  
Chamber Board Room

## ■ HOSPITALITY AWARDS PREVIEW

### Recognizing Arlington's Hospitality

On March 28, the Chamber honored exceptional members of Arlington's hospitality industry at the 13th Annual Hospitality Awards held at the **Renaissance Arlington Capital View Hotel**. This lively event celebrated those who make Arlington County a wonderful place to live and visit. Hospitality workers that received awards are not managers, who are often recognized at this type of awards ceremony, but rather, the employees whose work directly affects the customers on a daily basis.

"Tourism and the hospitality industry are among the most important business sectors in our community, and this year's award recipients are crucial in continuing the success of the industry," said Chamber President & CEO **Kate Bates**. "The Chamber is proud to honor these hardworking men and women whose dedication to service and continued excellence help make Arlington a great place to live, work, and play."

**Dori Familiant**, General Manager of the **DoubleTree Crystal City** and co-chair of the Chamber's Hotel General Managers Committee, opened the ceremony. Additionally, fellow committee co-chair **Chris Raines**, General Manager of the **Holiday Inn Rosslyn**, assisted with the presentation of the awards. **Bates** announced the winners, including the Bob Klein Legendary Service Award Winners who have served 25 or more years.

▶ Turn to pages 6-7 to view photos, event sponsors, and more details about the event.



Wyatt Campbell (McDonalds by Giaino Management Corp.) accepts his award from Chris Raines, Dori Familiant, & Tina Walker

## ■ BEST BUSINESS AWARDS PREVIEW

### Celebrate Arlington Businesses

The Arlington Chamber of Commerce is thrilled to host the 31st Annual Best Business Awards ceremony on Tuesday, May 2 to recognize businesses in our community that go above and beyond to serve clients and make Arlington a great place to work and live. These awards are earned by businesses that deliver exceptional quality of service to their customers, are industry leaders or offer a unique approach to delivery of goods or services, and display an interest in and concern for the Arlington community.

This year, the Best Business Awards will be elevated from a breakfast meeting to a prestigious evening event, complete with fine dining and inductions into the Arlington Business Hall of Fame. Previous award winners and this year's finalists will also have the opportunity to attend an exclusive VIP Past Winners Reception, which will feature an open bar and light bites. Please note that this reception is open available as an add-on to tickets, not offered independently. Contact Hannah Dannenfelsler at (703) 525-2400 or [chamber@arlingtonchamber.org](mailto:chamber@arlingtonchamber.org) to register. Join us as we honor outstanding area businesses at this special awards ceremony!

▶ To register, visit [www.arlingtonchamber.org/events](http://www.arlingtonchamber.org/events) or call (703) 525-2400. Sponsorship opportunities are still available. Call for details.



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MEMBER: U.S. Chamber of Commerce & Virginia Chamber of Commerce

## APRIL AT THE CHAMBER

AMBASSADOR COMMITTEE MEETING	3 MONDAY 4:15 p.m. - 5:15 p.m. Chamber Board Room
SMART START	4 TUESDAY 4:00 p.m. - 5:15 p.m. Chamber Board Room
OPPORTUNITY WORKS RALLY (OPEN ONLY TO NEW VOLUNTEERS & BOARD OF DIRECTORS)	5 WEDNESDAY 5:00 p.m. - 6:00 p.m. Lyon Hall
EXECUTIVE COMMITTEE MEETING	12 WEDNESDAY 8:00 a.m. - 9:30 a.m. Chamber Board Room
BREAKFAST CONNECTION	13 THURSDAY 8:00 a.m. - 9:00 a.m. Holiday Inn Rosslyn
MEMBERSHIP DEVELOPMENT COMMITTEE MEETING	18 TUESDAY 8:00 a.m. - 9:00 a.m. Cassatt's
MEMBERSHIP ENGAGEMENT COMMITTEE MEETING	18 TUESDAY 4:00 p.m. - 5:00 p.m. Chamber Board Room
GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING	19 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
BOARD OF DIRECTORS MEETING	21 FRIDAY 11:45 a.m. - 2:00 p.m. Linden Resources
VOLUNTEER ARLINGTON DAY	25 TUESDAY 12:00 p.m. - 4:00 p.m. Kickoff at The Fashion Centre at Pentagon City
EDUCATION & WORKFORCE DEV. COMMITTEE MEETING	25 TUESDAY 4:00 p.m. - 5:00 p.m. George Mason University Founders Hall
COMMUNITY ACTION COMMITTEE MEETING	26 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
SMALL BUSINESS ROUNDTABLE	26 WEDNESDAY 11:45 a.m. - 1:00 p.m. Chamber Board Room
BUSINESS AFTER BUSINESS	27 THURSDAY 5:00 p.m. - 7:00 p.m. Bean, Kinney & Korman, P.C.

REGISTER TODAY! ▶ 703-525-2400  
▶ WWW.ARLINGTONCHAMBER.ORG

## SMART START

Maximize your Chamber membership by attending this free networking seminar and information session about meeting new clients, business associates and how to utilize the benefits of Chamber membership.

4 TUESDAY  
4:00 - 5:15 p.m.  
Chamber Board Room  
2009 14th Street, North  
Suite 100  
Arlington, VA 22201

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## BREAKFAST CONNECTION

Promote your business before the workday even begins! The format of Breakfast Connection gives attendees a chance to bring their business to the table. This event focuses on roundtable power networking and provides attendees the chance to exchange business cards, develop new prospects and share a 60 second pitch with each table.

13 THURSDAY  
8:00 - 9:00 a.m.  
Holiday Inn Rosslyn  
1900 N. Fort Myer Dr.  
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## BUSINESS AFTER BUSINESS

End your busy workday on a high note with delicious food and drinks, mixer-style networking, and the opportunity to win great door prizes, including cash from the mounting jackpot available each month.

27 THURSDAY  
5:00 - 7:00 p.m.  
Bean, Kinney & Korman, P.C.  
2300 Wilson Blvd  
Suite 700  
Arlington, VA 22201

**BK & K** BEAN KINNEY & KORMAN  
ATTORNEYS

Don't forget to check the Chamber's website calendar for upcoming events and schedule updates.

Fast and easy, the website allows you to register for events online and provides information on the location, time, and topic of all events.

## Valuable Contributions of Our Chamber Committees

The Arlington Chamber of Commerce is focused on providing a united voice for the area business community. We work hard to bring together the experience, knowledge, and commitment of our members to help the Arlington community thrive, and we advocate to strengthen Arlington's reputation as a great place to do business. This commitment to our businesses requires people who monitor the issues, inform our membership and draft language that supports the business community's interests.

We are very fortunate as an organization to have **Tad Lunger** with **McGuireWoods LLP** and **Brian Gordon** with the **Apartment and Office Building Association (AOBA)** co-chairing the Government Affairs and Economic Development Committee, as well as **David Kinney** with **Clarendon, LLC** as the business advocacy leader on the Executive Committee. The Chamber's Government Affairs & Economic Development Committee collaborates with business executives, industry professionals, and government officials to advance ideas, policies and legislation that benefit the broader business community. This committee also serves to keep Chamber members informed on emerging government affairs and public policy issues at the local and state levels, and drafts the Chamber's Annual Public Policy Positions for consideration and approval by the Board of Directors.

The Chamber was able to advance a proactive legislative agenda in early 2017 to address issues of importance to the business community. The Chamber reached out to government officials on a variety of topics, including the Arlington County Board of Equalization appointments, local regulations around trespass towing, GO Virginia Funding, and legislation to establish a Metrorail Safety Commission, to name a few. For a full summary of the Chamber's position on various public policies, please refer to the Chamber's website at [www.arlingtonchamber.org](http://www.arlingtonchamber.org).

Members can also be involved in helping to shape the Chamber's policy positions through involvement with the Government Affairs and Economic Development Committee. This committee typically meets on the first and third Wednesday of the month at 9:00 a.m. in the board room in the Chamber office. If you happen to attend, please say thank you to the committee – they do outstanding work!



**Tina Walker**  
BAE Systems



## 2017 ANNUAL CORPORATE SPONSORS



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Members in the News article submissions must be emailed to [communications@arlingtonchamber.org](mailto:communications@arlingtonchamber.org) and received by the first of the month prior to the publication month (i.e. May 1 for June *Arlingtonian*).

Articles printed in this newsletter submitted by members represent their ideas and beliefs and do not necessarily reflect the views of the Arlington Chamber of Commerce.



## APRIL MILESTONE ANNIVERSARIES

### CONGRATULATIONS!

#### ■ TWENTY YEARS

**BURGERS OF COLUMBIA PIKE, INC.**

#### ■ TEN YEARS

**JOHNSON ASSOCIATES, INC.  
MONDAY PROPERTIES**

## WELCOME NEW MEMBERS

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## MEMBERS IN THE NEWS

### ■ MARYMOUNT UNIVERSITY

## Marymount Honored by World Affairs Council

The World Affairs Council of Washington, D.C., honored **Marymount University** with its Educator of the Year Award at the annual Global Education HONORS: Gala on March 29. The award, which recognizes the university's commitment to global education, was accepted by **Marymount** President **Matthew D. Shank**.

"It is a tremendous honor for, and a testament to, our dedicated faculty, staff and students who strive daily to achieve the values of our vision that include intellectual curiosity, service to others and global perspective," **Shank** said upon accepting the award.

**Shank** further noted that **Marymount's** efforts — or even the university itself — would not be possible without the work of its founding order, the Religious of the Sacred Heart of Mary. He recognized four members of the order who serve on **Marymount's** board of trustees: Sister **Maria Timoney**, Sister **Martina Crowley**, Sister **Kathleen Connell**, and Sister **Brigid Driscoll**.



Marymount President Matthew D. Shank receives Educator of the Year Award

### ■ ARLINGTON PARTNERSHIP FOR AFFORDABLE HOUSING (APAH)

## Rosslyn's Queens Court Apartments Takes Another Step Toward 249 New Affordable Homes

The Arlington County Board approved the **Arlington Partnership for Affordable Housing's (APAH)** request to redevelop the Queens Court Apartments, updating an aging 39-unit complex into an EarthCraft-certified building of 249 units. The County Board's action authorizes the change in the General Land Use Plan, Rezoning, and the 4.1 Site Plan.

"Redevelopment of this property will expand high quality, energy efficient, affordable housing opportunities in Rosslyn. We are particularly gratified that the community has embraced this project throughout the planning process and look forward to contributing a new, 9,000 square foot public park on APAH-owned land," said **Nina Janopaul**, **APAH's** President and CEO.



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## ■ CONGRESSIONAL SCHOOL

## Congressional School Reaches Musical Milestone

On Friday, March 17, **Congressional School** reached a musical milestone when it held its 20th musical production, Disney's *Beauty and the Beast, JR.* The production brought together a cast and crew of students from Kindergarten – Grade 8, and the vibrant, colorful show delighted the audience of 300 family members, friends, alumni, faculty and staff.

“It was truly a community effort, and the show could not have been the success it was without all of the contributions big and small,” stated **Derek Bowley**, Middle School Speech and Drama Teacher, who directed the musical. This was **Bowley's** 11th musical production at **Congressional School**.



## ■ ARLINGTON COUNTY POLICE DEPARTMENT

## Police to Conduct Spring Safe Bicycling Initiative

With the arrival of spring and warm weather comes an increase in bicyclist traffic. The **Arlington County Police Department**, in partnership with Bike Arlington, is conducting the spring Safe Bicycling Initiative (SBI) in an ongoing effort to make Arlington County a safe place to ride a bicycle. The initiative will begin by educating motorists and bicyclists on traffic laws that apply to cycling with the goal of reducing crashes. Once motorists and bicyclists understand the law and their roles and responsibilities, it is easier for each to share our roadways.

From March 27 thru April 4, officers will be paying particular attention to individuals on bikes as well as the way motorists interact with them. By changing the behavior of motorists and bicyclists through education and enforcement of existing traffic laws, our roadways will be safer for everyone.

This initiative is part of **Arlington County Police Department's** overall traffic safety program. Throughout the year, officers conduct education and enforcement campaigns to ensure the safety of all travelers. Motorists, bicyclists and pedestrians are reminded to pay attention to one another and always proceed with caution and care for each other's safety.

## ■ SYNERGY HOME CARE

## Synergy Home Care Receives 2017 Best of Home Care Provider of Choice Award

**Synergy Home Care** recently received the 2017 Best of Home Care – Provider of Choice Award from Home Care Pulse. The Provider of Choice Award is granted only to the top-ranking home care providers, based on client satisfaction scores gathered by Home Care Pulse, an independent satisfaction research firm for home care.

**Synergy Home Care** is now ranked among a select few home care providers across the country who have proven their ability to provide outstanding care.

“**Synergy Home Care** is a home grown Arlington business celebrating 10 years of service to the community this year,” said **Mitch Opalski**, Owner and CEO. He added, “I am thrilled that **Synergy Home Care's** dedication to excellence in providing home care has received national recognition. For a locally owned business to receive recognition such as this speaks volumes of the professionalism and dedication of our entire **Synergy Home Care** team.”

**Opalski** added, “Our caregivers become part of the family and take personal pride in assisting their client with aging in place.”

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## 13TH ANNUAL HOSPITALITY AWARDS

## Recognizing Arlington's Hospitality Superstars

More than 80 front-line workers in Arlington's hospitality industry were honored at the 13th Annual Hospitality Awards held at the **Renaissance Arlington Capital View Hotel**. Unlike many other awards ceremonies, these awards are presented to hospitality workers from all realms of the industry, from cleaning and maintenance staff to chefs and pantry, to servers and front desk personnel. The ceremony also honored 12 individuals with the Bob Klein Legendary Service Award for 25 or more years of service in the Arlington hospitality industry.

During the awards presentation, Chamber President & CEO Kate Bates read testimonials of how each winner has displayed integrity in his or her work, and how the winners have gone above and beyond their job requirements to provide superior customer service. One winner, **Fayssal Samaka** of the **The Ritz-Carlton, Pentagon City** once checked in a family at the hotel, when he overheard that the father was recovering from cancer. **Samaka** arranged for the family to stay in the Presidential Suite and even booked them a tour. A few months later, the family informed the general manager that the father had passed away, and because the last trip they took together as a family was at **The Ritz-Carlton**, they would come back every year on vacation. This is all because of **Samaka's** kindness – he establishes a personal connection and creates guests for life.

**Wilber Moreira** of the **Crystal Gateway Marriott** is another example of an employee who goes the extra mile for his colleagues and guests. A great example of his true professionalism was shown when he heard that the housekeepers did not have a sufficient number of working vacuum cleaners. Without being asked, he took it upon himself to piece the broken vacuum cleaners together to salvage as many as possible, so the housekeepers would have working vacuums to do their job and provide clean fresh rooms for guests. On another occasion, a guest was stranded in the hotel garage after leaving his keys in the car, when **Moreira** offered his assistance and was able to help the guest get his car unlocked.

**Jocelyn Jimenez** of the **Residence Inn by Marriott Arlington Ballston**

demonstrates extraordinary care, dedication, and kindness in her work. A frequent guest reported to the housekeeping manager that his partial denture may have fallen out during the night, possibly ending up between the sheets and removed from the room during the linen exchange. When asked by the housekeeping manager about the missing item, **Jimenez** could have said that nothing was seen or found, but instead, she went on a mission to find the denture through hundreds of dirty sheets. After not finding it there, she sorted through all of the garbage, which was already in the dumpsters. After a few hours of searching, her tenacity and zeal paid off, as she found the denture for her valued guest.

Tourism and the hospitality industry are among the most important business sectors in our community, and this year's award recipients are crucial in continuing the success of the industry. The Chamber is proud to honor these "superstars" whose dedication to service and continued excellence help make Arlington a great place to live, work, and play.

## Hospitality Award Superstars

These prestigious awards are given to hospitality workers for delivering outstanding customer service, exhibiting excellence in their profession, and continuously exceeding their job description. Congratulations to the 2017 Hospitality Award Superstars:

**Jordan Abbey**  
**Roman Abraham**  
**Khadija Akansous**  
**Girja Alemu**  
**Maria Amaya**  
**Nohemy Amaya**  
**Romeo Ancanan**  
**Komi Assogba**  
**Maria Ester Alvarenga**  
**Mamadouh Bah**  
**Heber Barrientos**  
**Abonesh "Abby" Bedada**  
**Taylor Bentley**  
**Jorge Bernales**  
**William Bishay**  
**Rachael Boldaji**  
**Abdellah Bouzid**  
**Wyatt D. Baldizon Campbell**  
**Jose Campos**  
**Wegenie Chali**  
**Flor Cortez**  
**Landilino De la Rosa**  
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**Angel Harvey**  
**Glenda Hernandez**  
**Masum Hossain**  
**Hiroshi Iwasaki**  
**Jocelyn Jimenez**  
**Laura Jennings**  
**Ellen Johnson**  
**Fred Korli**  
**Donald Leppa**  
**Khin Lin**  
**Kitty Lopez**  
**Yenny Lovo**  
**Lourdes Marte**  
**Yohannes Mehari**  
**Betelehem Mengistu**  
**Hanna Mesfin**  
**Wilber Moreira**  
**Narong Muangchan**

**Nina Pacheco**  
**Carlos Pineda**  
**Danny Pyun**  
**Henri Rabezanahary**  
**Jose "Hector" Reyes**  
**Olga Rodriguez**  
**Karina Romero**  
**Jose (Armando) Rubio**  
**Meharite Sahlezghi**  
**Fayssal Samaka**  
**Hiwot Semere**  
**Purna Shahi**  
**Robert Stewart**  
**Shashi Khadka Subedi**  
**Maria Suyat**  
**Robert Taylor**  
**Bettie Thompson**  
**Yesenia Torres**  
**Danijela Vukovic**  
**Tsehay Yohannes**  
**Nidia Ziliox**  
**Mohammed Zouine**



Dori Familiant, Chris Raines, and Tina Walker present Fayssal Samaka (The Ritz-Carlton, Pentagon City) with his award



Jose "Hector" Reyes (Crystal Gateway Marriott) gives a thumbs up after receiving his award

## 2017 Bob Klein Legendary Service Award Winners

Of all of the awards, some of the most inspiring are those for legendary service of 25 or more years. This award was renamed several years ago in honor of Bob Klein, the late General Manager of the **Holiday Inn National Airport/Crystal City**, who was instrumental in creating the Hospitality Awards program and ensuring its success for the first five years.

Even after 41 years working at his hotel, **Philip Chao** of the **Holiday Inn Rosslyn** continues to impress, not only with his extensive knowledge, but with the dedication and care he has for his team. Throughout his time with the hotel, he has helped the hotel reach new milestones in the food and beverage department. The systems he has created to eliminate food waste have transformed the hotel. He has been a consistent and steady hand – one that the hotel is grateful to have.

The following are this year's Legendary Service Award Winners listed with their years of service:

- Ofelia Lopez, DoubleTree by Hilton Hotel Washington DC-Crystal City, 26 years**
- Derrick Gaston, Crystal Gateway Marriott, 26 years**
- Jose De La Cruz, Crystal City Marriott at Reagan National Airport, 26 years**
- Marina Rodriguez, Crystal Gateway Marriott, 30 years**
- Ana Quintanilla, Holiday Inn Rosslyn, 32 years**
- Michael Lee, Renaissance Arlington Capital View Hotel, 32 years**
- Mary Fon, Holiday Inn Rosslyn, 34 years**
- Tommy Ellis, Hyatt Regency Crystal City at Reagan National Airport, 35 years**
- JoAnn Jansen, Holiday Inn National Airport/Crystal City, 38 years**
- Ching Chao, Holiday Inn Rosslyn, 39 years**
- Ping Sangthong, Crowne Plaza Washington National Airport, 40 years**
- Philip Chao, Holiday Inn Rosslyn, 41 years**

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**Double Tree by Hilton Washington DC-Crystal City**  
**Key Bridge Marriott**  
**Holiday Inn National Airport / Crowne Plaza**  
**Washington National Airport**  
**Holiday Inn Rosslyn**  
**Hyatt Regency Crystal City at Reagan National Airport**  
**Renaissance Arlington Capital View Hotel / Residence Inn Arlington Capital View**  
**Residence Inn by Marriott Arlington Ballston**  
**Residence Inn by Marriott Arlington Rosslyn**  
**The Ritz-Carlton, Pentagon City**  
**The Westin Arlington Gateway**

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2017 Hospitality Award winners

## VOLUNTEER ARLINGTON DAY

### Give Back to Our Community

Local volunteers from various businesses will lend a helping hand to area nonprofit organizations as part of Volunteer Arlington Day 2017 on Tuesday, April 25. Produced annually by the Chamber's Community Action Committee, this day of service is a great opportunity for nonprofits to develop valuable relationships with Arlington businesses, and for businesses to enjoy an afternoon of team-building while giving back to the community.

Are you looking for more opportunities to get involved in or give back to the Arlington community? This event is a great way to meet new people and learn about Arlington nonprofits, while supporting these organizations. Volunteer opportunities are available for individuals and groups of all sizes.

Are you a nonprofit with volunteer projects that need to get done? Then make sure to register your organization as a project site for Volunteer Arlington Day 2017. To sign up as a volunteer or nonprofit project site, contact Debbie Powers at [dpowers@arlingtonchamber.org](mailto:dpowers@arlingtonchamber.org).

Sponsoring Volunteer Arlington Day is an excellent way to support Arlington's nonprofits and the betterment of our community, while also promoting your business or organization. Contact Alex Held at [aheld@arlingtonchamber.org](mailto:aheld@arlingtonchamber.org) for more information.



## CHAMBER BLOG

## Contribute to the Chamber Blog!

The Chamber Blog is a useful and credible source of information for business leaders across the area. The blog serves as an educational and engaging resource for business professionals in our community to stay informed about trends, innovation, best practices, and other business-related information. It also features a variety of industry-specific business topics written by Arlington's thought leaders.



As a free benefit, Chamber members are able to provide an informational article or how-to post about your area of expertise for our blog. Articles are posted weekly and are then promoted on the Chamber's social media pages and in the weekly e-newsletter, which is sent out to over 3,000 members and Arlington business professionals. This is an excellent tool that helps you drive traffic to your website, while sharing your knowledge with Arlington business community. The Chamber has dates available starting in 2017, so contact us about contributing to the blog today!

If you are interested in contributing to the Chamber Blog, please contact Caroline Taylor, Communications Manager, at [communications@arlingtonchamber.org](mailto:communications@arlingtonchamber.org) or call (703) 525-2400 to request a copy of the Chamber Blog Guidelines. You can also visit [arlingtonchamber.org/blog](http://arlingtonchamber.org/blog) to view past blog posts and download the Blog Guidelines and Template.

## BUSINESS ADVOCACY

## Northern Virginia Chambers Push General Assembly Members on Budget Priorities; GO Virginia

On January 11, the Arlington Chamber, joined by other area chambers, sent a letter on behalf of the Northern Virginia business community to the Virginia General Assembly, requesting support for protection of budget priorities that were included in the 2016 budget. These priorities include the "Virginia Initiative for Growth and Opportunity" (GO Virginia) grant and research funding, Workforce Credentials Program funding, Cost of Competing Adjustment (COCA) for school support positions, and salary increases for teachers and instructional staff. In a separate letter, the Coalition of Northern Virginia Chambers of Commerce – composed of the Arlington Chamber and 12 area chambers – urged the Virginia General Assembly to support full funding for GO Virginia in the FY2018 Budget plan.

**Additional business advocacy updates include:**

*January 4 – The Chamber's Government Affairs & Economic Development Committee met to review the 2017 County General Assembly Responses.*

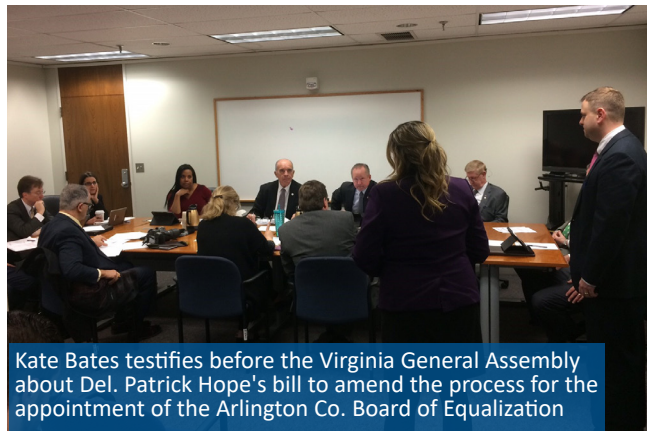
*January 18 – In response to the County Board's charge to the business community to develop alternative proposals to the second authorization requirement for illegally parked vehicles, the Chamber's Government Affairs & Economic Development Committee met to discuss options and next steps. Trespass Towing Advisory Board staff members attended and participated in the discussion.*

*February 1 – The Chamber's Government Affairs & Economic Development Committee met regarding local policy issues.*

*February 15 – The Chamber's Government Affairs & Economic Development Committee held a meeting, featuring a presentation by Stephen Crim, Project Planner, for the Residential Parking Working Group. The presentation was followed by a discussion facilitated by **Rob Mandle** of the **Crystal City BID** and **Michelle Winters** of the **Alliance for Housing Solutions**, who both serve as the Chamber's representatives on the working group.*

*February 28 – Kate Bates participated in the Economic Development Committee Executive Committee Meeting.*

*March 1 – The Chamber's Government Affairs & Economic Development Commission met to discuss General Assembly updates. Greg Emmanuel, the Director of the Department of Environmental Services (DES), also led a discussion about DES.*



Kate Bates testifies before the Virginia General Assembly about Del. Patrick Hope's bill to amend the process for the appointment of the Arlington Co. Board of Equalization



## Creating Pathways to Safe, Stable and Empowered Lives

By Miguel Buddle, Corporate Giving Manager, mbuddle@doorwaysva.org, (571) 406-3667

**Doorways for Women and Families** envisions a day when all people in our community live free of violence and have safe and stable housing. Since 1978, we have given thousands of our neighbors a pathway out of violence and homelessness.

Most of us know at least one person who is affected by the interconnecting issues of homelessness, sexual assault, and domestic violence. They are our neighbors, co-workers, friends and loved ones. Doorways treats each person as an individual, tailoring our programs and services to help every adult and child we serve overcome trauma, build life skills and ultimately unlock their full potential. From immediate crisis intervention to counseling, housing and employment support, we offer real options and multiple pathways to build brighter futures.

**DOORWAYS**  
for women and families

We are currently in the midst of our Campaign for Brighter Futures, a 3-year, \$10 million fundraising campaign to raise the private funds needed to help shape an Arlington that offers:

### 1. A Safe Today:

Doorways will respond to the increasing number of our neighbors in crisis and help them regain a foothold, recover their confidence, and get back on track. This includes our 24-Hour Domestic & Sexual Violence Hotline (703-237-0881), emergency shelters and apartments and specialized services for young adults and young families experiencing homelessness.

### 2. A Stable Tomorrow:

We will remain responsive to the constantly evolving long-term needs of those healing from crisis so that they can look forward to and maintain a brighter future. This includes enhanced employment services, Doorways' Revive Domestic & Sexual Violence Counseling Program for adults, youth and children, and the extension of support services to our graduates so that they can continue their progress, even when new difficulties arise.

### 3. The Brightest Possible Future:

We will strengthen Doorways for the long haul so that we can always be here for our community regardless of economic fluctuations or shifts in public policy. This includes our Sustainability Fund, which will allow us to remain nimble and proactive in the face of funding changes or emerging needs.



### Join Us

April is Sexual Assault Awareness Month and is great time for us all to become more aware of the impact sexual violence has on our neighbors right here in Arlington. Visit [www.DoorwaysVA.org](http://www.DoorwaysVA.org) to learn more. Also, be sure to mark your calendars for our "Shed Your Coat" event at **ROCKLANDS Barbeque & Grilling Company** in Arlington on Thursday, May 4, from 5:30 to 7:30 pm.

## CHAMBER SCENE: MARCH - APRIL

### Your Chamber in the Community

In many ways, the success of Arlington is directly tied to the success of its business community, and the success of the Arlington Chamber is directly tied to its membership base. This is why the Chamber's Directors, staff and members are dedicated to supporting community events and happenings. Below are a few highlights of the events our staff and Board members participated in on behalf of the Chamber.

*February 25 and March 8 – Hannah Dannenfeler participated in the **Leadership Center for Excellence** Young Professionals Program.*

*March 4 – Kate Bates delivered remarks at the **Comcast XFINITY** grand opening ceremony. Mike Rosenow and Alex Held attended on behalf of the Chamber, as well as Chamber Vice Chair of Member Affairs, **Joe Prentice** of **Wells Fargo Private Mortgage - Team Martinson**, and Chamber Assistant Treasurer, **John Gallagher** of **Energesco Mechanical, LLC**.*



Comcast XFINITY grand opening

*March 8 – **Arlingtonians for a Clean Environment** held its Annual Meeting, which was sponsored by the Chamber's Sustainability Committee. Committee Chair **John Gallagher** of **Energesco Mechanical, LLC** delivered remarks.*

*March 9 – Kate Bates participated in the **Alexandria/Arlington Regional Workforce Council** meeting.*

*March 9 – Kate Bates participated in the **Volunteer Arlington** Advisory Council meeting.*

SHOPCHAMBER



Thank you to everyone who supported the Chamber's Nonprofit Organizations & Associations members during the month of March! Please support the Chamber's Home & Personal Services members during the month of April. A complete list of members can be found on the Chamber website in the Business Directory.

Create buzz online! Use **#ShopARL** on social media every time you shop at a member retail location, attend an event at a member business, or refer a friend to a Chamber business. The first Friday of each month is ShopChamber Friday!

April

Home & Personal Services

ARLINGTON ECONOMIC DEVELOPMENT

GreenSight Agronomics Named Winner of Startup Arlington Competition

By Cara O'Donnell, Public Relations Manager, Arlington Economic Development

Boston-based GreenSight Agronomics will be joining the business community after being chosen as the winner in this year's Startup Arlington competition. GreenSight was chosen from a total of 129 applicants from 18 states and six international destinations.



"GreenSight is exactly the type of technology company that can truly succeed here in Arlington," said **Christina Winn, Arlington Economic Development's** Director of Business Investment. "GreenSight's ability to easily connect with federal agencies and other top research institutions, many of which are already working with the company, will really position the company to be able to grow and succeed quickly. It's the ideal company to be selected as the Startup Arlington winner."

As the winner of Startup Arlington, GreenSight will receive up to \$25,000 from the private equity firm Kiddar Capital. The company will also benefit from three months of complimentary office space in 1776 Crystal City and complimentary living space for that time at the WhyHotel, courtesy of **Vornado**. Additional amenities include complimentary Metro passes and a Capital BikeShare membership via **Arlington Transportation Partners** as well as an experiential package of events, lifestyle amenities and restaurant offers courtesy of the **Crystal City BID**.

"Greensight Argonomics sits right at the intersection of novel data collection and actionable business intelligence - vectors which are cornerstones of our Built World Fund," said Cheryl Foil, Principal of Technology at Todd Hitt's Kiddar Capital. "The company's drone technology is a perfect fit for our portfolio, and Arlington is a great location for the company to get the support and access it needs to attack the \$985 billion US agriculture industry."

"GreenSight has customers, investors and collaborators in the DC area," said GreenSight founder James Peverill. "An office in Arlington is a great opportunity to engage these partners more effectively and take advantage of the rich and growing ecosystem in the area!"

GreenSight Agronomics is building an autonomous data platform that uses automated drones to take daily imagery with the mission of becoming the de facto data platform for aerial information gathered by drones and other aerial imagery sources. GreenSight's platform transforms that imagery into actionable information that can optimize businesses and drive automated decision systems and future autonomous robots. The company already has contracts with Arlington-based agencies like DARPA and ONR, as well as the Air Force Research Lab, U.S. Army, and University of Maryland.

Startup Arlington applicants were evaluated on criteria, ranging from how the company would benefit from locating in Arlington, to growth potential and business plans. To be eligible, applicants must have been from outside the greater capital region and have been a founder and/or CEO of a technology-based company.

GreenSight Agronomics will move two employees to start its Arlington operations in April.

OPPORTUNITY WORKS



Co-Chairs Joe Prentice and Barbara Nicastro with John Gallagher at the 2017 OW Kickoff

The 2017 Opportunity Works (OW) campaign is off to a great start! This year's campaign aims to raise \$260,000 in coming months through memberships, sponsorships, and advertising. Just one month into this year's campaign, we have already passed the halfway point towards reaching our goal.



Opportunity Works is the Chamber's volunteer-based, ongoing development effort with a concentrated three month campaign. Our commitment is to continue to promote the benefits of membership, sponsorship, and advertising to current and prospective members. The OW campaign is perfect for Chamber members looking to makenew connections around the community and sharpen their business development skills.

Thanks to everyone who attended our kickoff event on March 7, with a special thanks to Grand Sponsor **Energesc Mechanical, LLC** and to **Crystal City Sports Pub** for hosting us. Attendees enjoyed a special menu, as well as a champagne toast.

THANKS TO OUR GRAND SPONSOR

## Young Entrepreneurs Pitch Local Investors, More than \$5,000 Awarded

On March 30, student entrepreneurs took the stage in the Reinsch Library Auditorium at **Marymount University** to present their business plans before a panel of local business leaders and a public audience at the YEA! Investor Panel. The students impressed the crowd with their business plans and presentations and received funding from investors to launch their businesses.

Eleven middle and high school students, representing 10 businesses, in the YEA! program had five minutes to pitch their business plans to prominent local members of the business community, during the program's third ever YEA! Investor Panel event. Based on the appeal and merit of the students' plans and presentations, panelists awarded each business the following funds:

- Ethan Mauger, a 7th grader at Williamsburg M.S., received his full ask of \$465 for his business, Private Perfection, a trumpet tutoring business for fourth and fifth grade students.
- Williamsburg M.S. 8th grade student Selam Ghide received her full ask of \$400 for her business, Inquiry, a website that helps students find answers to school-related problems. This includes assisting students with catching up on lessons and classwork after a school absence.
- Sofia Brodsky, an 8th grader at Swanson M.S., received her full ask of \$988 to launch her business, Pink Pineapple, which creates luxury bath products to help women feel comfortable and confident in their bodies. As part of its business model, Pink Pineapple donates a portion of its profit to the National Breast Cancer Foundation.
- Langley H.S. sophomores Ann Chen and Gaoyang Ganjin received \$250 for their business, BINDY, which wholesells a more handy, convenient type of binder.
- Williamsburg M.S. 7th grade student Bethel Ghide received her full ask of \$500 to start her business, Dessert in a Jar, which sells delicious and convenient desserts that are simple to make, without all the effort in the kitchen.
- Bodhi Patel, a freshman at Wakefield H.S., received \$500 for his business, Bodhi's Light, LLC, designed to help children and adults find inner peace, self-love, and growth, despite outside stresses.
- Anneka Noe, a junior at Langley H.S., received \$500 for her business Tutor Time. This business connects Washington, D.C. metro area high school students, who are seeking community service opportunities, to elementary school students needing tutoring in mathematics.
- K-12 Academy freshman Tyler Muse received \$250 for his business Replay My Gear, which collects used sports equipment to donate to young athletes who are unable to afford it. In addition to \$250 in capital contributions, Tyler received a Business Startup Package, courtesy of **Arlington Law Group**.
- Sixth grader Charlotte Cunningham of Swanson M.S. received her full ask of \$483 to start her business, Youth Neighborhood Care (YNC), which neighborhood residents can use to hire youth to assist with everyday chores and tasks.
- Tasnim Alam, a senior at Wakefield High School, received her full ask of \$800 for her business, Heatless Hotness, which sells heat-free hair curlers that are convenient to use and create salon-like results.

After deliberation by the investors, Tasnim Alam, the founder and CEO of Heatless Hotness, was selected to advance to the Regional Semi-Finals of the YEA! Saunders Scholars National College Scholarship competition in Rochester, New York in May. Here, she will compete for college scholarships, cash prize packages, and the opportunity to attend America's Small Business Summit in Washington, D.C., courtesy of the United States Chamber of Commerce.

The panel of investors featured the following local business leaders: **Kelly Shooshan**, representing the **Ballston BID**; **Doug Taylor** of **Bean, Kinney & Korman, P.C.**; **David Isaacson** of **Beach Geeks, Inc.**; **Paul Longworth** of **Fluor**; **Pinkie Dent Mayfield** of **Graham Holdings Company**; **Todd Ihrig** of **H.D. Vest Investment Services**; and **Kevin Shooshan** of **The Shooshan Company**.

Students will now begin marketing and selling their products and services, while preparing for the YEA! Trade Show to showcase their goods to the general public. The Trade Show is planned for May 18 at the **Ballston BID** Farmers Market from 4:00 p.m. - 7:00 p.m. This event is free and open to the public. For more information on the YEA! program or the upcoming Trade Show, contact Alex Held at [aheld@arlingtonchamber.org](mailto:aheld@arlingtonchamber.org) or (703) 525-2400.



2017 YEA! students and investor panelists



Arlington Regional Semi-finalist  
Tasnim Alam of Heatless Hotness  
with Kate Bates and Paul Longworth

**YEA! is made possible thanks to our sponsors, including:**

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POSTMASTER: Send address changes to the *Arlingtonian* c/o Arlington Chamber of Commerce, 2009 14th Street, North, Suite 100 Arlington, VA 22201

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**The Chamber**  
Arlington Chamber of Commerce  
Opportunity. Leadership. Results.

The mission of the **Arlington Chamber of Commerce** is to strengthen businesses and the economic environment for those who work, live and do business in Arlington.

The vision of the **Arlington Chamber of Commerce** is to be the essential partner for business success.



Sonia Johnston  
Regional President



## We Are Arlington!

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-  2013 –Arlington Chamber Best Business Award
-  2016 –Washington Business Journal Best Place to Work



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## THANK YOU!

- **Arlington Community Federal Credit Union** for hosting the March Business After Business
- **Michael Garcia, Agent – State Farm Insurance** for donating a door prize at the March Business After Business
- **WETA-TV 26/90.9 FM** for hosting the March Board of Directors meeting
- **HUNGRY Catering** for providing the food at the March Board of Directors meeting