

# the Arlingtonian

THE OFFICIAL VOICE OF THE ARLINGTON CHAMBER OF COMMERCE

VOL. LXXIV, NO. 1 JANUARY/FEBRUARY 2018

FEATURED PHOTO: Arlington Chamber staff at the 93rd Annual Meeting

SPECIAL THANKS TO ARLINGTONIAN GRAND SPONSOR



## IN THIS ISSUE

- 2 Calendar
- 3 Chair's Message
- 4 Milestone Anniversaries
- 4-5 Members in the News
- 4-6 Welcome New Members
- 6 Chamber Scene
- 7 Business Advocacy
- 7 Young Entrepreneurs Academy
- 8-9 Annual Meeting Review
- 10 Arlington Economic Development
- 10 ShopChamber
- 11 Promotional Opportunities
- 12 Chamber Thank You

## FEATURED EVENTS

### BREAKFAST CONNECTION

**FEBRUARY 8**  
7:30 a.m. - 9:00 a.m.  
Holiday Inn Rosslyn

### YEA! CEO ROUNDTABLE

**FEBRUARY 28**  
5:30 p.m. - 7:00 p.m.  
Marymount University  
Ballston Center



## ANNUAL MEETING REVIEW

### The 93rd Annual Meeting

On December 8, the Arlington Chamber of Commerce held its 93rd Annual Meeting, which celebrated the Chamber's 2017 accomplishments and provided a preview of plans for 2018. More than 200 business leaders were in attendance for this special event at the **Sheraton Pentagon City Hotel**.

The meeting included the presentation of prestigious awards by 2018 Chair **Lindsey Rheume** of **EagleBank**. Arlington County Board Chair Jay Fissette delivered the keynote speech, which focused on working together to overcome challenges, in order for Arlington to remain competitive, sustainable, and on the path towards a bright future.

2017 was a fantastic year for the Chamber, and we look forward to building on these successes through 2018 and for years to come.

➤ Turn to pages 8-9 for winners, photos, sponsors, and more.



SPECIAL THANKS TO



## ARLINGTON BUSINESS GALA PREVIEW

### Arlington's Best Night Out is Just Around the Corner

Put on your dancing shoes and prepare to paint the town red at the 94th Annual Arlington Business Gala on Saturday, January 27 at **The Ritz-Carlton, Pentagon City**. A celebration of the Arlington business community, you'll enjoy an evening of mixing and mingling with friends and fellow business leaders from across the area. This can't-miss event serves as the Chamber's largest fundraiser, helping us continue our mission of strengthening businesses and the economic environment for those who work, live and do business in Arlington.

Join the Chamber as we celebrate the new year with a delicious three-course dinner, music by the Bachelor Boys Band, dancing, open bar, silent auction, and more. The Gala will also feature a raffle drawing for accommodations for two people at the St. James Club Morgan Bay in Saint Lucia – a \$2,745 value! Raffle tickets are \$30 each or four for \$100. Tickets can be purchased in advance through the Gala event page or on-site at the Gala.



SPECIAL THANKS TO

GRAND SPONSORS



➤ COMPLETE CHAMBER CALENDAR: PAGE 2

➤ More information about the Arlington Business Gala can be found at [www.arlingtonchamber.org/events](http://www.arlingtonchamber.org/events). For event questions, contact Sarah Lindner at [events@arlingtonchamber.org](mailto:events@arlingtonchamber.org) or (703) 525-2400.

**THE CHAMBER**

■ EXECUTIVE COMMITTEE

Lindsey Rheaume, Chair  
 Greg Hamilton, Chair-elect  
 Tina Walker, Immediate Past Chair  
 Todd Yeatts, Past Chair  
 Kate Bates, President & CEO  
 Scott Ritter, Treasurer  
 Beth Borowski, Assistant Treasurer  
 Adrian Stanton, Vice Chair – Communications  
 David Isaacson, Vice Chair – Community Engagement  
 David Kinney, Vice Chair – Business Advocacy  
 Todd Ihrig, Vice Chair – Member Affairs  
 Joe Prentice, Vice Chair – Membership Development

■ DIRECTORS

Kate Bates, Arlington Chamber of Commerce  
 Beth Borowski, CNA  
 Lucy Bowen McCauley, Bowen McCauley Dance  
 Mary-Claire Burick, Rosslyn Business Improvement District  
 Dulce Carillo, Arlington Public Schools  
 Linda Chandler, Linden Resources, Inc.  
 Crystal Christmas-Watson, Crystal City Marriott  
 David DeCamp, Newmark Grubb Knight Frank  
 John Finlay, Crystal City Sports Pub  
 Amanda Fischer, Grade A Marketing  
 Bill Fogarty, Walsh, Colucci, Lubeley & Walsh PC  
 Michael Foster, MTEA Architecture, Inc.  
 Betsy Frantz, Leadership Center for Excellence  
 Marty Freeman, JBG Smith  
 Andy Fuhrmann, Clark Construction  
 John Gallagher, Energesco Mechanical  
 Michael Garcia, State Farm Insurance  
 Nancy Goodman-Thevoz, A Main Event Caterers  
 Brian Gordon, Apartment and Office Building Association  
 Donna Hamaker, Buck & Associates  
 Greg Hamilton, Arlington Magazine  
 Todd Ihrig, H.D. Vest Investment Services  
 David Isaacson, Beach Geeks, Inc.  
 Sonia Johnston, John Marshall Bank  
 David Kinney, Clarendon, LLC  
 Tina Leone, Ballston Business Improvement District  
 Tad Lungler, McGuireWoods LLC  
 Pinkie Dent Mayfield, Graham Holdings Company  
 Greta Menard, Capital MarCom  
 Greg Mullan, George Mason Mortgage, LLC  
 Dr. Patrick Murphy, Arlington Public Schools  
 Barbara Nicastro, The Law Offices of Barbara E. Nicastro  
 Shy Pahlevani, Hungry Marketplace, Inc.  
 Joe Prentice, Wells Fargo Private Mortgage - Team Martinson  
 Greg Raines, Dittmar Company  
 Scott Reamy, Dominion Energy  
 Lindsey Rheaume, EagleBank  
 Scott Ritter, United Bank  
 David Rowley, Minuteman Press  
 Marie Schuler, Comcast Cable Communications  
 Greg Smith, M&T Bank  
 Adrian Stanton, Virginia Hospital Center  
 Doug Taylor, Bean, Kinney & Korman  
 Darren Tully, Freedom Bank  
 Tina Walker, BAE Systems  
 Marianne Ward-Peradoza, Marymount University  
 Jim Wilmot, Arlington Community Federal Credit Union  
 Todd Yeatts, The Boeing Company

■ U.S. ARMY LIAISON TO THE BOARD

Glenn A. Wait, Joint Base Myer-Henderson Hall

■ STAFF

Kate Bates, President & CEO  
 Mike Rosenow, Membership Director  
 Alex Held, Membership Engagement Director  
 Caroline Taylor, Communications Manager  
 Sarah Lindner, Events Manager  
 Brooke Foil, Operations & Special Projects Coordinator  
 Debbie Powers, Events Associate

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

**CHAMBER**

|   |   |
|---|---|
| <b>SMART START</b>  | <b>JANUARY 4 THURSDAY</b><br>4:00 p.m. - 5:15 p.m.<br>Chamber Boardroom                                     |
| <b>MEMBERSHIP DEVELOPMENT COMMITTEE MEETING</b>           | <b>9 TUESDAY</b><br>4:00 p.m. - 5:00 p.m.<br>Cassatt's  |
| <b>EXECUTIVE COMMITTEE MEETING</b>                        | <b>10 WEDNESDAY</b><br>8:00 a.m. - 9:30 a.m.<br>Chamber Boardroom   |
| <b>BREAKFAST CONNECTION</b>                               | <b>11 THURSDAY</b><br>7:30 a.m. - 9:00 a.m.<br>Holiday Inn Rosslyn  |
| <b>AMBASSADOR COMMITTEE MEETING</b>                       | <b>16 TUESDAY</b><br>4:15 p.m. - 5:15 p.m.<br>Bayou Bakery  |
| <b>GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING</b> | <b>17 WEDNESDAY</b><br>9:00 a.m. - 10:00 a.m.<br>A-SPAN   |
| <b>BUSINESS AFTER BUSINESS</b>                            | <b>17 WEDNESDAY</b><br>5:00 p.m. - 7:00 p.m.<br>Ruth's Chris Steak House                                    |
| <b>MEMBERSHIP DEVELOPMENT COMMITTEE MEETING</b>           | <b>18 THURSDAY</b><br>9:00 a.m. - 10:00 a.m.<br>Cassatt's   |
| <b>BOARD OF DIRECTORS MEETING</b>                         | <b>19 FRIDAY</b><br>10:30 a.m. - 11:45 a.m.<br>WETA-TV 26/90.9 FM<br><i>Co-hosted by Hungry Marketplace</i> |
| <b>SMALL BUSINESS ROUNDTABLE</b>                          | <b>24 WEDNESDAY</b><br>11:45 a.m. - 1:00 p.m.<br>Chamber Boardroom  |
| <b>94TH ANNUAL ARLINGTON BUSINESS GALA</b>                | <b>27 SATURDAY</b><br>6:30 p.m. - 12:00 a.m.<br>The Ritz-Carlton, Pentagon City                             |
| <b>COMMUNITY ACTION COMMITTEE MEETING</b>                 | <b>31 WEDNESDAY</b><br>9:00 a.m. - 10:00 a.m.<br>Chamber Boardroom  |

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

**VIEW OUR CALENDAR ONLINE**

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.

Visit: [www.arlingtonchamber.org/events](http://www.arlingtonchamber.org/events) for more information.

|   |   |
|---|---|
| <b>SMART START</b>  | <b>FEBRUARY 1 THURSDAY</b><br>4:00 p.m. - 5:15 p.m.<br>Chamber Boardroom        |
| <b>AMBASSADOR COMMITTEE MEETING</b>                       | <b>5 MONDAY</b><br>4:00 p.m. - 5:15 p.m.<br>Chamber Boardroom                   |
| <b>GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING</b> | <b>7 WEDNESDAY</b><br>9:00 a.m. - 10:00 a.m.<br>Chamber Boardroom               |
| <b>BREAKFAST CONNECTION</b>                               | <b>8 THURSDAY</b><br>7:30 a.m. - 9:00 a.m.<br>Holiday Inn Rosslyn               |
| <b>EXECUTIVE COMMITTEE MEETING</b>                        | <b>14 WEDNESDAY</b><br>8:00 a.m. - 9:30 a.m.<br>Chamber Boardroom               |
| <b>MEMBERSHIP ENGAGEMENT COMMITTEE MEETING</b>            | <b>20 TUESDAY</b><br>4:00 p.m. - 5:00 p.m.<br>Chamber Boardroom                 |
| <b>GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING</b> | <b>21 WEDNESDAY</b><br>9:00 a.m. - 10:00 a.m.<br>Chamber Boardroom              |
| <b>SMALL BUSINESS ROUNDTABLE</b>                          | <b>21 WEDNESDAY</b><br>11:45 a.m. - 1:00 p.m.<br>Chamber Boardroom              |
| <b>BOARD OF DIRECTORS MEETING</b>                         | <b>23 FRIDAY</b><br>11:45 a.m. - 2:00 p.m.<br>Holiday Inn Arlington at Ballston |
| <b>COMMUNITY ACTION COMMITTEE MEETING</b>                 | <b>28 WEDNESDAY</b><br>9:00 a.m. - 10:00 a.m.<br>Chamber Boardroom              |
| <b>YEA! CEO ROUNDTABLE</b>                                | <b>28 WEDNESDAY</b><br>5:00 p.m. - 7:00 p.m.<br>Marymount University            |

**SMART START**

Maximize your membership at this free info session and networking seminar on meeting new clients and business associates and how to utilize your Chamber member benefits.

**GRAND SPONSOR**  
 Greg Mullan -  
**GEORGE MASON MORTGAGE, LLC**  
 A Subsidiary of United Bank

**PREMIER SPONSOR**  
 Michael Garcia - State Farm Insurance

**BREAKFAST CONNECTION**

This event gives attendees a chance to bring their business to the table. Through roundtable power networking, attendees will exchange business cards, develop new prospects, and share a brief elevator pitch with each table.

**GRAND SPONSOR**  
  
**TD Bank**  
 America's Most Convenient Bank®

**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.

## CHAIR'S MESSAGE

### A New Year at the Chamber

Mark Twain once said, ***"I was seldom able to see an opportunity until it had ceased to be one."***

In composing this message to start our New Year, the word "opportunity" stood out bold and clear. What is a Chamber of Commerce all about, if not for creating opportunities? Opportunities for members to grow their businesses, support their community, and strengthen their local economy.

Opportunities stretch beyond business and industry when it comes to the services a chamber brings to its community. It is often the first impression and the first point of contact for a new business entering or expanding into our market area. It is a resource for local economic information and business contacts. The Chamber is a valued resource when a member faces challenges that require support and advocacy. The Chamber's strength and leadership is often what drives a community's positive growth and improvement.

What truly makes a chamber great is the kind of people it attracts. Our Chamber is supported by many professional organizations, associations and non profits, as well as retail, financial, medical and industrial members who are focused on building their business and enriching their community. They work together in community efforts, volunteering, networking, and building relationships. Likewise, the Chamber works with other stakeholders throughout the county, as well, to help attract jobs, amenities, and services that bring us new growth and more talents and skills.

Along with opportunities are the challenges and responsibilities that must be addressed: roads, traffic, green spaces, affordable housing, health, safety and security. The Chamber, a respected community member, often takes the leadership role on issues and projects that positively impact the community and its Chamber members.

Chamber members understand a community's goals and needs – which are not dissimilar to business owners' needs. Our community involvement and hard work not only strengthens the County, it also serves to attract employees and customers. Our Chamber is fortunate to have an abundance of energetic members who maintain a positive pulse on the future, and a warm compassion for what it takes to thrive. We're proud of that. And, as we continue to create opportunities, we continue to build relationships with each other. Helping newcomers, students, and new business hopefuls get a foot in the door is also important. Joining together when a project requires the Chamber's seasoned business expertise, we know we can accomplish just about anything. The roadblocks and challenges are far outnumbered by the rewards, gratification, and pride of Chamber teamwork.

We stand together when adversaries who are not familiar with business economics try to overburden or undermine our good intentions and generous contributions for growth. We act as teachers, leaders, and advocates for creating opportunity for all. We value hard work, business acumen, ideals, and strict business ethics.

Creating opportunities for members to be involved and serve keeps a Chamber active. The best way to take full advantage of chamber membership and benefits is attending events, as well as volunteering and sharing time, talents, and business expertise on projects and initiatives. An active chamber is a successful chamber which makes for a stronger advocate to promote business for all. Eager-to-participate is a common quality of successful business owners – and that is also a major quality found in Arlington Chamber members. It's refreshing.

Membership matters. As we grow in 2018, our doors are open to new members, to new ideas and skills, to business needs and niches. Breathing in fresh air, welcoming extra energy, and entertaining new ideas creates even more opportunities. And, again, opportunity is what we're all about.



**Lindsey Rheume**  
EagleBank



Lindsey Rheume

## 2018 ANNUAL CORPORATE SPONSORS



The *Arlingtonian* (USPS 534030) is published bi-monthly by the Arlington Chamber of Commerce, 2009 14th Street North, Suite 100, Arlington, VA 22201. A subscription rate of \$4 per Chamber representative is collected as part of annual membership dues. Periodicals postage paid at Arlington, VA.

Members in the News article submissions must be emailed to the Communications Manager [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.



## JANUARY & FEBRUARY MILESTONE ANNIVERSARIES

### CONGRATULATIONS!

#### ■ 80 YEARS

**B.M. SMITH & ASSOCIATES, INC.**

#### ■ 60 YEARS

**MURPHY FUNERAL HOMES**

#### ■ 45 YEARS

**COMCAST CABLE COMMUNICATIONS  
GUERNSEY OFFICE PRODUCTS  
WASHINGTON GOLF & COUNTRY CLUB**

#### ■ 35 YEARS

**CRYSTAL GATEWAY MARRIOTT  
NORTHERN VIRGINIA  
COMMUNITY COLLEGE  
THE IDI GROUP COMPANIES**

#### ■ 25 YEARS

**SUN GAZETTE NEWSPAPERS**

#### ■ 20 YEARS

**ARLINGTON TRANSPORTATION  
PARTNERS**

#### ■ 15 YEARS

**THE ART INSTITUTE OF WASHINGTON**

#### ■ 10 YEARS

**CLARENDON HOME SERVICES  
FOCUS DATA SOLUTIONS  
NORTHERN VIRGINIA ASSOCIATION  
OF REALTORS**

#### ■ FIVE YEARS

**BALLSTON BID  
CUSHMAN & WAKEFIELD  
LEADERSHIP CENTER FOR EXCELLENCE  
SERVICESOURCE INC.**

## WELCOME NEW MEMBERS

### ■ ACCOUNTING & BOOKKEEPING CFO SERVICES GROUP

Manny Cosme  
1308 19th Street NW, Suite 100  
Washington, DC 20036  
Phone: (888) 759-5333  
E-mail: info@cfoservicesgroup.com  
Web Address: www.cfoservicesgroup.com  
Referred by: Christine Searle, Searle Business  
Solutions

### ■ BUSINESS AND PROFESSIONAL SERVICES NATIONWIDE JANITORIAL SERVICES INC.

Keith Spraggins  
7750 Desiree Street  
Alexandria, VA 22315  
Phone: (703) 855-1304  
E-mail: keith@njsi-dmv.com  
Web Address: www.njsi-dmv.com  
Referred by: Staff

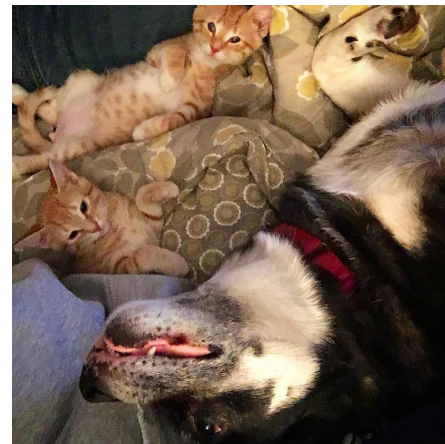
## MEMBERS IN THE NEWS

### ■ ANIMAL WELFARE LEAGUE OF ARLINGTON

## Animal Welfare League of Arlington Finishes 2017 with Record Number of Animals Adopted

The **Animal Welfare League of Arlington (AWLA)** announced that 2017 was an outstanding year for animal welfare in Arlington County and the region. **AWLA** successfully placed 1,355 dogs, cats, and small companion animals in loving homes, achieving an all-time record in the process.

Also in 2017, **AWLA** established the region's first neonatal kitten nursery, saving the lives of more than 250 extremely vulnerable animals with the help of our Kitten Academy foster program. **AWLA's** vet team performed 1,257 spay and neuter surgeries, contributing to the reduction of pet overpopulation in the DC Metropolitan Area. It rescued 788 animals from shelters across the state, region and country (including survivors of Hurricanes Harvey and Irma and dog meat farms in South Korea), thereby promoting animal welfare and creating partnerships in the humane community beyond Arlington County.



These accomplishments were made possible thanks to the hard work of **AWLA's** dedicated volunteer corps, who gave nearly 30,000 hours of their time to help the **League** in 2017, and the support of the community, including school children, donors, Scout troops, animal hospitals, County and State officials, visiting vets, and the media, to name just a few.

"We are so fortunate to be able to represent a community as caring and generous as Arlington County," said **Samuel Wolbert**, President/CEO of **AWLA**, "and we look forward to working together to achieve even more for the animals in 2018 and beyond."

### ■ MARYMOUNT UNIVERSITY

## Marymount's New Ballston Center Continues to Earn Design Awards

**Marymount University's** new Ballston Center continues to gain recognition, earning a Design Arlington Award for Excellence. This comes on the heels of its recognition by the NAIOP, the Commercial Real Estate Development Association. During a slideshow at the Recessed County Board Meeting, the complex earned praise in the New Construction, Institutional/Civic Category.

"This dynamic new place to live, work, play and learn enhances the University's visibility and identity in Ballston's mixed-use community," the judges wrote. "The development extends pedestrian and bicycle circulation west of Glebe Road, new street-facing retail, and both indoor and outdoor spaces for specialized academic programs and social activities."

"These honors reinforce the fact that, as we anticipated, the Ballston Center is judged to be world-class," said **Marymount** President **Matthew D. Shank**. "The fact that it's getting such validation for the external design and look and feel of the building is just fantastic."

The \$75 million multi-use complex opened in August. LEED Gold Certified, it is comprised of a nine-story academic/office building and The Rixey, a 12-story residential/retail building, each boasting multi-level underground parking. The complex is anchored by a public plaza and the Reinsch Pierce Family Courtyard.

## MEMBERS IN THE NEWS

■ OAR

### OAR of Arlington, Alexandria and Falls Church, VA Announces Three New Members of Its Board of Directors

The Board of Directors of **OAR** has selected three new members to its Board of Directors. Joining the Board are **Brett Covington**, **Mara D'Amico**, and **Wendy Webb**.

**Brett Covington** is currently a Senior Associate at Hollingsworth LLP in Washington, D.C. where he focuses on complex civil litigation. He first learned about OAR when he attended an event hosted by **OAR** about the need for sentencing reform. After developing a passion for sentencing reform, Covington reached out to **OAR** and has provided legal services to **OAR** on a pro bono basis for the past two years.

“Public service has always been an important part of my life, and I believe that with my legal skills and experience with the criminal justice system I can have the most positive, substantial impact through my involvement with the **OAR** Board,” **Covington** said.

**Mara D'Amico** works for the Long-Acting Reversible Contraception (LARC) Program at the American College of Obstetricians and Gynecologists, working to make sure all women can access the full range of contraceptive methods in the United States.

“I am thrilled to join **OAR's** Board to support the mission. **OAR** is doing the necessary and important work to make sure individuals are prepared to re-enter society, greatly reducing their risk of recidivism and increasing the likelihood that they will reintegrate successfully,” said **D'Amico**.

**Wendy Webb** is a retired Chief Deputy from the City of Alexandria Sheriff's Office and life-long resident of Fairfax County, VA.

“My interest in **OAR** developed as I observed the staff's commitment and dedication to the mission and participants of **OAR**,” said **Webb**. “The work and success of this organization has been consistent for more than 43 years, and I believe that returning citizens deserve a second chance.”

## WELCOME NEW MEMBERS

### ■ COLLEGES & UNIVERSITIES **CHAMBERLAIN UNIVERSITY COLLEGE OF NURSING**

Dr. Sharron Guillett  
2450 Crystal Drive, Suite 319  
Arlington, VA 22202  
Phone: (703) 416-7300  
E-mail: info@chamberlain.edu  
Web Address: www.chamberlain.edu  
Referred by: Staff  
*Chamberlain University has over 125 years of history preparing extraordinary nursing graduates and healthcare professionals.*

### ■ HOME AND PERSONAL SERVICES **KC COMPANY PELLA WINDOWS AND DOORS**

Jillian Mullan  
7505-D Leesburg Pike  
Falls Church, VA 22043  
Phone: (703) 537-5697  
E-mail: jmullan@kc-pella.com  
Web Address: www.kc-pella.com  
Referred by: Staff  
*Prioritizing our customers has helped K.C. Company blossom into one of the largest independent and locally-owned pella windows and doors retailers in America.*

### ■ HOME AND PERSONAL SERVICES **STACEY LEWIS – CABI**

Stacey Lewis  
6570 Old Chesterbrook Road  
McLean, VA 22101  
Phone: (703) 209-5427  
E-mail: slewis4064@msn.com  
Web Address: staceylewis.cabionline.com  
Referred by: Lisa Ostroff, Trade Roots  
*Defying the rules by redefining the way women shop and work.*

### ■ HOME AND PERSONAL SERVICES **THE KENSINGTON FALLS CHURCH**

Kathy Gorup  
700 W Broad Street  
Falls Church, VA 22046  
Phone: (703) 992-9868  
E-mail: kgorup@kensingtonsl.com  
Web Address: www.thekensingtonfallschurch.com  
Referred by: Staff  
*Designed to be home for seniors looking for assisted living and memory care services.*

## YOUNG ENTREPRENEURS ACADEMY (YEA!)

### 2018 YEA! Program in Progress

The Chamber recently welcomed 19 outstanding students to the Young Entrepreneurs Academy (YEA!) 2017-2018 program. YEA! is a groundbreaking program that transforms middle and high school students into business owners.

We invited you to join us on February 28 for the YEA! CEO Roundtable – a fun, exciting 60-minute event that is sure to leave a significant, and long lasting impact on the lives of budding entrepreneurs. Formatted as an interactive panel discussion, the CEO Roundtable will help the leaders of tomorrow connect the dots between local businesses and the entrepreneurs and CEOs who lead those businesses to success.



YEA! students and audience members will hear from a panel of local top CEOs, who will share their inspiring start-up stories and answer questions including:

- What do you love about your role as CEO?
- What did you do as a kid or young adult that helped you get to where you are today?
- What's the best advice you ever received?

Register and learn more at [www.arlingtonchamber.org/events](http://www.arlingtonchamber.org/events). For questions, contact Alex Held at [aheld@arlingtonchamber.org](mailto:aheld@arlingtonchamber.org) or (703) 525-2400.

THANKS TO OUR SPONSORS, INCLUDING

## WELCOME NEW MEMBERS

## ■ MARKETING &amp; PUBLIC RELATIONS

**MAJOR MARKETING LLC**

Michelle Major  
504 N Thomas Street, Apt. G  
Arlington, VA 22203  
Phone: (619) 929-0496  
E-mail: michelle@majormktg.com  
Web Address: www.majormktg.com  
Referred by: Joe Prentice, Wells Fargo  
Private Home Mortgage  
*Promotional products and brand incentive programs.*

## ■ NONPROFIT ORGANIZATIONS

**ARLINGTON COMMONS**

Kate Floyd  
Phone: (404) 372-0491  
E-mail: kate@arlingtoncommons.org  
Web Address: www.arlingtoncommons.org  
Referred by: Karen Bate, KB Concepts PR  
*Arlington Commons is a new Christian community supported by The United Methodist Church.*

## ■ NONPROFIT ORGANIZATIONS

**JENNIFER BUSH-LAWSON FOUNDATION**

Jennifer Myers  
1069 W. Broad Street, #242  
Falls Church, VA 22046  
Phone: (202) 286-1680  
E-mail: info@jb-lf.org  
Web Address: www.jenniferbushlawsonfoundation.org  
Referred by: Betsy Frantz, Leadership Center for Excellence  
*Established in honor of Jenn Lawson, the Foundation serves economically vulnerable mothers and infants by working to increase access to high quality maternal and pediatric health care and support.*

## ■ RESIDENTIAL REAL ESTATE

**JOHN ERIC PARTNERS REAL ESTATE**

Cameron Kilberg  
3100 Clarendon Blvd., Suite 200  
Arlington, VA 22201  
Phone: (571) 214-8611  
E-mail: cameron@johneric.com  
Web Address: www.johneric.com  
Referred by: Staff  
*John Eric Real Estate is dedicated to offering the highest quality of service, exceptional customer care and timely advice.*

## ■ RESTAURANTS

**GAIJIN RAMEN SHOP**

Nicole Mazkour  
3800 Lee Highway  
Arlington, VA 22207  
Phone: (703) 566-9236  
E-mail: gaijinramenshop@yahoo.com  
Web Address: www.gaijinramenshop.com  
Referred by: Staff  
*Gaijin Ramen Shop is classified as an "Asian fusion" restaurant because we combine different elements of many culinary traditions.*

## ■ RESTAURANTS

**TUXLETON BY LA TASCA**

Maija Talikka  
2900 Wilson Blvd., #1  
Arlington, VA 22201  
Phone: (703) 812-9120  
E-mail: marketing@latascausa.com  
Web Address: www.latascausa.com  
Referred by: Staff  
*TUXLETON is a pilot concept by La Tasca that celebrates Basque flavor and tradition of good food, good drinks, and great company.*

## CHAMBER SCENE

## 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 highlights from some of the events that Chamber staff and members of our Board of Directors participated in on behalf of the Chamber.

*November 29 – Kate Bates, Alex Held, and Mike Rosenow attended Arlington Premiere, hosted by **Arlington Economic Development**. The Arlington Chamber was a supporter of Arlington Premiere and had a booth at the event.*

*December 1 – Kate Bates and Alex Held attended the Virginia Chamber Commerce's 8th Annual Virginia Economic Development Summit. **Todd Yeatts of The Boeing Company** and **Cindy Martin Yeatts of Neighborhood Real Estate** also attended on behalf of the Chamber. The Arlington Chamber served as a partner for this event.*



Virginia Chamber of Commerce's 8th Annual Virginia Economic Development Summit

*December 13 – Caroline Taylor attended Arlington Economic Development's Small Business Coordinating Council meeting, which featured **Jackie Steven from Arlington Independent Media (AIM)**, who spoke about the variety of training services that AIM offers to small business owners and nonprofit organizations in the Arlington community.*



Midtown Softball League Holiday party benefitting YEA!

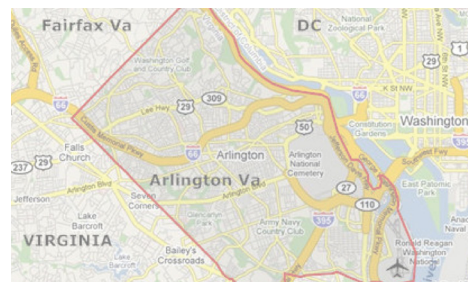
*December 9 – Alex Held attended the Midtown Softball League Holiday party, hosted by **Crystal City Sports Pub**, where he was presented with a \$3,000 check for the Young Entrepreneurs Academy (YEA!) program.*

*December 13 – Kate Bates attended a farewell celebration for 2017 Arlington County Board Chair Jay Fissette, who retired at the end of his term.*

## CHAMBER MAP

## Free 2018 Arlington County Street Maps Now Available!

The Chamber is pleased to offer our members the opportunity to distribute FREE Arlington County Street Maps. Members can request copies of the map to display in their offices, hand out to clients, and more. The Chamber has partnered with **Target Marketing** to produce this street map. This Chamber-produced map provides a free resource for all member businesses and organizations.



To request maps for your business, please call the Chamber at (703) 525-2400 with the number of copies you would like, as well as the date and time you are available to pick them up. Maps can be picked up at the Chamber office Monday through Friday, any time between the standard business hours of 9:00 a.m.-5:00 p.m.

To expedite your request, please contact the Chamber with the number of maps needed prior to visiting the Chamber office. Each member organization can request a maximum of 240 maps at once. The Chamber does not mail maps.

## County Approves Plan that Eliminates By-Right Usage Without Notifying Impacted Property Owners

In December, the Arlington County Board voted to adopt the Housing Conservation District (HCD) Policy Framework, which removes by-right usage incentives for investing in and maintaining market rate affordable units. This plan will limit the development potential of a property, impede access to financing for property owners to reinvest in these properties, and could discourage redevelopment of older housing.

Ahead of the County's vote on December 16, the Chamber called on the County Board to oppose moving forward with the approval of the Framework. The Chamber also took key action by distributing the list of properties impacted by the Framework to help alert residents who did not receive any notice from the County. Chamber President & CEO Kate Bates testified before the County on Saturday, as did a number of other Chamber members. Scott Miller, a Chamber member and owner of a duplex in the Penrose area, testified at the County meeting that he learned his property would be impacted from the Chamber just days before, adding, "I get better notices [from the County] if I don't cut my grass or pull in my recycling."

The Chamber's major concerns with the Framework include the plan's removal of the by-right uses from incentives, as well as the County Board's fast-tracking of the plan -- a process that lacked any inclusive, community review. The County Board also received requests to delay action on the plan, in order to allow for more community input, from the Economic Development Commission, Lee Highway Alliance, and other stakeholder groups and individuals. While the County's decision is disappointing, the Chamber is hopeful to work more closely with the County through a more unified, community-focused process in planning for Phase II of the Framework, which will be considered in 2018.

### Additional business advocacy updates include:

November 27 – Kate Bates testified before the Arlington County Board regarding the Housing Conservation District Policy Framework.

December 7 – Kate Bates attended the Alexandria/Arlington Regional Workforce Council meeting.

December 12 – Kate Bates participated in an Economic Development Commission meeting.

December 16 – Kate Bates attended an Arlington County Board meeting.

January 17 – The Chamber's Government Affairs & Economic Development Committee held a meeting with Arlington County Board Chair Katie Cristol on the County's key initiatives for 2018 and important issues impacting the business community. Cristol discussed some of her top priorities, which include Metro, child care, and housing.

Members interested in getting involved in the Chamber's Government Affairs & Economic Development Committee should email [chamber@arlingtonchamber.org](mailto:chamber@arlingtonchamber.org) to be added to the committee distribution list.



County Board Chair Katie Cristol discusses 2018 County priorities before a packed Government Affairs Meeting held at A-SPAN.

## YOUNG ENTREPRENEURS ACADEMY (YEA!)

### Call for YEA! Business Mentors

Are you looking for ways to give back to the community? An excellent opportunity to do so is by supporting youth development by volunteering as a mentor for students in our Young Entrepreneurs Academy (YEA!), a 30 week after school program where middle and high school students launch and run their own legally-registered, fully-formed companies.

Mentors will meet one-on-one with their student once a week for 90 minutes from 5:30 p.m. to 7:00 p.m. at **Marymount University**, with limited out-of-class support through e-mail and phone. Not only will you provide them feedback on their business plan and concept, but you will also help them prepare their business presentation to pitch at the YEA! Investor Panel event for the chance to earn startup funding.



2017 YEA! student Bethel Ghide and mentor Karen Rosales of Arlington Community Federal Credit Union

Many mentors that have volunteered in years past have thoroughly enjoyed the experience and have continued their relationship with their mentee after the program ends. The dates for the mentor visits are:

- February 7 from 5:30 p.m. – 7:00 p.m.
- February 15 from 5:30 p.m. – 7:00 p.m.
- March 7 from 5:30 p.m. – 7:00 p.m.
- March 14 from 5:30 p.m. – 7:00 p.m.
- March 21 from 5:30 p.m. – 7:00 p.m.
- March 28 from 5:30 p.m. – 7:00 p.m.

There are a number of other volunteer opportunities available to members, as well. This includes volunteering as a guest speaker, hosting a field trip, or supporting the program financially. To learn more about ways to engage, contact Alex Held at (703) 525-2400 or [aheld@arlingtonchamber.org](mailto:aheld@arlingtonchamber.org).

THANKS TO OUR SPONSORS, INCLUDING



## ANNUAL MEETING REVIEW

## Arlington Chamber Celebrates 2017 Accomplishments at 93rd Annual Meeting

The 93rd Annual Meeting embodied the remarkable spirit of the Chamber, our members, and staff, whose service and support made 2017 a huge success for our organization and the Arlington business community. 2017 Chair **Tina Walker** of **BAE Systems** began the meeting by highlighting some of the Chamber's top achievements in 2017, including its powerful business advocacy efforts, increase in membership, and successful execution of numerous event updates. Incoming 2018 Chair **Lindsey Rheume** of **EagleBank** then spoke about continuing the Chamber's growth and successes and introduced the 2018 Board of Directors. **Walker** also announced that **Greg Hamilton** of **Arlington Magazine** will serve as the 2019 Chair of the Board of Directors.

"We are so proud of the Chamber's achievements this year, which include championing legislation to protect Arlington property owners' right to remove illegally parked vehicles from private property – an effort that ultimately influenced Governor McAuliffe to sign the bill into law," said Chamber President & CEO Kate Bates. "We also implemented a number of changes to our signature events. Though ambitious to do this in just one year, all of these events exceeded net revenue targets and were praised by our membership and the community. Our Chamber looks forward to building on all of these accomplishments, as we move into a new year and prepare for a prosperous 2018."

**Walker** and Bates honored those who significantly contributed to the Chamber's successes in 2017 with a presentation of the annual awards.

#### President's Award - **Christine Searle of Searle Business Solutions, LLC**

The prestigious President's Award, sponsored by **395 Express Lanes**, was presented to **Christine Searle** of **Searle Business Solutions, LLC**. A little over three years ago, **Searle** quit her full-time job, launched a website for her new business, and started networking. She joined the Chamber just one month later in September 2014 and quickly became involved in the Chamber's networking events, committees, programs, and more. **Searle** has made her mark on the Chamber in a number of ways, including through her service on the Community Action Committee, where she actively supports local nonprofit organizations, and in the Young Entrepreneurs Academy (YEA!), volunteering in the past as a mentor to a student and now as chair of the YEA! Booster Committee.



Christine Searle of Searle Business Solutions, LLC accepts the President's Award

#### Chair's Award - **Apartment and Office Building Association (AOBA)**

The **Apartment and Office Building Association** was honored with the Chair's Award, which was accepted by **Brian Gordon**, Virginia Vice President of Government Affairs and Co-chair of the Chamber's Government Affairs & Economic Development Committee, and **Bismah Ahmed**, Virginia Government Affairs Manager. **AOBA** partnered with the Chamber on a number of advocacy issues, including the Board of Equalization, housing conservation districts, and the Chamber's efforts to protect Arlington property owners' rights to remove illegally parked vehicles from their private property, with **Gordon** serving as a non-voting member of the Trespass Towing Advisory Board. **AOBA** partnered with the Chamber through the entire process, and together, formed the business coalition that worked first locally and then tirelessly throughout session. This ultimately resulted in a meeting between Governor McAuliffe, **AOBA**, and the Chamber, after which the governor confirmed he would sign the bill into law.



Brian Gordon and Bismah Ahmed accept the Chair's Award on behalf of AOBA

#### Committee of the Year Award - **Ambassador Committee**

The Committee of the Year Award was presented to the the Ambassador Committee, chaired by **Donna Hamaker** of **Buck & Associates**. The Chamber's Ambassador Committee encourages participation in the Chamber by serving as a resource to all new members. The goal of the committee is to strengthen the chamber by making every new member feel welcome, and helping each new member identify events and non-event opportunities that best serve their objectives for involvement. In 2017, committee members personally reached out to nearly 140 members.



Donna Hamaker accepts the Committee of the Year Award on behalf of the Ambassador Committee



2018 Chamber Officers and Directors

**2018 Executive Committee**

- Lindsey Rheame**, Chair
- Greg Hamilton**, Chair-elect
- Tina Walker**, Immediate Past Chair
- Todd Yeatts**, Past Chair
- Kate Bates**, President & CEO
- Scott Ritter**, Treasurer
- Beth Borowski**, Assistant Treasurer
- Adrian Stanton**, Vice Chair – Communications
- David Isaacson**, Vice Chair – Community Engagement
- David Kinney**, Vice Chair – Business Advocacy
- Todd Ihrig**, Vice Chair – Member Affairs
- Joe Prentice**, Vice Chair – Membership Development

**2018 Board of Directors**

- Kate Bates**, Arlington Chamber of Commerce
- Beth Borowski**, CNA
- Lucy Bowen McCauley**, Bowen McCauley Dance
- Mary-Claire Burick**, Rosslyn Business Improvement District
- Dulce Carillo**, Arlington Public Schools
- Linda Chandler**, Linden Resources, Inc.
- Crystal Christmas-Watson**, Crystal City Marriott
- David DeCamp**, Newmark Grubb Knight Frank
- John Finlay**, Crystal City Sports Pub
- Amanda Fischer**, Grade A Marketing
- Bill Fogarty**, Walsh, Colucci, Lubeley & Walsh PC
- Michael Foster**, MTF Architecture, Inc.
- Betsy Frantz**, Leadership Center for Excellence
- Marty Freeman**, JBG Smith
- Andy Fuhrmann**, Clark Construction
- John Gallagher**, Energesco Mechanical
- Michael Garcia**, State Farm Insurance
- Nancy Goodman-Thevoz**, A Main Event Caterers
- Brian Gordon**, Apartment and Office Building Association
- Donna Hamaker**, Buck & Associates
- Greg Hamilton**, Arlington Magazine
- Todd Ihrig**, H.D. Vest Investment Services
- David Isaacson**, Beach Geeks, Inc.
- Sonia Johnston**, John Marshall Bank
- David Kinney**, Clarendon, LLC
- Tina Leone**, Ballston Business Improvement District
- Tad Lungert**, McGuireWoods LLC
- Pinkie Dent Mayfield**, Graham Holdings Company
- Greta Menard**, Capital MarCom
- Greg Mullan**, George Mason Mortgage, LLC
- Dr. Patrick Murphy**, Arlington Public Schools
- Barbara Nicastro**, The Law Offices of Barbara E. Nicastro
- Shy Pahlevani**, Hungry Marketplace, Inc.
- Joe Prentice**, Wells Fargo Private Mortgage - Team Martinson
- Greg Raines**, Dittmar Company
- Scott Reamy**, Dominion Energy
- Lindsey Rheame**, EagleBank
- Scott Ritter**, United Bank
- David Rowley**, Minuteman Press
- Marie Schuler**, Comcast Cable Communications
- Greg Smith**, M&T Bank
- Adrian Stanton**, Virginia Hospital Center
- Doug Taylor**, Bean, Kinney & Korman
- Darren Tully**, Freedom Bank
- Glenn A. Wait**, Joint Base Myer-Henderson Hall
- Tina Walker**, BAE Systems
- Marianne Ward-Peradoza**, Marymount University
- Jim Wilmot**, Arlington Community Federal Credit Union
- Todd Yeatts**, The Boeing Company



(L-R) 2017 Chair Tina Walker, 2018 Chair Lindsey Rheame, and Chair-elect Greg Hamilton

**Special Thank You to Our Annual Meeting Sponsors**

Grand Sponsor



President's Award Sponsor  
**395 Express Lanes**

Premier Sponsors  
**Bean, Kinney & Korman, P.C.**  
**CNA**

**George Mason University**  
**John Marshall Bank**  
**Monday Properties**  
**TD Bank**  
**United Bank**  
**Washington Workplace**  
**Waterford, Inc.**

Benefactor Sponsors  
**Ballston BID**  
**Clarendon Animal Care**

Patron Sponsors  
**BAE Systems**  
**Beach Geeks, Inc.**  
**The Boeing Company**  
**Donna Hamaker - Buck & Associates**  
**Graham Holdings Company**  
**Searle Business Solutions, LLC**  
**Todd Ihrig - H.D. Vest Investment Services**

## CARDS &amp; CLUBS

## Arlington Economic Development Announces Third Annual “Arlington Fast Four” Winners

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

**Arlington Economic Development** is proud to announce the winners of its third annual “Fast Four” competition. The competition recognizes companies with the fastest level of growth year over year in four revenue categories. Winners were announced at the Arlington Premiere business networking reception held Wednesday evening at the **Kettler Capitals Iceplex** in Ballston.

Courthouse-based Mind Body Health, LLC was named the winner in the Fast Four under the \$500,000 revenue category. Mind Body Health’s dietitians and psychologists specialize in providing individual psychotherapy and nutrition counseling for the treatment of chronic medical conditions, anxiety disorders, depression, eating disorders, weight management, insomnia and substance use disorders.

Taking the Fast Four award in the \$500,000 – \$1.5M category, digital marketing company Knucklepuck has grown from a one-person operation to 14 employees in less than three years and has grown its monthly recurring revenue by 369 percent. Knucklepuck creates holistic digital marketing approaches for clients and is committed to truly being a part of the community, not only working with local brands but also hosting regular teambuilding events that patronize local businesses.

Ballston-based Deep Learning Analytics was named a Fast Four winner for the third year in a row, this time in the \$1.5M-\$5M category. Deep Learning Analytics offers expertise in cutting edge data science, research, machine learning, artificial intelligence, predictive analytics and software engineering to deploy deep learning algorithms on small and power-efficient appliances and mobile devices. Deep Learning Analytics says its presence in Arlington has been critical due to its work with the Defense Advanced Research Projects Agency (DARPA) nearby.

Proximity to DARPA was also a big factor in locating in Arlington for the Fast Four \$5M – \$50M category, Apogee Research, LLC. Apogee conducts research and development of advanced computer network operations and intelligence, surveillance and reconnaissance capabilities to improve national security. The company has a healthy and growing portfolio of impactful DARPA projects, most initiated as seedlings, and is in the process of transitioning its first two software products (STITCHES on SoSITE and RAVEN on CFAR) to mission-critical Air Force and Navy systems.

“All of our winners represent Arlington’s culture of innovation. They saw a need, created a product, and are finding success here in Arlington,” said **Victor Hoskins**, Director of **Arlington Economic Development**. “It’s truly remarkable not only at the level of competition in fast-growing companies in Arlington, but that some of these companies have been honored year after year. It’s really a testament to the ability companies have to grow and succeed here.”

Participating companies were evaluated in the four revenue categories after an online application and were required to provide income statements to show proof of growth and revenue. To be eligible, companies had to be privately held and based in Arlington, showing year over year revenue growth over a three-year period.



## SHOPCHAMBER



Thank you to everyone who supported the Chamber's Retail & Restaurant during the month of December! Please support the Chamber's Financial Services members during the month of January and Business & Professional Services members during the month of February. 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. Be sure to tag the Chamber's social media accounts, as well. The first Friday of each month is ShopChamber Friday!

JANUARY

Financial  
Services

FEBRUARY

Business &  
Professional  
Services

## Promote Your Event Through the Chamber

Oftentimes, businesses pour money into advertising but get little in return for their investment. We're here to stop this trend with effective options that will help you achieve your goals and won't break the bank.

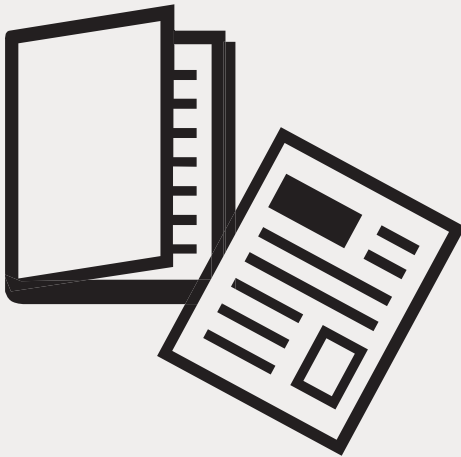
Of our many low-cost advertising options, these four opportunities below have proven to be most effective in helping our members promote their events:



### Weekly E-newsletter Ad *Nonprofits receive a 20% discount!*

Advertising in our e-newsletter is one of the most popular promotional options among our membership. Sent every week to over 3,500 Chamber members and business leaders across the Arlington community, an e-newsletter advertisement is an effective way to market your event. Your ad can be linked to the webpage of your choice.

- **RATE (for one ad):** \$125; Nonprofit: \$100
- **SIZE:** 558 x 150 pixels



### Arlingtonian Insert *Nonprofits receive a 20% discount!*

Our *Arlingtonian* newsletter highlights Chamber news and events, as well as information on key issues, initiatives, and happenings in and around Arlington. The bi-monthly publication is printed and mailed to every Chamber business and sent digitally to more than 2,000 individuals, making the opportunity to have your insert included an effective way to promote your event. Inserts can be printed on any color 8.5 x 11 in. paper with any color ink and can be single- or double-sided.

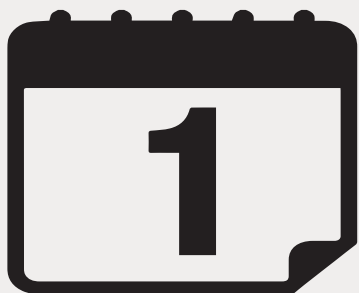
- **RATE:** \$320 for one insert; Nonprofit: \$224.  
\$600 for two inserts (\$300 for each); Nonprofit: \$420 (\$210 for each)  
\$840 for three inserts (\$280 for each); Nonprofit: \$588 (\$196 for each)



### Chamber Member Mailing Labels

Promote your event to other Chamber members by purchasing a package of mailing labels, which includes information for main contacts from over 700 local businesses and organizations.

- RATE:** \$200 for electronic formatted labels; \$100 for printed labels.
- TO ORDER:** Contact Brooke Foil, Operations Coordinator, at [chamber@arlingtonchamber.org](mailto:chamber@arlingtonchamber.org) or (703) 525-2400.



### Community Calendar **FREE**

Take advantage of the Chamber's Community Calendar to list your company's upcoming events. This is an excellent way to advertise events such as grand openings, galas, fundraisers, volunteer events, networking events, and more.

- To **add an event**, visit the Members Only portal on the Chamber website. Contact Brooke Foil, Operations Coordinator, at [chamber@arlingtonchamber.org](mailto:chamber@arlingtonchamber.org) or (703) 525-2400 with questions.

Contact Caroline Taylor, Communications Manager, at [communications@arlingtonchamber.org](mailto:communications@arlingtonchamber.org) or (703) 525-2400 for more information about advertising opportunities.

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

**ARLINGTON REALTY, INC.**  
celebrating **30** YEARS *Family Owned & Operated Since 1984*



RESIDENTIAL & COMMERCIAL SALES • LEASING • PROPERTY MANAGEMENT  
LICENSED IN VIRGINIA, DC & MARYLAND

**703.836.6000** • [ArlingtonRealtyInc.com](http://ArlingtonRealtyInc.com)

ARLINGTON REALTY, INC. • 764 S. 23RD STREET • ARLINGTON, VA 22202

**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!

Thanks Arlington Community! We are committed to making your banking experience special. Our focus is to provide "exceptional service" because that is what every customer deserves.

 2011–Arlington Chamber President Award  
 2013–Arlington Chamber Best Business Award  
 2016–Washington Business Journal Best Place to Work



2300 Wilson Boulevard, Arlington, VA 22201  
703-528-1770 • [JohnMarshallBank.com](http://JohnMarshallBank.com)

## THANK YOU!

- **Key Bridge Marriott** for hosting the December Board of Directors meeting
- **Residence Inn Ballston** for hosting the Annual Corporate Sponsors reception
- **Arlington Arts Center** for hosting the December Business After Business