

the Arlingtonian

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in this ISSUE

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ARLINGTONIAN
GRAND SPONSOR



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2018 Chamber Board EXECUTIVE COMMITTEE

Lindsey Rheume, 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 Carrillo, Arlington Public Schools*
 Crystal Christmas-Watson, Crystal City Marriott
 Nicole Collier, Nestlé
 Steve Cooper, Excella Consulting
 David DeCamp, Newmark Grubb Knight Frank
 David Dockendorff, M&T Bank
 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, Virginia Hospital Center Foundation
 Marty Freeman, JBG Smith
 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
 Geoff Kratville, Clark Construction
 Tina Leone, Ballston Business Improvement District
 Tad Lunger, McGuireWoods LLC
 Pinkie Dent Mayfield, Graham Holdings Company
 Greta Menard, Capital MarCom
 Greg Mullan, George Mason Mortgage, LLC
 Barbara Nicastro, The Law Offices of Barbara E. Nicastro
 Shy Pahlevani, Hungry Marketplace, Inc.
 Col. Kimberly Peeples, Joint Base Myer-Henderson Hall**
 Joe Prentice, Monument Home Loans
 Greg Raines, Dittmar Company
 Scott Reamy, Dominion Energy
 Lindsey Rheume, EagleBank
 Scott Ritter, United Bank
 David Rowley, Minuteman Press
 Marie Schuler, Comcast Cable Communications
 Adrian Stanton, Virginia Hospital Center
 Doug Taylor, Bean, Kinney & Korman, P.C.
 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

* Liaison, Arlington Public Schools

** Liaison, U.S. Military

CHAMBER STAFF

Kate Bates, President & CEO
 Mike Rosenow, Membership Director
 Sarah Lindner, Events Manager
 Scott Pedowitz, Government Affairs Manager
 Olivia McKay, Operations Coordinator
 Debbie Powers, Events Associate

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

chamber calendar

NOVEMBER

- 1 Thursday** **Breakfast Connection: Community Engagement Focused**
7:30-9:00 a.m.
Holiday Inn Rosslyn
- 5 Monday** **Ambassador Committee**
4:15-5:15 p.m.
Chamber Boardroom
- 7 Wednesday** **Government Affairs & Economic Development Committee**
9:00-10:30 a.m.
Chamber Boardroom
- 8 Thursday** **SMART Start**
4:00-5:15 p.m.
Chamber Boardroom
- 13 Tuesday** **Membership Development Committee Meeting**
4:00-5:00 p.m.
Phone Conference
- 14 Wednesday** **Executive Committee Meeting**
8:00-9:30 a.m.
Chamber Boardroom
- 15 Thursday** **Business After Business**
5:00-7:00 p.m.
EagleBank
- 16 Friday** **Board Meeting**
11:45-2:00 p.m.
Crowne Plaza Washington National Airport Hotel
- 21 Wednesday** **Government Affairs & Economic Development Committee**
9:00-10:00 a.m.
Chamber Boardroom
- 28 Wednesday** **Community Action Committee Meeting**
9:00-10:00 a.m.
Chamber Boardroom
- 28 Wednesday** **Small Business Roundtable**
11:45-1:00 p.m.
Chamber Boardroom

Visit the Chamber calendar to stay updated on the latest events.

Register online at www.arlingtonchamber.org or call (703) 525-2400

DECEMBER

- 3 Monday** **Ambassador Committee**
4:15-5:15 p.m.
Chamber Boardroom
- 4 Tuesday** **Small Business Roundtable**
11:45-1:00 p.m.
Chamber Boardroom
- 5 Wednesday** **Government Affairs and Economic Development Committee**
9:00-10:30 a.m.
Chamber Boardroom
- 6 Thursday** **SMART Start**
4:00-5:15 p.m.
Chamber Boardroom
- 7 Friday** **Sustainability Committee Meeting**
9:00-10:00 a.m.
Chamber Boardroom
- 11 Tuesday** **Membership Development Committee Meeting**
4:00-5:00 p.m.
Phone Conference
- 12 Wednesday** **Executive Committee Meeting**
8:00-9:30 a.m.
Chamber Boardroom
- 13 Thursday** **Business After Business**
5:00-7:00 p.m.
Arlington Arts Center
- 17 Monday** **Annual Corporate Sponsor Reception**
Exclusively open to Annual Corporate Sponsors
4:30-6:00 p.m.
Crown Plaza National Airport
- 19 Wednesday** **Government Affairs and Economic Development Committee**
9:00-10:30 a.m.
Chamber Boardroom
- 20 Thursday** **Board Meeting**
11:30-2:00 p.m.
Key Bridge Marriott

Questions?

For questions regarding events, contact Sarah Lindner, Events Manager, at events@arlingtonchamber.org or (703) 525-2400.

CHAIR'S MESSAGE

No man is an island. No business stands alone. No advocacy without a strong Chamber.

Can you start a new bank without investors, or open a store without merchandise and customers? Can you develop a new health club without people who want to exercise, stay in shape, and believe in a healthy lifestyle? Can you start a new government contracting business without government contracts... or a new cyber tech firm without customers who are concerned about cyber crime and compromised email? Can you open a new restaurant without a great cook or a menu that stands out in the crowd among other tastes and ethnic offerings?



Lindsey Rheume

And, once you're in business and sharing your talents, skills, and expertise, how do you protect your business from outside obstacles? Obstacles such as new zoning regulations, utility and public service interruptions, as well as permit changes, or unfair business practices. How do you grow and protect your interests when there are community and local government challenges that may disrupt your improvement plans and goals for growth? What happens when there are proposals to change parking or other means of direct access to your business and your neighbors' businesses?

Let's face it... **you have your Chamber.** You have a whole member group with the same concerns about local commerce, growing a business and building a community. Through the Chamber, you can network, learn from each other, share ideas and problem solve. You donate to, contribute in and celebrate with the community—you work to make it shine and grow. You educate, communicate, and reciprocate. You teach youth, promote business ethics, and encourage the spirit of entrepreneurship and business ownership. You give strength and support to one another. Above all else the Chamber is your **ADVOCATE.** Advocating for and with you, as a group, your Chamber makes the voice of business louder... the impact of its members stronger... and the outcome for business and the community enhancements more balanced and beneficial. May an ever-growing Arlington Chamber continue to provide the advocacy that is so important to every organization and business that gives life to our Arlington community.

Lindsey Rheume
EagleBank



THE COMMUNITY BANK OF THE NATION'S CAPITAL



can't-miss
EVENTS

SMART START

Maximize your membership at this free info and networking session on meeting new clients and utilizing your member benefits.

GRAND SPONSOR

Greg Mullan -



A Subsidiary of United Bank

PREMIER SPONSOR

Michael Garcia - State Farm Insurance

BREAKFAST CONNECTION

Bring your business to the table. Through roundtable power networking, attendees will exchange business cards, develop prospects, and share an elevator pitch.

GRAND SPONSOR



America's Most Convenient Bank®

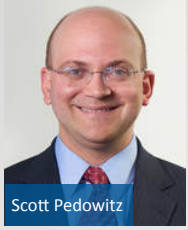
PREMIER SPONSOR

WGL Energy

BUSINESS AFTER BUSINESS

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

Chamber Hires Government Affairs Manager to Drive Member Advocacy Efforts



Scott Pedowitz

The Arlington Chamber has added a fulltime Government Affairs Manager to the team. Scott E. Pedowitz joined the Chamber staff in this role at the beginning of September. Scott brings to this new position a great deal of experience in working with Arlington County government, from years of volunteering with community groups, including serving as president of his civic association and the Clarendon Alliance and as a member of the Economic Development Commission. The addition of Scott to the team will help the Chamber to continue to grow their advocacy efforts, with a strong local focus, as well as an increased presence at the regional and state levels.

Members can be involved in shaping policy positions through the Government Affairs & Economic Development Committee, which typically meets twice a month in the Chamber Boardroom.

To be added to the committee distribution list, email chamber@arlingtonchamber.org.

Chamber Doubles Down on Support for Virginia Hospital Center Expansion

The Chamber called on the Arlington County Board to approve the Virginia Hospital Center's (VHC) site plan application without delay at its September 22 meeting. This action follows a previous letter that the Chamber sent to the Board in July.

For the continued health of the entire Arlington community and to serve our well-being as a premier location to live, work, and do business, it is essential that the proposed expansion of VHC move forward.



Virginia Hospital Center

Along with sending a letter, Chamber Government Affairs Manager Scott Pedowitz testified on behalf of the Chamber at the September County Board meeting. After nearly two hours of questioning on a range of topics, the Board voted to defer the decision on VHC expansion to December, requesting the hospital to make several adjustments to the proposed design prior to the project being approved.

Chamber Encourages County to Create a Process for Deploying Small Cell Wireless

The Chamber encouraged the Arlington County government to take a proactive approach in finalizing the process for the deployment of small cell wireless antennas. Quick action to ensure access to modern mobile communication networks will ensure that Arlington remains a leader in the use of new technology, a key element for business success.

Small cell antennas are a low profile, compact, and unobtrusive technology that can be deployed readily to congested areas, many times on existing structures, to increase network capacity and to provide enhanced voice and data services. The deployment of small cells will provide a better experience for consumers in Arlington who rely on enhanced mobile networks for work, school, and entertainment. In its letter, the Chamber promoted policies that will encourage investment in small cell infrastructure, starting with streamlining and standardizing the permitting process for the installation of small cell wireless antennas within the County.

Government Affairs Committee Discusses Local Issues with Arlington Government Staff

The Chamber's Government Affairs & Economic Development Committee held three meetings with Arlington County officials to discuss local policymaking in September and October.

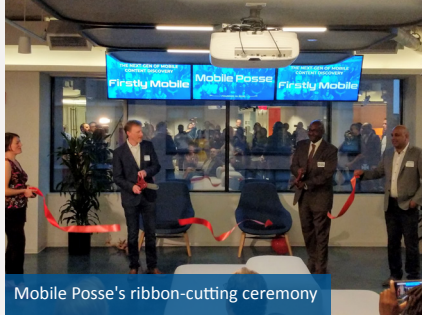
Dennis Leach of the County's Transportation Department presented an update on the Capital Improvement Program and answered questions about transportation investment priorities.

Natasha Alfonso-Ahmed of the Planning Division previewed the coming Lee Highway planning process, and shared how Chamber members can participate via the community forum. The County government is actively recruiting businesses and other stakeholders with an interest in Lee Highway to participate; the Chamber is happy to connect you if you would like to be part.

Russell Danao-Schroeder and Richard Tucker of the Housing and Planning Divisions, provided an update on the creation of incentives tied to the Housing Conservation Districts approved last year. The Chamber weighed in strongly then that the incentive package should be swift and comprehensive, and will continue to advocate for a robust package.

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.



Mobile Posse's ribbon-cutting ceremony

August 2 – Alex Held and Kate Bates attended **Crystal City Sports Pub's** anniversary party.

August 29 – Mike Rosenow attended the **DCA Live HR Leaders** event at WeWork Navy Yard.

September 6 – Mike Rosenow and Kate Bates attended the Arlington Connections networking group meeting at **Washington Workplace**.

September 8 – Kate Bates participated in the Arlington Police, Fire & Sheriff 9/11 Race hosted by the **Arlington Police Charitable Fund**.

September 12 – Scott Pedowitz participated in the Kickoff Summit for the Washington Metropolitan Area Transit Authority's (WMATA) Bus Transformation Project.

September 13 – Kate Bates, Mike Rosenow, and Alex Held attended the **Classic Cottages** Southern Soiree Ribbon Cutting. **Greg Hamilton** of **Arlington Magazine** was also a partner on the event.

September 19 – Alex attended Let's Talk Sales & Closing hosted by **BizLaunch**.

September 19 – Kate Bates attended the Volunteer Arlington Advisory Council Meeting.

September 22 – Scott Pedowitz testified at the County Board meeting in support of Chamber member **Virginia Hospital Center's** planned expansion.

September 26 – Mike Rosenow and Scott Pedowitz attended the open house for **Clarendon Home Services'** first custom home.

September 26 – Kates Bates spoke at the Arlington Hotel Summit 2018 at **Marymount University** co-hosted by Arlington Convention and Visitors Service and Arlington Chamber Hotel General Managers Committee. **Chris Raines** of **Holiday Inn Rosslyn** also spoke as Hotel GM Committee Chair. Mike Rosenow and Scott Pedowitz were in attendance as well.

September 26 – Kate Bates attended the Board of Trade Fall Business Classic at the International Spy Museum.

September 27 – Kate Bates, Alex Held, and Scott Pedowitz attended the ribbon-cutting celebration for **Mobile Posse's** new expanded office.



Brunch and Business Partners

September 27 – Kate Bates and Alex Held attended the Spirit of Community Award luncheon hosted by the **Arlington Community Foundation**.

October 2 – Mike Rosenow attended AED's Return of Creativity: An Arlington Asset at **Marymount University**.

October 3 – Kate Bates moderated *Brunch and Business: Navigating Trade Wars and Discovering Business Opportunities* panel, with Alex Held giving the welcome. The event was hosted by **Arlington Economic Development's BizLaunch** program in partnership with the Chamber and **Arlington Community Federal Credit Union**. Mike Rosenow and Scott Pedowitz also attended on behalf of the Chamber.

October 3 – Alex Held attended the **Leadership Center for Excellence's** 40 Under 40 happy hour honoring past and present honorees.

October 5 – Alex Held and Scott Pedowitz attended the DC Chamber of Commerce's State of the District and Region Conference.

October 10 – Alex Held and Scott Pedowitz attended The Case for Doing Business in Belgium hosted by **Arlington Economic Development**.

October 11 – Alex Held attended the Capital Area Gay and Lesbian Chamber of Commerce's (CAGLCC) monthly Chamber Connect hosted at the Hard Rock Café.



Scott Pedowitz and Alex Held join Lt. Gov. Justin Fairfax at the DC Chamber of Commerce's State of the District and Region Conference

The 94th
Annual Meeting



December 7, 2018 • 11:30 AM - 2:00 PM • Sheraton Pentagon City Hotel



Keynote Speaker

Don Fishman
Washington Capitals
 Assistant General Manager &
 Director of Legal Affairs

A key event for the Arlington business community, the 94th Annual Meeting will celebrate the Chamber's accomplishments of 2018, while looking ahead to what's to come in 2019. The luncheon will feature keynote remarks from **Don Fishman**, Assistant General Manager & Director of Legal Affairs for the **Washington Capitals**, who will provide insight into the operations and management of the 2018 Stanley Cup champions. The event will also include the presentation of the prestigious Chair's Award, President's Award, and Committee of the Year Award.

With over 300 anticipated attendees, the Annual Meeting is a can't-miss event for Arlington business and community leaders. Join us for this exciting celebration of Arlington businesses, and take advantage of the opportunity to build relationships with professionals from across the area.

Register at www.arlingtonchamber.org/events by **December 4, 12:00 PM.**

Grand Sponsor



Become an Annual Meeting Sponsor!

All sponsors will receive registrations to the event and have their company featured in Chamber promotional materials for the event. The deadline for sponsorships is **Friday, November 30 at 5:00 PM.**

Award Sponsor - \$1500

One table for 10 in a preferred location, plus verbal recognition during presentation of award at ceremony.

Premier Sponsor - \$800

One table for 10 in a preferred location.

Benefactor Sponsor - \$550

Seating for six in a preferred location.

Patron Sponsor - \$300

Seating for two in a preferred location.

Questions? Registration » Olivia McKay • chamber@arlingtonchamber.org • 703-525-2400 **Event** » Sarah Lindner • events@arlingtonchamber.org • 703-525-2400

CHRISTMAS TREE "O" CHRISTMAS TREE

**The Arlington Optimist Club's Christmas Tree Lot Opens
 Friday, November 23 9:00 a.m. - 8:00 p.m**

Hours of Operation

**Mon.-Thurs. 2:00 p.m. - 8:00 p.m. | Fri. 12:00 p.m. - 8:00 p.m.
 Sat. & Sun. 9:00 a.m. - 8:00 p.m.**

SAME LOCATION FOR 71 YEARS!

Lee Highway & Glebe Road --- on the Wells Fargo Parking Lot

**Help Support the Youth of Arlington!
 Purchase Your Tree From the Optimist Club of Arlington!**



www.optimistclubofarlingtonva.org



Sponsorships are an excellent way to increase visibility, while supporting Chamber events & programs. Contact the Chamber at chamber@arlingtonchamber.org or (703) 525-2400 for details.

THE 95th ANNUAL *Arlington Business Gala*

Save the date for Arlington's best night out...

When

Saturday, January 26, 2019

6:00-6:30 p.m.

VIP Reception and early screening of auction items for elected officials, Chamber directors, sponsors and their guests

6:30-8:00 p.m.

Silent Auction and cocktails

8:00 p.m. - 12:00 a.m.

Dinner is served, followed by dancing and live music

Parking

Complimentary valet parking for Gala guests during the event.

Where

The Ritz-Carlton, Pentagon City
1250 South Hayes Street
Arlington, VA 22202

Registration

\$199 per person - Early-Bird Rate
\$249 per person - Regular Rate

Registration includes a delicious three-course dinner, live music by The Bachelor Boys, dancing, open bar, and valet parking. The Early Bird registration rate expires on **Thursday, November 22.**

Sponsor the Gala

Sponsorships are available starting at **\$575**. All sponsorships include registrations and preferred seating for the event and your company featured on Chamber promotional materials for the event.

Donate an Auction Item

To submit your item, send the completed Silent Auction Donation Form to Sarah Lindner at events@arlingtonchamber.org before **January 11, 2019**. All items submitted to the Chamber by January 4, 2019 will be included in the electronic catalog.

Questions?

Registration » Olivia McKay
chamber@arlingtonchamber.org
703-525-2400

Event » Sarah Lindner
events@arlingtonchamber.org
703-525-2400

Grand Sponsor



members in the news

november & december MILESTONE ANNIVERSARIES



75 years
Arlington Heating & Air Conditioning, Inc.

15 years
Self Storage Plus

10 years
Carr Workplaces
TD Bank
Arlington Soccer Association

Have some news to share?

Let us know! Members in the News article submissions must be emailed to the Communications Manager and received by the first of the month prior to the publication month (i.e. April 1 for consideration in the May/June issue of the *Arlingtonian*), in order to be considered for inclusion.

Members should submit a press release or new article, along with photo options, if available.

For questions, contact communications@arlingtonchamber.org or (703) 525-2400.

Article inclusion is available on a limited basis and is not guaranteed. 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.

MTFA ARCHITECTURE

MTFA Architecture Wins T. David Fitz-Gibbon Virginia Architecture Firm Award

On October 3, **MTFA Architecture** was awarded the T. David Fitz-Gibbon Virginia Architecture Firm Award – the highest honor bestowed by AIA Virginia to a Virginia-based architecture firm.

“**MTFA Architecture** was founded with a vision to shape culture, commerce, and community through the built environment. This principle has consistently led our employees, clients and communities to reach accomplishments beyond

expectations.” said **Leah Lewis**, Marketing Coordinator at **MTFA**. “Our architecture powerfully represents each client’s vision to become a beacon that impacts and resonates throughout the community.”

 **AIA**
Virginia ARCHITECTURE FIRM AWARD



ARLINGTON COUNTY POLICE DEPARTMENT

Arlington Restaurant Initiative Launched to Maintain Nightlife Safety in Arlington County

Arlington County has launched a comprehensive and collaborative initiative to maintain the County’s vibrant nightlife while reducing alcohol related crime and building strong relationships between patrons, restaurants and government agencies. The Arlington Restaurant Initiative is a voluntary accreditation program that recognizes establishments that are committed to promoting responsible alcohol service and consumption.

“The **Arlington County Police Department** is committed to maintaining the safety of the County’s nightlife and entertainment areas while proactively addressing alcohol related crime and disorder,” says **M. Jay Farr**, Chief of Police. “The Arlington Restaurant Initiative supports this commitment and works collaboratively with County agencies and businesses to improve the standards of establishments that serve alcohol through education, partnerships and open lines of communication.”

The Arlington Restaurant Initiative (ARI) is an adaptation of the international restaurant accreditation program *Best Bar None*, which was established in the United Kingdom. *Best Bar None* was designed to increase safety for patrons and staff while increasing the economic viability of nightlife areas. Creating a safe environment can make businesses more profitable, lessens the draw on County resources, and improve community relations. The voluntary accreditation program provides effective practices to increase safety, including responsible alcohol service, public safety expectations, fire code/safety, food safety, and zoning compliance.

ARI was developed to increase the overall safety of customers, businesses and neighborhood residents in areas with nightlife and entertainment. Through a collaborative approach between government agencies and businesses, **Arlington County** will improve the strategies and standards of establishments that serve alcohol while building positive community relations, reducing crime and recognizing responsible businesses.

Arlington Chamber Members Named to Washington Business Journal's "Women Who Mean Business"

Congratulations to the esteemed women who earned the honor of being one of Washington Business Journal's "Women Who Mean Business." Over 400 nominations were submitted for these awards. Of these 400 nominations, only 25 women were chosen – 5 of which are Chamber members! Please join us in celebrating our members in this well-deserved honor!

Moina Banerjee, Executive Vice President of Acquisitions, **JBG Smith**

Valarie Camillo, Chief Revenue and Marketing Officer, **Washington Nationals**

Cecilia Hodges, Regional President, Greater Washington and Virginia, **M&T Bank**

Sonia McCormick, Senior Vice President, Director of Client and Community Relations, **PNC Bank**

Leslie Thornton, Senior Vice President, General Counsel and Corporate Secretary, **WGL Energy / Washington Gas**

Congratulations to all 25 honorees, and a special cheers to our Chamber Members!

welcome to our NEW MEMBERS!

Arts and Entertainment
Embracing Arlington Arts

Marketing & Public Relations
StandOut Communications LLC

Business and Professional Services
BMS LLC
Intelligent Office – Arlington
Source Office Suites

Nonprofits
Alzheimer's Association National
Capital Area
Jeanne Broyhill

Financial Institutions
Old Dominion National Bank

Restaurants
Good Company Doughnuts & Café
Nam Viet Restaurant

Fitness
Anytime Fitness Rosslyn
Pentagon Mixed Martial Arts, LLC

Retail
Staples

Healthcare
Eye See Optique

Telecommunications
AT&T Services, Inc.

Insurance
Assurance Agency

Travel & Transportation
Bird




Legal Services
General Counsel, P.C.

STAY CONNECTED

WITH THE CHAMBER IN 3 EASY WAYS:



1 Follow us on social media

  @ArlChamberVA
 ArlingtonChamberVA

2 Visit our website:
www.arlingtonchamber.org

3 Subscribe to our weekly
e-newsletter by visiting our
website

Send your new members
referrals to Mike
Rosenow, Membership
Director, at mrosenow@arlingtonchamber.org or
call (703) 525-2400.

holiday giving



Looking to make a difference in your community during the holidays? Your fellow Chamber members in the nonprofit sector have compiled a list of ways you and your business can contribute during the holiday season.

Arlington Food Assistance Center (AFAC)

Contact: Jolie Smith, jolie.smith@afac.org, (571) 384-1443

- For the upcoming holiday season, AFAC will be providing Thanksgiving turkeys and holiday hens to 3,300 Arlington families. For just \$25, you can sponsor one family meal for one of your neighbors in need. Visit afac.org/holidays for details.
- Organize a food drive to help AFAC collect food for Arlington families struggling against hunger. We'll provide you with boxes and will pick up the donated food.

Arlington Free Clinic

Contact: Alicia Nieves, anieves@arlingtonfreeclinic.org, (703) 979-1425, ext. 121

- Give patients the tools needed to maintain their oral health by donating toothbrushes/toothpaste (other basic hygiene items are also welcome).
- Keep our patients warm this winter as they work outside, take kids to school, or wait for the bus – donate warm hats, gloves, and socks for adults.

Animal Welfare League of Arlington

Contact: Kat Williams, kwilliams@awla.org, (703) 931-9241 ext. 220

- Help keep shelter animals hale and hearty this holiday season by making a donation to AWLA's Healthy Pet Fund. <https://www.awla.org/donate/healthy-pet-fund/>
- Surprise a shelter animal with a toy or treat from AWLA's Amazon Wish List. <https://www.amazon.com/gp/registry/wishlist/1YO0Z2O1AM1T>

Bowen McCauley Dance Company (BMDC)

Contact: Helen M. Chamberlin, helen@bmdc.org, (703) 910-5175

- Please support our K-12 programs by covering the costs to send one of 30 students through our after-school dance residency program at Kenmore M.S. Our dance classes are free, arts-integrated workshops and customized multi-day dance residencies for disadvantaged children.
- Please support our Dance for PD® program by covering the costs to send one senior to one of our free, weekly dance classes at Kenmore M.S. for the Fall/Spring season. Dance for PD is for seniors living with Parkinson's disease and their care-partners.

Bridges to Independence

Contact: Jeanette Tervonen, jtervonen@bridges2.org, (703) 525-7177 ext. 112

- Host a food or toiletries drive for families in our emergency shelter.
- Sign up to sponsor a homeless family for the holidays through our "Holiday Helpers" campaign.

Culpepper Garden

Contact: Linda Kelleher, lkelleher@culpeppergarden.org, (703) 528-0162

- Donate an Amazon Echo Dot to help residents stay connected in times of emergency.
- Help residents in need in our affordable community for low-income seniors by donating a \$25 or \$50 gift card to Target, Safeway or Giant.

Doorways for Women and Families

Contact: Marketa Reynolds, mreynolds@doorwaysva.org, (703) 504-9293

- Help our shelters feel like home for the holidays! Visit bit.ly/doorwayswishes to send items like cleaning supplies directly to Doorways via Amazon.
- Empower a family in our shelter or supportive housing with a gift card to Target or other affordable clothing and home goods stores. Visit www.doorwaysva.org/holidays for quick links to purchase these gift cards online.

Encore Stage & Studio

Contact: Rosemarie O'Connor, rosemarie.oconnor@encorestage.org, (703) 548-1154

- Bring Encore productions to life with amazing sets with a Home Depot gift card.
- Help children learn about the arts and themselves with an Amazon gift card for teaching supplies.

Just Neighbors: Immigration Legal Services

Contact: Erin McKenney, erin@justneighbors.org, (703) 979-1240

- Donate \$150 to help an asylee or refugee family apply for their greencards.
- Help a reunified immigrant family celebrate the holidays; donate a grocery store gift card.

NHMH Inc. (No Health without Mental Health)

Contact: Florence Fee, florencefee@nhmh.org, (415) 279-2192

- A new Epsom printer for NHMH office to support our federal health policy advocacy work.
- A financial contribution, which can be made directly to NHMH online via PayPal at www.nhmf.org

OAR of Arlington, Alexandria, and Falls Church

Contact: Stephannie Ku, sku@oaronline.org, (703) 228-7030 ext. 7132

- Support OAR's Annual Toy Drive! Each year, OAR hosts an Annual Toy Drive to collect new, donated gifts and toys for children of parents incarcerated locally for the holiday season. Visit our Amazon Wishlist to send gifts straight to our office (1400 N. Uhle St, Suite 704, Arlington, VA 22201): <http://bit.ly/OARwishlist> or visit our website at <http://bit.ly/OARTD18> to see locations of donation boxes set up throughout the DC metro area and for more information on how to get involved with our Toy Drive!
- Donate Target or Amazon gift cards in denominations of \$20 or \$25 for teenagers of parents incarcerated locally as a part of OAR's Annual Toy Drive.

Phoenix Bikes

Contact: Edoardo Buenaobra, edoardo@phoenixbikes.org, (703) 575-7762

- Conduct a used bike drive or donate an unwanted bike to support youth & community bike programs.
- Donate hardware store gift cards for stocking up bike shop supplies OR check out the supply wish list on Amazon (<http://amzn.com/w/3Q4YLLON272F4> or simply go to www.amazon.com > Wish Lists > Find wish list or registry > Search for "Phoenix Bikes")

All holiday contribution opportunities were submitted by nonprofit members of the Chamber. All of the Chamber's nonprofit organization members were notified about the opportunity to submit items to this list.

event highlights



Another Hole in One for Chamber's Second Cards & Clubs Event!

The Arlington Chamber of Commerce's second Cards & Clubs networking event on October 16 was a huge success, with a huge crowd of over 90 Chamber members and business professionals from across the area. Attendees enjoyed a fun-filled afternoon at **TopGolf Alexandria**, where they had the chance to network, hit some rounds, eat and drink, and take part in a silent auction.

Congratulations to our 2018 winners!

1st Place Team: Renee Aldrich, Richard Sobonya, Ryan McKinley, and Tamara Zamberlan of **National Capital Bank of Washington**

2nd Place Team: Jeffrey Knotts of Merrill Lynch, John McNamara of Atlas Lane, Lawrence Cheng of **Lawrence Cheng Photography**, and Robert Russel of **SERVPRO of South Arlington**

1st Place Individual: Renee Aldrich of **National Capital Bank of Washington**

2nd Place Individual: Richard Sobonya of **National Capital Bank of Washington**

Longest Drive: Darren Tully of **Freedom Bank**

Hole-in-one: Tamara Zamberlan of **National Capital Bank of Washington**

Most willing to succeed: Christy Marquez of **Dittmar Company**

Beat the Pro: Richard Sobonya of **National Capital Bank of Washington** and Ru Toyama of **Monument Home Loans**



The Chamber would like to thank our sponsors who helped make this event possible, including Grand Sponsor **Monument Home Loans**, Beverage Sponsor **EagleBank**, Lunch Sponsor **Burdette Smith & Bish, LLC**, and Hole-in-One Sponsor **Ballston BID**. We can't wait for next year!

13th Annual Scholar's Cup is a Big Hit!

The 13th Annual Scholar's cup mini-golf tournament was a huge success, with 100 percent of the event proceeds going to support the Chamber's **Young Entrepreneurs Academy (YEA!)**, a groundbreaking program that transforms middle and high school students into real business owners and operators. Over 100 golfers joined us for this exciting afternoon, and an excellent time was had by all.

Congratulations to our 2018 winners!

1st Place Team: Guests of Dan Blaine of **Danaher-Skewes & Associates**

2nd Place Team: Bill Fogarty of **Walsh, Colucci, Lubeley & Walsh, P.C.**, Johnny Landers, Liz Nohra of **Leadership Center for Excellence**, and David Rowley of **Minuteman Press Printing & Marketing Solutions**

Highest Individual Score: Tannia Talento of **Arlington Public Schools**

Lowest Individual Score: Mike Harinstein, Guest of Greg Mullan of **George Mason Mortgage, LLC**

The Chamber would like to thank **Upton Hill Regional Park** for hosting, **ROCKLANDS Barbeque and Grilling Company** for providing the delicious food, and A Sound Plan for deejaying the event. We look forward to seeing everyone next year!



Arlington and Regional Chambers Partner to Connect Local Vendors to Metro

The Arlington Chamber partnered with the Coalition of Northern Virginia Chambers for a special forum on October 15 at **George Mason University** to share opportunities to invest some of these funds in building our local businesses as we invest in maintaining our transportation network. More than 150 businesses from across Northern Virginia registered as vendors and met with individually with WMATA procurement officials to learn how they can compete for contracting opportunities with Metro.



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

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.

thank you!

- **Jamie Nicholas Printing and Windows Catering** for donating door prizes at the September Breakfast Connection
- **Medstar Capitals Iceplex and Washington Workplace** for hosting Business After Business
- **Animal Welfare League of Arlington, Block Advisors, Bonefish Grill, Jennifer Bush-Lawson Foundation, MedStar Capitals Iceplex, New District Brewing Company, and Washington Workplace** for donating door prizes at Business After Business
- **Virginia Hospital Center** for hosting Exclusive Night with da Vinci: The Art of Surgery Robotics



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

2015 BEST PLACES TO WORK



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