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## FEATURED EVENTS

### BREAKFAST CONNECTION WITH ALEXANDRIA CHAMBER

OCTOBER 12

7:30 a.m. - 9:00 a.m.

Holiday Inn Rosslyn

### SECRETS TO SUCCESS LIVE PODCAST

OCTOBER 24

5:00 p.m. - 7:00 p.m.

1776

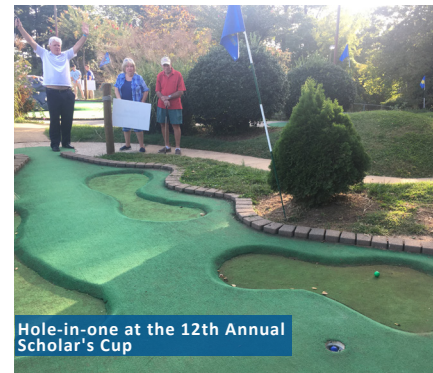
## ■ SCHOLAR'S CUP REVIEW

### 12th Annual Scholar's Cup

On Tuesday, September 19, nearly 120 golfers of all ages attended the Chamber's 12th Annual Scholar's Cup Mini-Golf Tournament at **Upton Hill Regional Park**. The event featured an 18 hole mini-golf competition, a delicious barbecue dinner provided by **ROCKLANDS Barbeque and Grilling Company**, and music from A Sound Plan.

The event was a great success, with 100 percent of the net proceeds going toward the Chamber's Young Entrepreneurs Academy (YEA!), a groundbreaking, 21-week program that transforms middle and high school students into real business owners and operators.

➤ Turn to page 9 for photos, event sponsors, and more details.



## ■ CARDS & CLUBS PREVIEW

### Reserve Your Spot Before They're Gone!

We're revamping one of our premier Chamber events this year to present our members with a brand-new, action-packed event – Cards & Clubs – on Thursday, October 19 starting at 12:30 p.m. If you're into expanding your network, team-building, client appreciation, or having some fun, then Cards & Clubs is the event for you. This all-inclusive, networking event is your perfect escape from the office for an afternoon to make valuable connections or bond with colleagues!



As the new and enhanced version of our previous Fall Outing golf tournament, Cards & Clubs will be held at **TopGolf**. **TopGolf** is not your average golf experience. The best feature of **TopGolf** is its unique format, which makes it perfect for everyone, no matter your experience level or athletic ability. For more seasoned or competitive golfers, this event will include a number of challenges and contests to win awards and prizes.



Want to take part in the fun, but skip the golfing? Not a problem! Cards & Clubs will also include networking, a lunch buffet, alcoholic beverage service, and a silent auction for all attendees to enjoy. Nearly 70 people have already registered and remaining spots will go quickly. Sign up before registration closes Thursday, October 12 at noon!

➤ To register, visit [www.arlingtonchamber.org/events](http://www.arlingtonchamber.org/events). For questions regarding registration, contact Hannah Dannenfeler at [chamber@arlingtonchamber.org](mailto:chamber@arlingtonchamber.org) or (703) 525-2400.

## THE CHAMBER

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 Hannah Dannenfelser, Operations & Special Projects Manager  
 Sarah Lindner, Events Manager  
 Debbie Powers, Events Associate

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

## OCTOBER AT THE CHAMBER

AMBASSADOR COMMITTEE MEETING	2 MONDAY 4:15 p.m. - 5:15 p.m. Chamber Boardroom
CHINA PRE-TRIP MEETING	3 TUESDAY 5:15 p.m. - 6:15 p.m. Chamber Boardroom
GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING	4 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Boardroom
SMART START	5 THURSDAY 4:00 p.m. - 5:15 p.m. Chamber Boardroom
MEMBERSHIP DEVELOPMENT COMMITTEE MEETING	10 TUESDAY 8:00 a.m. - 9:00 a.m. Cassatt's
EXECUTIVE COMMITTEE MEETING	11 WEDNESDAY 8:00 a.m. - 9:30 a.m. Chamber Boardroom
BREAKFAST CONNECTION WITH ALEXANDRIA CHAMBER	12 THURSDAY 7:30 a.m. - 9:00 a.m. Holiday Inn Rosslyn
YEA! BOOSTER COMMITTEE MEETING	12 THURSDAY 9:00 a.m. - 10:00 a.m. Chamber Boardroom
CHINA TRIP	16 MONDAY - 24 TUESDAY
MEMBERSHIP ENGAGEMENT COMMITTEE	17 TUESDAY 4:00 p.m. - 5:00 p.m. Chamber Boardroom
GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING	18 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Boardroom
GALA COMMITTEE MEETING	18 WEDNESDAY 3:30 p.m. - 4:30 p.m. Chamber Boardroom
CARDS & CLUBS	19 THURSDAY 12:30 p.m. - 4:30 p.m. TopGolf Alexandria
BOARD OF DIRECTORS MEETING	20 FRIDAY 11:45 a.m. - 2:00 p.m. Hilton Arlington
EDUCATION & WORKFORCE DEV. COMMITTEE MEETING	24 TUESDAY 4:00 p.m. - 5:00 p.m. Chamber Boardroom
SECRETS TO SUCCESS PODCAST	24 TUESDAY 5:00 p.m. - 7:00 p.m. 1776
COMMUNITY ACTION COMMITTEE MEETING	25 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Boardroom
SMALL BUSINESS ROUNDTABLE	25 WEDNESDAY 11:45 a.m. - 1:00 p.m. Chamber Boardroom
BUSINESS AFTER BUSINESS: MEET THE NONPROFITS	26 THURSDAY 5:00 p.m. - 7:00 p.m. M&T Bank

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.

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

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 Greg Mullan -  
**GEORGE MASON MORTGAGE, LLC**  
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## BREAKFAST CONNECTION

This month's Breakfast Connection will be co-hosted with the Alexandria Chamber. You can promote your business and double your prospects before the workday even begins! This event focuses on roundtable power networking and provides attendees the chance to exchange business cards, develop new prospects, and share a 60-second elevator pitch with each table.

12 THURSDAY  
7:30 - 9:00 a.m.  
Holiday Inn Rosslyn  
1900 North Fort Myer Drive  
Arlington, VA 22209

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## BUSINESS AFTER BUSINESS

## Meet the Nonprofits

End your busy workday on a high note with delicious food and drinks, mixer-style networking. At this Business After Business, attendees will get to connect with nonprofits and learn about their work. Those present will also have the chance to win great door prizes, including cash from the jackpot.

26 THURSDAY  
5:00 - 7:00 p.m.  
M&T Bank  
4736 Lee Highway  
Arlington, VA 22207

  
 Understanding what's important™

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.

## Take Advantage of the Chamber's Many Opportunities to Support Your Business

The Arlington Chamber's volunteer committees worked closely together with the Chamber staff in August to recognize all of our outstanding members during Chamber Member Appreciation week. Volunteers from the Ambassador, Membership Engagement, and Membership Development Committees helped the staff visit every single non-home-based member business located in Arlington. In addition to getting a visit from these many friendly faces, the members received a "buy one, get one free" coupon to a Business After Business networking event that could be redeemed during August, September, or October. If you have not taken advantage of this offer yet, be sure to redeem your BOGO coupon at the October Business After Business at **M&T Bank** on Thursday, October 26!



Tina Walker

But more important than any tangible expression of appreciation is the Chamber's commitment to serving the Arlington business community. It is important that our members realize how appreciated they are – not just during one week of the summer, but every day of the year. The Chamber is a proud partner for your business and businesses across our area. The Chamber provides support focused on advocacy, education, marketing, and community engagement.

Your Chamber membership is an asset to your organization. No matter what you're hoping to accomplish, the Chamber can help. **Christine Searle**, owner of **Searle Business Solutions, LLC**, is just one excellent example of this. In a recent post on the Chamber's blog celebrating her business' three year anniversary, Christine explained how she used the Chamber as a platform to spread the word about her work and became involved by joining committees, participating in programs, and taking advantage of opportunities to educate others about her work. Now, three years after leaving her full-time job to start her new business, Christine's business is doing exceptionally well and she credits her engagement in the Chamber for helping achieve business goals so quickly.

As the summer winds down and we move into the fourth quarter of the year, businesses are reviewing their annual budgets and strategizing for the upcoming year. At this time, I encourage you to take some time to think about incorporating some of the opportunities that the Chamber provides to your business and your employees.

If you're seeking to promote an event, new initiative, or just spread the word about your business, you should strongly consider one of the Chamber's many low-cost advertising opportunities. Businesses aiming to make an impact at one of our signature events or reach a specific audience at one of these events should consider becoming a sponsor. If you want to meet more people and develop new connections, be sure to attend the Chamber's many networking events.

Not sure where to begin? Attend the October SMART Start on Thursday, October 5, which acts as a "Chamber 101" that teaches you more about the benefits of membership and help steer you towards opportunities that will help you accomplish your goals. Another important resource for you is the Chamber staff. The staff is incredibly hardworking and always ready to help you however possible.

**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.



## CONGRATULATIONS!

### ■ TWENTY-FIVE YEARS

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**HOLIDAY INN NATIONAL AIRPORT**  
**ORGANIZE YOUR ESTATE, INC.**  
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### ■ FIVE YEARS

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## WELCOME NEW MEMBERS

### ■ ARCHITECTURE & CONSTRUCTION

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## MEMBERS IN THE NEWS

### ■ SYCAMORE SCHOOL

## Sycamore School Features Inaugural Student Class at Ribbon-Cutting Ceremony

A crowd of 60 community leaders, students, families, and supporters gathered for the **Sycamore School's** recent ribbon-cutting ceremony. Kate Bates of the Arlington Chamber of Commerce, **Tina Leone** of the **Ballston BID**, **Karen Bate** of **Awesome Women Entrepreneurs**, and **Justin Miller** of **Caruthers Properties, LLC** offered inspiring remarks about the role of small schools, the innovative use of commercial space for education, and the proximity of the school to businesses, nonprofits, and green spaces, from which the school can develop community partnerships.

"I believe school can be a place where students not only develop a love of learning, but we can provide them with a great education in a way that doesn't stress them out," said **Dr. Karyn Ewart**, the **Sycamore School's** Founder and Head of School.



Kate Bates and community leaders participate in Sycamore School's ribbon-cutting ceremony

"The Arlington Chamber is proud to congratulate the **Sycamore School** on its launch and commend **Dr. Ewart** for her innovation," said Kate Bates, President & CEO of the Arlington Chamber of Commerce. "We are excited to see how the school positively impacts its students and Arlington as a whole. We also look forward to working together on opportunities that support our community, including the Young Entrepreneurs Academy (YEA!) program, which teaches middle and high school students how to launch and operate their own businesses."

The **Sycamore School**, Arlington's only nonprofit independent secondary school, began classes on September 5 with an inaugural class of 6th-8th graders. An Arlington parent and psychologist, **Dr. Ewart's** career in education-based settings was the impetus for creating a school where adolescents can develop a love of learning in a low-stress, high-interest environment. The **Sycamore School** is a 501(c)(3) nonprofit; the school provides scholarships and financial assistance for students who demonstrate need.

### ■ ARLINGTON PUBLIC SCHOOLS

## Wakefield High School Teacher Named Virginia Teacher of the Year

On September 18, **Michelle Cottrell-Williams**, a social studies teacher at **Wakefield High School**, was named 2018 Virginia Teacher of the Year at a recognition ceremony in Richmond. **Cottrell-Williams** was selected from eight regional winners to be the commonwealth's nominee after being interviewed by a committee that included representatives of professional and educational associations, the business community, and 2017 Virginia Teacher of the Year Toney Lee McNair Jr. of Chesapeake.



Wakefield's Michelle Cottrell-Williams (center) named Virginia Teacher of the Year

**Cottrell-Williams** is an 11-year veteran of the classroom as a social studies teacher for grades 9-12. She earned her bachelor's degree from Utah State University and a master's degree from **George Washington University**.

**Cottrell-Williams** will join her counterparts at the National Teacher of the Year award ceremony at the White House this spring, when the national winner will be announced.

## ■ STANTEC ARCHITECTURE

## Stantec Architecture Positioned for Growth with Move to New Arlington Office

**Stantec**, a global architecture and design firm, recently opened a new office in Arlington in the Clarendon neighborhood. Twinned with the firm's downtown Washington, D.C. office and new staff from the recent acquisition of RNL Design, **Stantec** now features a 100-person National Capital Region studio. **Stantec** also has offices on 12th Street in Washington, D.C. and in Rosslyn.

The firm has long been active in the local architecture community and is known for transformational design for K-12 and higher education, workplace, science and technology, and healthcare clients throughout the United States. Ranked one of the largest architecture firms in the country, the Northern Virginia office is part of a 5,000 person strong buildings team.

"We're thrilled to be in the middle of this vibrant, growing local community," says **Gene Kluesner, AIA**. "Along with our D.C. location, our beautiful new Arlington office is convenient for our staff, and our clients, and provides a great vista to inspire future growth."



Interior view of Stantec's new Arlington office

## ■ MARYMOUNT UNIVERSITY

## U.S. News & World Report Ranks Marymount in Top Tier of Universities in the South

**Marymount University**, once again, has been ranked in the top tier among Regional Universities in the South in several categories, ranking 52nd overall in the 2018 edition of "Best Colleges" by *U.S. News & World Report*.

The annual rankings help students worldwide compare the academic quality of more than 1,800 U.S.-based schools. The U.S. News rankings focus on academic excellence, with schools ranked on up to 15 measures of academic quality. Overall, the rankings emphasize student outcomes, including graduation and retention rates, which carry the most weight.

"It's an honor to be consistently recognized in the rankings by *U.S. News & World Report* among the top regional colleges in the South," said **Marymount** President **Dr. Matthew D. Shank**. "We're also pleased that the report recognizes the strength of our ethnic diversity, our value for veterans and the welcoming atmosphere we provide for our international students. Plus, it notes the great value a **Marymount** education provides!"

## ■ C3 FINANCIAL SERVICES

## C3 Financial Services' Carl Lander to Release First Book

**Carl Lander**, owner of **C3 Financial Services**, announced that he will be releasing his first book, *Bite Size Budgeting*, in October. In his book, **Carl** offers a practical approach to personal budgeting in small pieces. It provides a step-by-step guide to building a successful budget with straightforward worksheets. The book includes inspirational quotes, stories, insight into areas that be distracting, and easy-to-follow instruction.

"I didn't plan on writing a book, but was inspired by a good friend to take action, and that's what the book is about – taking action," said **Lander**. "Budgeting is one of those things that people know they should do, but can find it intimidating. That's why I wrote it in sections, so you can do one section at a time and put it all together."

## ■ CONSULTING

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*Founded by Tianlu Redmon, we offer English to Chinese and Chinese to English translation and interpretation services to businesses. In addition, we provide language and cultural training to companies and executives.*

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*We are a Catholic agency that coordinates and partners with others to find resources to provide works of mercy and services to those most in need.*

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*Clarendon's premier sports & game lounge*

## ■ TRAVEL &amp; TRANSPORTATION

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Steve Taylor  
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Arlington, VA 22202  
Phone: (480) 882-8000  
E-mail: staylor@lyft.com  
Web Address: www.lyft.com  
Referred by: Angie Fox, Crystal City BID  
*Lyft is a transportation network company based in San Francisco, California with a regional office in Washington, D.C.*

## CHAMBER SCENE: AUGUST-SEPTEMBER

## 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.

August 19 – Hannah Dannenfelsler volunteered at **Culpepper Garden** with graduates of the **Leadership Center for Excellence's** Young Professional Program. Afterwards, Hannah and her volunteer team gathered at **ROCKLANDS Barbeque & Grilling Company**.

August 25 – Alex Held attended the Career & Technical Instructors orientation at the **Arlington Career Center** to promote the Young Entrepreneurs Academy (YEA!) and build relationships with local schools.

August 26 – Alex Held and Hannah Dannenfelsler attended the Police, Fire, and Sheriff Block Party at Kenmore Middle School.



Sycamore School ribbon-cutting ceremony

August 31 – Hannah Dannenfelsler attended Coffee with a Cop at **Don Tito**.

September 6 – Hannah Dannenfelsler served as class speaker for the **Leadership Center for Excellence** Young Professionals Program opening retreat.

September 9 – Hannah Dannenfelsler participated in the **17th Annual Arlington Police, Fire & Sheriff 9/11 Memorial 5K**.

September 11 – Kate Bates attended the Virginia Chamber Leadership Roundtable meeting, featuring Stephen Moret, President & CEO of Virginia Economic Development Partnership.

September 11 – Hannah Dannenfelsler attended Arlington County's September 11 ceremony, which was attended by all of Arlington County's elected officials, as well as some members of the Virginia General Assembly.

September 12 – Kate Bates attended the U.S. Chamber of Commerce's Small Business Series Summit.

September 12 – Kate Bates delivered remarks at the **Sycamore School** grand opening ceremony. Mike Rosenow and Alex Held were also in attendance.



Stantec Architecture ribbon-cutting ceremony

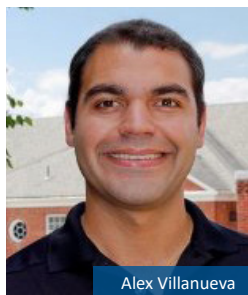
September 14 – Kate Bates spoke at the ribbon-cutting ceremony for **Stantec Architecture's** new office in Clarendon. Mike Rosenow also attended.

September 14 – Kate Bates, Mike Rosenow, Alex Held, and Hannah Dannenfelsler attended the **Mercedes-Benz of Arlington** 80th Anniversary celebration.

## Hear from Young Entrepreneur and Sprynt CEO at Our Next Live Podcast

Join the Arlington Chamber on Tuesday, October 24 for the second episode of our live podcast series, Secrets to Success, with **ARLnow**, where an Arlington business professional offers personal insight and shares how they came into their career and established themselves in the business world.

This recording will feature young entrepreneur **Alex Villanueva**, the founder and CEO of **Sprynt**, an environmentally friendly ride-hailing app that serves North Arlington. Our moderator, **Scott Brodbeck** of **ARLnow**, will lead the discussion with **Alex**, through which audience members will learn about his personal story, philosophy on business, and how he turned his business idea into a reality. The podcast will be recorded before a live audience and online.



Alex Villanueva

Why attend if you can listen online? For the low cost of only \$25 to attend, live audience members will have the exclusive opportunity to ask **Alex** questions during the Q&A portion of the podcast, which will not broadcast online. Attendees will also have the chance to build their connections with other business professionals during a special networking portion of the event, while enjoying light bites and beverages from **Ruth's Chris Steak House**, courtesy of the **Crystal City BID**.

► To register, visit [www.arlingtonchamber.org/events](http://www.arlingtonchamber.org/events). For questions regarding registration, contact Hannah Dannenfelser at [chamber@arlingtonchamber.org](mailto:chamber@arlingtonchamber.org) or (703) 525-2400.

SPECIAL THANKS TO



## BUSINESS ADVOCACY

### Chamber Supports Virginia Railway Express Platform #2 as Best Option to Accomplish Transit Goals

On September 1, the Chamber sent a letter to Arlington County Manager Mark Schwartz, endorsing the Virginia Railway Express (VRE) Platform Location #2 as the location option that best positions Crystal City and greater Arlington County as a regional multi-modal transit hub. The Chamber's position echoes that of the commercial members of the Crystal City Citizen Review Council, who researched the number of jobs within the half-mile radius surrounding each location option. In the letter, the Chamber expresses support of the commercial members findings, which show that the direct connection to Metro, offered by Location #2 through the newly planned Metro entrance, would be vital to accomplishing current and future transit goals.



#### Additional business advocacy updates include:

*September 6 – The Chamber co-hosted the Northern Virginia Regional Elected Leaders Summit, featuring policymakers and influencers from across the area, including Arlington County Chair Jay Fisetete. This panel event provided many of Northern Virginia's business leaders the opportunity to hear about the economy in each jurisdiction, as well as new and ongoing initiatives aimed at fostering economic growth.*

*September 13 – Kate Bates attended the Greater Washington Board of Trade's Chamber executives meeting.*

*September 20 – The Chamber's Government Affairs & Economic Development Committee held a meeting with Virginia State Senators Adam Ebbin and Janet Howell on key matters impacting the Arlington business community.*

► 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.

### CONNECT WITH THE CHAMBER



Arlington Chamber Blog  
[arlingtonchamber.org/blog](http://arlingtonchamber.org/blog)



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## Connecting Business & Nonprofits for Deeper Community Engagement

In today's world, relationships between businesses and nonprofits go much farther than writing a check. By regularly engaging in the community, businesses not only help better our area, but are able to form valuable partnerships with nonprofit organizations, who benefit from their involvement.

Join the Chamber and our Community Action Committee at our next Nonprofit Forum on Wednesday, November 15, where a panel of business representatives will explain how businesses can grow their corporate social responsibility (CSR) to deepen their engagement with the community and support local nonprofits. This interactive forum will teach businessmen and women about the many ways a strong CSR can improve your company and how to implement this program at your company. Nonprofits will learn how to target businesses interested in expanding community engagement, in order to put their organization in an attractive position to form a partnership.

To sign up or learn more, visit [www.arlingtonchamber.org/events](http://www.arlingtonchamber.org/events). The deadline to register is Tuesday, November 14 at noon. Registration includes lunch. For questions regarding registration, contact Hannah Dannenfelsler at [chamber@arlingtonchamber.org](mailto:chamber@arlingtonchamber.org) or (703) 525-2400.



SPECIAL THANKS TO



## CHAMBER MEMBERSHIP BENEFITS

### Five Secrets of Chamber Membership

By Alex Held, Membership Engagement Manager, Arlington Chamber of Commerce

While many members are aware of benefits of Chamber membership such as business advocacy, networking opportunities, and educational opportunities, which are regularly communicated through our weekly e-newsletter, many are not aware of the Chamber's fringe benefits offered to members – until now.



- 1. Meeting space:** With 33 percent of our membership encompassing solopreneurs, it's no surprise that the Arlington Chamber of Commerce offers its meeting space to members at no cost. Members are able to utilize our office's boardroom – based on availability – which holds about 20 comfortably, or our small conference room, which holds eight comfortably, once a month at no cost to the member. Our office is conveniently located in the Courthouse area, just steps away from the Courthouse Metro. Looking for a place to book your next leadership retreat? Contact Hannah Dannenfelsler at [chamber@arlingtonchamber.org](mailto:chamber@arlingtonchamber.org) and ask for our boardroom guidelines to find out more.
- 2. Discounts on goods and services:** The Chamber staff has long promoted the fact that members are able to upload coupons to our website. Lately, we have received a number of great coupons. Curious about those little blue and white smart cars parked around Arlington? **Car2Go** gives you the chance to take one of these cars for a spin with a coupon for \$10 worth of free drive time. In need of printing services? Enjoy a coupon from **Minuteman Press**. Additionally, thanks to the work of the Chamber's Education & Workforce Development Committee, members are able to receive discounts off IT/information security certifications, foreign language classes, and in some cases university tuition.
- 3. Job Bank:** With the launch of the Chamber's new website last year, we included a job bank feature as a benefit of membership, which has proven to be quite popular among many of our members.
- 4. Chamber Blog:** Despite serving as one of the Chamber's most popular fringe benefits, many members are still unaware of the opportunity to establish themselves as a thought leader on a particular topic by contributing to the Chamber's blog. In addition to educating readers about your industry or a specific topic, blog authors have their post promoted on the Chamber's Facebook and Twitter, as well as in our e-newsletter, which is sent every week to over 3,000 people across the business community. To learn how to contribute to our blog, contact Caroline Taylor at [communications@arlingtonchamber.org](mailto:communications@arlingtonchamber.org).
- 5. Community Calendar:** Long a popular option for gaining visibility for your event, the Chamber's community calendar is a great opportunity not only for members looking for additional networking opportunities, but also for members who are looking to increase visibility for their event.

With so many benefits available to members, we wanted to make sure these excellent features of Chamber membership were not kept a secret. Be sure to read our e-newsletters and *Arlingtonian* and also regularly check our website to stay updated on the latest offerings, news, and other updates. No matter your needs, we are here to help however we can. Please feel free to contact us at (703) 525-2400 to let us know how we can assist you.



## Thanks to All Who Helped Support YEA!

The 12th Annual Scholar's Cup mini-golf tournament was a huge hit, with 100 percent of the proceeds going to support the Chamber's Young Entrepreneurs Academy (YEA!). YEA! is a groundbreaking, 21-week program that teaches students, ages 11-18, how to launch and operate their own business. Congratulations to our 2017 winners!

**1st Place: David Isaacson of Beach Geeks, Inc.,** Mike Bauer, Kate Graham, and Missy Park

**2nd Place: Todd Ihrig - H.D. Vest Investment Services** team: Irv Schindler, Brenda Schindler, and **Chandler Fox of FOXCRAFT Design Group**

**Highest Individual Score:** Atticus Kinney, son of **David Kinney of Clarendon, LLC**

**Lowest Individual Score: Chandler Fox of FOXCRAFT Design Group**

The Chamber would like to thank **Upton Hill Regional Park** for hosting, **ROCKLANDS Barbeque and Grilling Company** for providing the delicious food, **Corporate Apartment Specialists** for updating our event logo and t-shirt design, and A Sound Plan for deejaying the event. We look forward to seeing everyone next year!



12th Annual Scholar's Cup 1st place winners



### Special Thanks to Our Sponsors

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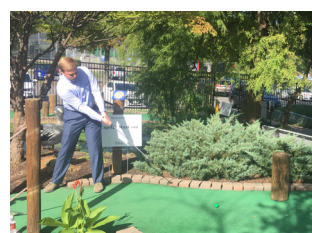


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- Todd Ihrig - H.D. Vest Investment Services | Waterford, Inc.
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**SHOPCHAMBER**



Thank you to everyone who supported the Chamber's Real Estate & Construction members during September! Please support the Chamber's Communications & IT members during the month of October. A complete list of Communications & IT members can be found on the Chamber website under 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!

**OCTOBER**

**Communications & IT**

**93RD ANNUAL MEETING**

The Arlington Chamber will host its 93rd Annual Meeting on Friday, December 8 at the **Sheraton Pentagon City Hotel**. A key event for the Arlington business community, the Annual Meeting will celebrate the Chamber's 2017 accomplishments and detail initiatives and developmental plans for 2018. The annual President's Award, Chair's Award, and Committee of the Year Award will be presented to this year's winners. Attended by the "who's who" of Arlington, this event provides guests with high level networking opportunities.

The Chamber currently has a number of sponsorship opportunities available. For more information or questions regarding sponsorships, please contact Alex Held at (703) 525-2400 or [aheld@arlingtonchamber.org](mailto:aheld@arlingtonchamber.org).

■ To register, visit [www.arlingtonchamber.org/events](http://www.arlingtonchamber.org/events). For questions regarding registration, contact Hannah Dannenfelser at (703) 525-2400 or [chamber@arlingtonchamber.org](mailto:chamber@arlingtonchamber.org).



**NONPROFIT SPOTLIGHT**

**Culpepper Garden Helps Lower-Income Older People Remain in Our Community**

By Linda Kelleher, Culpepper Garden

We all want the best for our parents and grandparents. We want them to be safe, have access to services, and live with dignity in a caring environment, regardless of their income. We also want them nearby so they can be close to family and friends.

The need for affordable senior housing in Arlington is increasing. Based on census forecasts, the number of older adult households in Arlington is expected to grow three times faster than all other households in the next decade. Many of those older residents will be low-income.

**Culpepper Garden** is Arlington's largest senior community for people over age 62 on a very limited income. It is the only facility that provides both affordable independent and assisted living. Nationally recognized as a model for senior living, it was the first in the United States to combine affordable housing with assisted living. At Culpepper Garden, quality meets affordability. Our 340 apartments are located on four+ acres at 4435 North Pershing Drive.



**Culpepper Garden** residents age in place with the security of knowing that as needs increase, they can transition to assisted living – and remain in the community they love – regardless of income. Fundraising, in partnership with Arlington County, assures that no resident will ever have to leave assisted living because they cannot afford it and supports a growing variety of resident programs.

We welcome volunteers and partners to lead enrichment, health and wellness, and entertainment activities that create a strong sense of community. Residents actively volunteer by reading to Barrett Elementary Pre-K students, providing Plots Against Hunger for **Arlington Food Assistance Center (AFAC)**, and heading music, cultural and exercise programs.

Our residents come from all walks of life and ethnicities and range in age from 62- to 101-years-old, 69 percent are female and most live alone. All have a connection to Arlington and have limited retirement income. Forty-four percent of residents have an annual income less than \$15,220. **Culpepper Garden** will soon begin a major renovation of the original 204 apartments built in 1975. Residents, who will be relocated onsite during construction, will return to apartments with new fixtures, finishes, and systems.

Arlington Retirement Housing Corporation, 501(c)(3), nonprofit owner of **Culpepper Garden**, provides and advocates for high-quality, affordable housing services and programs that allow lower-income older persons to thrive. For more information, visit [www.culpeppergarden.org](http://www.culpeppergarden.org) or call (571) 970-1210.

## Improving Your Self-Confidence

Let's face it – you can be your own worst enemy. We all can. Fear of failure swirls around your brain and influences your decisions more often than you may realize, but the good news is that neuroscientists have proven that you can be in charge of the messages in your brain. At the Chamber's August Small Business Roundtable, **Amelia Truett** of **TruPartner Coaching** led a discussion on the concepts of self-trust and self-confidence. Attendees were shown an easy-to-use tool to build self-trust and taught how to create a simple action plan to improve self-confidence.

Key focus points:

- The difference between self-trust and self-confidence
- The #1 way you can be your own worst enemy
- How we can strengthen our self-trust and self-confidence

The key differences between self-confidence and self-trust:

- Trust looks inward
- Confidence projects outward

The interactive roundtable discussion centered around what happens to a person when his or her self-trust and self-confidence dips and how that can have a serious effect on one's business and career. The key to turning this dynamic around is to understand that the number one way a person can be their own worst enemy is by eroding their self-confidence from the inside out. The wonderful thing about a person's mind is that the person has the ability to "turn down the volume of negative messages" in their heard and can replace this negativity with more positive and accurate messages.

By using positive body language and posture to support self-confidence, the fastest way for a person to make sustainable changes is to pay attention to what is going on in their head. By tracking one's negative feelings, a person can detect patterns and learn how to strengthen their self-confidence.

## ARLINGTON ECONOMIC DEVELOPMENT

### Arlington Visitors Set New Spending Record in 2016

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

It was another record-setting year for visitation to Arlington. Tourism in the County generated \$3.12 billion in local travel spending in 2016, up 2 percent from the previous year, according to the U.S. Travel Association. Visitors also supported nearly 26,000 jobs in the County and nearly \$209 million in combined state and local taxes.

All are new records for Arlington, which has led Virginia counties in visitor spending since 2009.

"Tourism continues to be an incredibly vibrant sector in Arlington's economy," Arlington County Board Chair Jay Fissette said. "Through jobs, spending at Arlington businesses and tax revenues that support local schools and services, tourism will always be a key to our economic growth."

The 2016 tourism data, relayed through the Virginia Tourism Corporation (VTC), is based on domestic visitor spending (travelers from within the United States), from trips taken 50 miles or more away from home.

"These excellent results are a testament to the strength of our hospitality community and its longstanding collaboration with the County in marketing Arlington to potential visitors," Arlington Chamber of Commerce President and CEO Kate Bates said. "We are proud of the exceptional work of our hotels, whose dedication to top quality service continues to attract more visitors to our area."

Support from the Arlington County Board and Arlington Chamber of Commerce for increased investment in tourism promotion has yielded results, said **Victor Hoskins**, Director of **Arlington Economic Development**. "It has dramatically expanded our ability to showcase Arlington and its businesses to meeting planners, consumers, tour operators and journalists – domestically and around the globe," **Hoskins** said.

GRAND SPONSOR



The Small Business Roundtable is an open forum discussion of topics essential to the success of small businesses. It is free for members, though registration is required, and is held the last Wednesday of each month in the Chamber Boardroom.

REGISTER NOW:

OCTOBER SMALL BUSINESS ROUNDTABLE

25 WEDNESDAY

11:45 a.m. - 1:00 p.m.

Chamber Boardroom

TOPIC: Cloud Accounting Using QuickBooks Online for Growing Businesses

Presented by David Wendroff of Wendroff & Associates, CPA



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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.

**THANK YOU!**

- Ginkgo Street Labs and Jamie Nicholas Printing & Graphics for donating door prizes at the September Breakfast Connection
- Crystal City Marriott for hosting the September Board of Directors meeting



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