

FEATURED PHOTOS: Community Action Committee Co-chairs Kerry Lombard and Linda Kelleher welcome the 60+ attendees to the Nonprofit Focused Breakfast Connection.

SPECIAL THANKS TO  
ARLINGTONIAN  
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## SAVE THE DATE

### HOLIDAY CHEER ON TAP

**DECEMBER 12**  
5:50 - 7:30 p.m.  
World of Beer  
Co-hosted with the Ballston BID

### 89TH ANNUAL MEETING

**DECEMBER 13**  
11:30 a.m. - 2:00 p.m.  
Sheraton Pentagon City Hotel



## ANNUAL MEETING PREVIEW

### The Chamber's 89<sup>th</sup> Annual Meeting

The Arlington Chamber of Commerce is pleased to host its 89<sup>th</sup> Annual Meeting on Friday, December 13 at the Sheraton Pentagon City Hotel beginning at 11:30 a.m. A key event for the Arlington business community, the Annual Meeting will celebrate the Chamber's 2013 accomplishments while looking ahead to what's to come in 2014.

The luncheon will feature an elite keynote speaker, as well as the introduction of the new Directors and Officers, and the presentation of the prestigious Chair's Award, President's Award and Committee of the Year Award. With over 300 attendees anticipated, the 89<sup>th</sup> Annual Meeting is sure to be a great way to end the year.

▶ To register, visit [www.arlingtonchamber.org/events](http://www.arlingtonchamber.org/events) or call 703-525-2400. Sponsorship opportunities are still available. For more information email [events@arlingtonchamber.org](mailto:events@arlingtonchamber.org).



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## ARLINGTON BUSINESS GALA PREVIEW

### Mark Your Calendar for Arlington's Best Night Out

Celebrate the new year and the Chamber's 90<sup>th</sup> year in business at the annual Arlington Business Gala on Saturday, January 25, 2014 at **The Ritz-Carlton, Pentagon City**. Don't miss this opportunity to mix and mingle with the movers and shakers of the County's business scene. Prepare for an evening full of delicious food, tempting drinks, lively music and the best auction items in town. The evening kicks off at 6:30 p.m. with a cocktail hour and silent auction, followed by dinner and the live auction. This year's auction items include:

- Elite Island Resorts packages for Caribbean destinations (courtesy of Elite Island Resorts)
- Autographed Washington Capitals jersey (courtesy of **Ballston BID**)
- Group golf lesson package for East Potomac, Langston or Rock Creek golf courses (courtesy of GolfDC)
- And much more!

▶ To register, visit [www.arlingtonchamber.org/events](http://www.arlingtonchamber.org/events) or call 703-525-2400. Sponsorship opportunities are still available. For more information email [events@arlingtonchamber.org](mailto:events@arlingtonchamber.org).

SPECIAL THANK YOU TO  
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## HAPPY HOLIDAYS

### Best Holiday Wishes

The staff at the Arlington Chamber of Commerce would like to wish you and your family a joyous holiday season. May it be filled with good spirits, warm hearts and plenty of time spent with loved ones.

*Please note: The Chamber office will be closed from Tuesday, December 24 through Wednesday, January 1 for the holiday season.*



(L-R) Amy Fisher, Cassie Bate, Kristina Villavicencio, Rich Doud, Kate Roche, and Chris Hunter.

**THE CHAMBER**

■ **EXECUTIVE COMMITTEE**

**David DeCamp**, Chair  
**Tim Hughes**, Chair-elect  
**Doug Brammer**, Immediate Past Chair  
**Michael Foster**, Past Chair  
**Rich Doud**, President  
**Lindsey Rheame**, Treasurer  
**John Murphy**, Assistant Treasurer  
**Ron Novak**, Vice Chair - Communications  
**Scott McCaffrey**, Vice Chair - Economic Development & Government Affairs  
**Joe Prentice**, Vice Chair - Member Affairs  
**Kevin Shooshan**, Vice Chair - Membership Development  
**Greta Menard**, Vice Chair - Special Interests

■ **DIRECTORS**

Lucy Bowen-McCauley, **Bowen McCauley Dance**  
 Doug Brammer, **Verizon**  
 Ron Buchanan, **Northern Virginia Community College**  
 Jerry Caliguire, **Renaissance Arlington Capital View, Residence Inn Arlington Capital View**  
 Linda Chandler, **Linden Resources**  
 Charles Clohan, **Dittmar Company**  
 David DeCamp, **Newmark Grubb Knight Frank**  
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 Michael Foster, **MTFA Architecture, Inc.**  
 Nancy Goodman, **Main Event Caterers**  
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 Donna Hamaker, **KDH Real Estate**  
 Greg Hamilton, **Arlington Magazine**  
 Bob Hawthorne, **United Bank**  
 Sean Hosty, **Morgan Stanley**  
 Tim Hughes, **Bean, Kinney & Korman, P.C.**  
 Todd Ihrig, **H.D. Vest Investment Services**  
 David Isaacson, **Technology Management, Inc.**  
 Todd Jerscheid, **The Fashion Centre at Pentagon City**  
 Deborah Johnson, **Dominion**  
 Sonia Johnston, **John Marshall Bank**  
 Deborah Lipman, **Metropolitan Washington Airports Authority**  
 Maritza Lizama, **The Washington Business Journal**  
 Scott McCaffrey, **Sun Gazette Newspapers**  
 Andrew McGeorge, **Monday Properties**  
 Greta Menard, **Capital MarCom, Inc.**  
 John Murphy, **Washington Workplace**  
 Patrick Murphy, **Arlington Public Schools**  
 Barbara Nicastro, **The Law Offices of Barbara E. Nicastro**  
 Ron Novak, **Segue Technologies**  
 Robb Parker, **Vornado**  
 Joe Prentice, **State Department Federal Credit Union**  
 Lindsey Rheame, **Virginia Commerce Bank**  
 Jim Ryerson, **Marymount University**  
 Marie Schuler, **Comcast**  
 Grace Shea, **Lebanese Taverna**  
 Kevin Shooshan, **The Shooshan Company**  
 John Snedden, **ROCKLANDS Barbeque & Grilling Company**  
 Adrian Stanton, **Virginia Hospital Center**  
 Karolyn Stuver, **Fluor**  
 Shannon Swahn Bailey, **Global Thinking**  
 Brenda Turner, **Arlington Community Federal Credit Union**  
 Tina Walker, **BAE Systems**  
 Jim Whelan, **Proactive Smart Business Thinking LLC**  
 Pat Williamson, **WETA**  
 Todd Yeatts, **The Boeing Company**  
 Mark Zetlin, **Mercedes-Benz of Arlington**

■ **U.S. ARMY LIAISON TO THE BOARD**  
 COL Fern O. Sumpter, **Joint Base Myer-Henderson Hall**

■ **STAFF**  
**Rich Doud**, President  
**Kate Roche**, Vice President  
**Chris Hunter**, Director of Membership  
**Amy Fisher**, Communications Manager  
**Cassie Bate**, Member Services Administrator  
**Kristina Villavicencio**, Events Associate

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

**DECEMBER AT THE CHAMBER**

<b>SMART START</b>	<b>2 MONDAY</b> 4:00 - 5:15 p.m. Chamber Board Room
<b>AMBASSADOR COMMITTEE MEETING</b>	<b>3 TUESDAY</b> 4:00 - 5:00 p.m. Chamber Board Room
<b>NONPROFIT FORUM MAXIMIZING IMPACT WITH ONLINE GIVING DAYS</b>	<b>4 WEDNESDAY</b> 11:30 a.m. - 1:00 p.m. Ballston BID LaunchPad
<b>BREAKFAST CONNECTION</b>	<b>5 THURSDAY</b> 7:30 - 9:00 a.m. Holiday Inn Rosslyn
<b>GREEN BUSINESS COMMITTEE MEETING</b>	<b>6 FRIDAY</b> 9:00 - 10:00 a.m. Chamber Board Room
<b>BACK TO BASICS: HOW TO PITCH TO THE MEDIA</b>	<b>6 FRIDAY</b> 11:30 a.m. - 1:30 p.m. WETA
<b>MEMBERSHIP DEVELOPMENT COMMITTEE MEETING</b>	<b>10 TUESDAY</b> 5:00 - 6:00 p.m. Chamber Board Room
<b>EXECUTIVE COMMITTEE MEETING</b>	<b>11 WEDNESDAY</b> 8:00 - 9:00 a.m. Chamber Board Room
<b>EDUCATION &amp; WORKFORCE DEV. COMMITTEE MEETING</b>	<b>11 WEDNESDAY</b> 4:00 - 5:00 p.m. TBA
<b>HOLIDAY CHEER ON TAP</b> Co-hosted with the Ballston BID	<b>12 THURSDAY</b> 5:30 - 7:30 p.m. World of Beer Ballston
<b>2014 ORGANIZATIONAL BOARD MEETING</b>	<b>13 FRIDAY</b> 10:30 - 11:30 a.m. Sheraton Pentagon City Hotel
<b>THE 89TH ANNUAL MEETING</b>	<b>13 FRIDAY</b> 11:30 a.m. - 2:00 p.m. Sheraton Pentagon City Hotel
<b>COMMUNITY ACTION COMMITTEE MEETING</b>	<b>16 MONDAY</b> 8:30 - 9:30 a.m. Chamber Board Room
<b>BUSINESS AFTER BUSINESS</b>	<b>18 WEDNESDAY</b> 5:00 - 7:00 p.m. Comfort Inn Arlington Boulevard
<b>BOARD OF DIRECTORS MEETING</b>	<b>19 THURSDAY</b> 11:45 a.m. - 1:30 p.m. Key Bridge Marriott
<b>GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING</b>	<b>20 FRIDAY</b> 8:30 - 9:30 a.m. Chamber Board Room
<b>CLOSED FOR THE HOLIDAYS</b>	<b>DECEMBER 24 - JANUARY 1</b> The Chamber office will be closed for the holiday season.

**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.

**2 MONDAY**  
4:00 - 5:15 p.m.  
**Chamber Board Room**  
4600 Fairfax Drive  
Suite 804  
Arlington, VA 22203

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

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

**BREAKFAST CONNECTION**

This speed-networking event begs attendees to come prepared to mix and mingle. You'll have the opportunity to give your elevator pitch and exchange information with several tables of people.

**5 THURSDAY**  
7:30 - 9:00 a.m.  
**Holiday Inn Rosslyn**  
1900 N. Fort Myer Dr.  
Arlington, VA 22209

**GRAND SPONSOR**  
**CARDINAL Bank**

**HOST SPONSORS**  
Michael Garcia-State Farm Insurance & Mobility Lab

**BUSINESS AFTER BUSINESS**

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

**18 WEDNESDAY**  
5:00 - 7:00 p.m.  
**Comfort Inn Arlington Boulevard**  
6111 Arlington Blvd.  
Falls Church, VA 22044

**Comfort INN**

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 a function.

## Arlington - Where Business is Good

Alas – the final column for a busy year. Let us reflect.

1. The Chamber's #1 Policy Priority was enacted. For the first time in more than 27 years, Virginia passed a comprehensive, dedicated Transportation funding plan. Approval was bi-partisan. It's a big bill. Transportation funding is going to increase by 25%. This is a victory. We should pat ourselves on the back and then promptly dig into the details in order to make sure our money is spent wisely.

2. Triple Whammy (Great Recession, BRAC & Sequestration) – With grit, ingenuity, innovation and elbow-grease, Arlington's business community has confronted and overcome more than its share of macro-economic headwinds. What doesn't kill us makes us stronger. I believe in economic cycles and think we are due for some good times.

3. Thanks to the thoughtful leadership of Past Chair, **Doug Brammer (Verizon)**, we created a Strategic Plan for the Chamber in 2012. Our Mission is to strengthen businesses and the economic environment for those who work, live and do business in Arlington. The Chamber's Vision is to be your essential partner for business success. I am pleased to report that we are methodically working our way through the goals and objectives laid out in the Strategic Plan. Our Chamber is strong and growing. I invite you to help us grow our membership, increase our influence, enhance our services and reach our potential. Let us know how we can help your business.

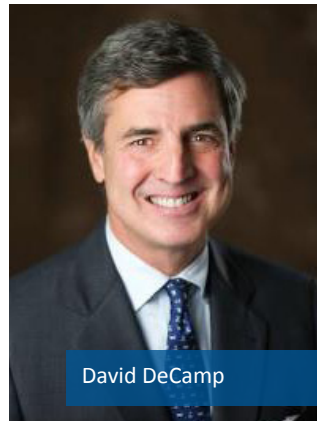
Arlington is special. In my year as Chair I have learned quite a bit. Here is one of the key points: Arlington businesses pay about half of all taxes collected in the County. Local business tax receipts (\$420 million in 2012) were enough to cover the County's transfer payment to run the Arlington Public Schools (\$385 million in 2012) and still have money left over. I don't know of any nearby jurisdiction that can say the same. When I talk to counterparts in Fairfax, they aspire to have a tax base like Arlington's. Obviously, the business community needs Arlington (location, customers, employees, infrastructure, etc.). But just as obvious – Arlington County needs business. As businesses we are well advised to bind together and make our influence felt and our voice heard. The Chamber is a mighty good place to start.

You can't do this job without the steadfast support and sage advice from our President and my friend, Rich Doud. Thank you Rich. I also owe a full measure of gratitude to Kate, Chris, Amy, Cassie and Kristina. You and I have been well served by a dedicated Executive Committee. Thank you to **Doug Brammer, Michael Foster, Lindsey Rheume, Scott McCaffrey, John Murphy, Joe Prentice, Kevin Shooshan, Greta Menard** and **Ron Novak**. I have especially enjoyed working with Chair-Elect **Tim Hughes** and look forward to helping him in 2014. I miss our loyal friend Chris Domes, thank him and **Marymount University** for his service and wish him well up North. The Chamber is lucky to have a great Board of Directors: an accomplished cadre of winners. Others I want to thank: Betsy, Takis, Juliet, Barbara, Andy, Barry, Randy, ASN, Laura, Jon and Bill. Thank you all. Finally, my love - Missy.

Continue this conversation by sharing it with others or by contacting me ([daviddecamp@yahoo.com](mailto:daviddecamp@yahoo.com)).



**David DeCamp**  
Newmark Grubb Knight Frank



David DeCamp



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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.

## WELCOME NEW MEMBERS

■ **ADVERTISING & MARKETING**  
**DISCOVERY MAP OF ARLINGTON**  
 Toby Palmer, Owner & Publisher  
 6 Steed Place  
 Potomac Falls, VA 20165  
 Phone: (202) 430-6877  
 Email: [discoverymapna@gmail.com](mailto:discoverymapna@gmail.com)  
 Website: [arlington.discoverymap.com](http://arlington.discoverymap.com)  
**SPONSOR: Chris Hunter, Staff**  
 Discovery Map publishes curated guides of destinations across the U.S. and internationally. The inaugural Arlington, VA map will publish in spring 2014.

■ **AUDIO-VISUAL SERVICES**  
**EQR PRODUCTIONS LLC**  
 Elliot Cleveland, Owner  
 2050 Ballenger Ave., Suite 200  
 Alexandria, VA 22314  
 Phone: (703) 717-3377  
 Email: [elliottcleveland@eqrproductions.com](mailto:elliottcleveland@eqrproductions.com)  
**SPONSOR: Mark Hadeed, Hadeed In Home & Office Cleaning Services**  
 EQR Productions' focus is personalized video-services with the highest level of customer satisfaction. EQR will do everything they can to meet your expectations and bring your vision to life.

■ **BUSINESS SERVICES**  
**POTESTAS CONSULTING**  
 Michelle Huysman, President  
 2305 26th St. S.  
 Arlington, VA 22206  
 Phone: (703) 979-0181  
 Email: [michelle.huysman@gmail.com](mailto:michelle.huysman@gmail.com)  
 Website: [www.potestasconsulting.com](http://www.potestasconsulting.com)  
**SPONSOR: Chris Hunter, Staff**  
 Postestas Consulting helps businesses reduce costs through Audits (waste, wireless, credit card, parcel, workers-comp), available incentives (purchasing/renovating commercial property, manufacturing, hiring) and reducing energy costs.

■ **GARBAGE & WASTE REMOVAL**  
**YUCK OLD PAINT, LLC**  
 Raea Leinster, Chief Yuck Officer  
 7361 Lockport Place, Suite M  
 Lorton, VA 22079  
 Phone: (201) 522-1004  
 Email: [yuckoldpaint@gmail.com](mailto:yuckoldpaint@gmail.com)  
 Website: [www.YuckOldPaint.com](http://www.YuckOldPaint.com)  
**SPONSOR: Mark Hadeed, Hadeed In Home & Office Cleaning Services**  
 Yuck Old Paint, LLC is the mid-Atlantic region's only safe removal and eco-disposal service of old paint cans and other construction/design materials.

## MILESTONE ANNIVERSARIES



## CONGRATULATIONS!

- **TEN YEARS**  
**SELF STORAGE PLUS**  
**USO OF METROPOLITAN**  
**WASHINGTON**
- **FIVE YEARS**  
**ARLINGTON SOCCOR**  
**ASSOCIATION**

## MEMBERS IN THE NEWS

## ■ ALLIANCE FOR HOUSING SOLUTIONS

## AHS to Present the 5th Annual Ellen M. Bozman Affordable Housing Award

On December 8, three winners will be recognized with the 5th annual Ellen M. Bozman Affordable Housing Award, as the **Alliance for Housing Solutions (AHS)** salutes Citizen3 Power, the collective impact of corporate, group, and individual commitment on affordable housing. This year's honorees are The Silverwood Companies, Douglas Park Civic Association, and Ken Aughenbaugh. The Celebration will be held on Sunday December 8 frp, 6:30 - 8:00 p.m. at the Unitarian Universalist Church of Arlington.

## ■ DOORWAYS FOR WOMEN AND FAMILIES

## Pledge to House 14 Homeless Families in 100 Days

As part of a state-wide Rapid Re-Housing Challenge, **Doorways for Women and Families** announced that they will house 14 homeless families in Arlington in the next 100 days. **Doorways** joins 34 other organizations across the state in committing to house 740 homeless families within this 100 day period. In response to growing lengths of stay in **Doorways** shelters and rising numbers of homeless families on the county wait list, **Doorways** began offering the strategy of rapid re-housing as a pathway out of family homelessness in recent years. With this strategy, **Doorways** moves families quickly into housing. Once housed, **Doorways** provides financial assistance and support services to help these families maintain housing for the long term.

## ■ MARYMOUNT UNIVERSITY

## HR Leadership Awards of Greater Washington

Nominations for 13th annual HR Leadership Awards of Greater Washington (HRLA) and HRLA Scholarships are now being accepted through March 15, 2014. The annual event will be held on June 10, 2014, at the **Crystal City Gateway Marriott**. The HRLA, founded in 2001 by local business leaders and **Marymount University**, are the only independent awards that promote and advance excellence in the HR profession in the greater Washington DC-area. To find out more about nominating someone, visit [www.hrleadership.org/nominate](http://www.hrleadership.org/nominate). To learn about scholarships, which may go toward any professional certification or educational activity that will enhance the recipient's HR leadership capability, visit [www.hrleadership.org/scholarships](http://www.hrleadership.org/scholarships).

## ■ AHC, INC.

AHC Inc. Celebrates Resident Services 20<sup>th</sup> Anniversary and Honors Volunteers of the Year

**AHC Inc.**, a nonprofit affordable housing developer, celebrated the 20th Anniversary of its Resident Services educational program and honored four Volunteers of the Year at its recent Annual Meeting. This year's Volunteers of the Year are an inspiring group. Collectively, they have spent 24 years working with the smallest of **AHC's** students all the way up to the oldest teens. This year's honorees are Joanna Miller and Roger Brown; Alison Sheahan; and Michelle Wright.

## ■ ECDC ENTERPRISE DEVELOPMENT GROUP

## Enterprise Development Group Offers 65% State Tax Credit

ECDC **Enterprise Development Group (EDG)** was selected by the state of Virginia to participate in the Neighborhood Assistance Program (NAP), which provides an attractive tax credit of 65% on income taxes owed to the state. To be eligible for the credit, donations must be over \$1,000 by a business or \$500 by an individual. Donations can be monetary or in-kind. **EDG** provides assistance to small businesses in the DC metropolitan area, including microenterprise loans, and individualized technical assistance. NAP was created by the state of Virginia in 1981 to encourage businesses and individuals to make donations to state-approved nonprofit organizations. For more information, contact **Kevin Kelly** of **EDG** at 703-685-0510 x225 or [kkelly@ecdus.org](mailto:kkelly@ecdus.org).

## ■ LINDEN RESOURCES

## Annual Miracle on 23rd Street Celebration

**Linden Resources, Inc.** is hosting its annual Miracle on 23rd Street Celebration on Friday, December 6 beginning at 6:30 p.m. Miracle on 23rd Street is the traditional kick-off of the local holiday season. Free and open to the public, attendees will enjoy an outdoor celebration including a festive tree lighting, the arrival of Santa Claus on an Arlington County fire truck, holiday music performed by a brass band, and children's activities. An indoor celebration will also feature a vendor gift fair with local community businesses offering fares and information about themselves. The event will take place at **Linden Resources**, 750 23rd St. S, Arlington, VA 22202.

## ■ VIRGINIA TECH NATIONAL CAPITAL REGION

## Solar Panel Installation at Virginia Tech Arlington Research Center

A solar photovoltaic system on the roof of the **Virginia Tech** Research Center Arlington is serving a three-fold purpose: It contributes to the LEED credentials of the 144,000-square-foot, seven-story building; lowers energy costs; and benefits graduate education by serving as a laboratory for engineering students. The 6.44 kilowatts system, online since February 23, 2012, has fed more than 15,000 kilowatt-hours of electricity to the building and saved about \$1,100 in energy costs, according to **Saifur Rahman**, the Joseph R. Loring Professor of Electrical and Computer Engineering and director of the **Virginia Tech** Advanced Research Institute.

## ■ CAPITAL ENGLISH ACADEMY

## Capital English Academy Approved by AAWIP

**Capital English Academy (CEA)** programs have been certified by the Alexandria/Arlington Workforce Investment Board to teach English as a Second Language. Offering 8 levels of instruction from beginning to advanced, **CEA** continues to serve the very diverse international population participating in the Workforce Investment (WIA) program throughout the Commonwealth of Virginia. The programs approved for training are: English as a Second Language, TOEFL Preparation, and Literacy Program. Any state resident eligible for training under WIA may apply for this training program at any full service On-Stop employment center such as Alexandria JobLink or the **Arlington Employment Center**.

## ■ ROSSLYN BUSINESS IMPROVEMENT DISTRICT

## Rosslyn BID Receives 2013 Downtown Merit Award

During its World Congress & 59th Annual Conference, the International Downtown Association recognized the **Rosslyn Business Improvement District (BID)** with a Downtown Merit Award for its work and initiatives related to the **Rosslyn BID Artisphere** Yarn Bomb Project. The community-based creative fiber project, featuring colorful, hand-stitched artwork on trees and in public spaces, was designed to create wayfinding from the Rosslyn Metro to **Artisphere**, a cultural center in Arlington. It was among 9 qualified entries in the category of Marketing and Communication.

## ■ LANDSCAPING

## THE GROUND GUYS

Scott Greene, General Manager  
PO Box 5125  
Arlington, VA 22205  
Phone: (703) 496-7338  
Email: s.greene@mail.groundsguys.com  
Website: www.groundsguys.com  
**SPONSOR: Chris Hunter, Staff**  
The Grounds Guys is a SDVO full-service grounds care company focused on exceeding their customers' expectations by delivering industry-leading landscape solutions to both commercial and residential clients.

## ■ NONPROFIT ORGANIZATIONS

## URBAN ALLIANCE

Alessandra Colia, Director of Employer Partnerships  
2030 Q Street, NW  
Washington, DC 20009  
Phone: (202) 459-4300  
Email: info@theurbanalliance.org  
Website: www.theurbanalliance.org  
**SPONSOR: Shannon Bailey, Global Thinking**  
Urban Alliance is a youth development organization that empowers under-resourced youth to aspire, work, and succeed through paid internships, formal training, and mentoring. potential to grow within, serve up and Reach Far.

## ■ PAYROLL SERVICES

## PAYROLL NETWORK

Ron Berns, Senior Sales Executive  
2092 Gaither Rd.  
Rockville, MD 20850  
Phone: (301) 770-4200  
Email: rberns@payrollnetwork.com  
Website: www.payrollnetwork.com  
**SPONSOR: Scott Miller, EagleBank**  
Payroll Network, Inc., is a human capital management solutions provider, supporting employers' payroll, benefits administration, time and attendance and human resource services requirements.

## ■ PROFESSIONAL SERVICES

## CLIFTONLARSONALLEN LLP

Dondi Saunders, Director of Business Development  
4250 North Fairfax Dr., Suite 1020  
Arlington, VA 22203  
Phone: (571) 227-9500  
Email: www.claconnect.com/ContactUs  
Website: www.claconnect.com  
**SPONSOR: Linda Chandler, Linden Resources**  
CLA's local Arlington and national experts are dedicated to helping businesses, governments, nonprofits, and individuals through audit, tax, consulting and outsourcing services.

## ■ REAL ESTATE – DEVELOPERS AND MANAGEMENT

## THE VAN METRE COMPANIES

Tim White, Acquisitions Analyst  
9900 Main St., Suite 500  
Fairfax, VA 22031  
Phone: (703) 425-2600  
Email: twhite@vanmetrecompanies.com  
Website: www.vanmetrecompanies.com  
**SPONSOR: Chris Hunter, Staff**  
Van Metre Companies is one of Northern Virginia's most successful private multi-disciplinary real estate developers, specializing in new homes, apartment communities, office buildings, and shopping centers.



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RESTON • TYSONS CORNER



**BUSINESS AFTER BUSINESS**

**Business After Business: Members Make Networking a Priority**

Throughout the year, Business After Business events have received strong attendance numbers, averaging 92 people per event. As the Chamber's monthly social event, Business After Business features refreshments, prizes and open networking. This past month, **Morton's The Steakhouse** and **CroppMetcalf Services** co-hosted Business After Business with 121 guests! Attendees enjoyed beer, wine, soft drinks, and delicious appetizers while making new connections with fellow Chamber members and prospective members at **Morton's The Steakhouse's** Crystal City location.



Stephen Carcamo, Morton's General Manager, and Camila Beal, Morton's Sales & Marketing, with Chamber staff Kate Roche and Chris Hunter at the November Business After Business

If you're looking to increase your exposure and attract people to your business, hosting a Business After Business is a great way to do so. By hosting a Business After Business, you'll get 70-90+ business people through your doors and have the opportunity to introduce them to your business. As the host, you provide the space, beer, wine, soft drinks, and light food for guests, parking, and \$100 towards the cash jackpot. The Chamber takes care of all marketing and registrations.

Opportunities to host a Business After Business in 2014 are still available, but filling up quickly. Interested? Contact Kristina Villavicencio, Events Associate, to find out what months are open. Don't delay, or you might miss out!

■ To host a 2014 Business After Business, contact Kristina Villavicencio at ■ 703-525-2400 or ■ kvill@arlingtonchamber.org.

**BACK TO BASICS:** *How to Pitch to the Media*

PRESENTED BY THE COMMUNICATIONS COUNCIL

Featuring Panelists  
**Scott Broadbeck**, ArlNOW.com  
**Gregg Micklos**, CBS Radio All News 99.1 WNEW  
**Jennifer Nycz-Conner**, The Washington Business Journal  
 Moderated by **Greg Hamilton**, Arlington Magazine

FRIDAY, DECEMBER 6  
 11:30AM - 1:30PM  
 WETA, 2775 S QUINCY ST

REGISTER: [www.arlingtonchamber.org](http://www.arlingtonchamber.org)

DECEMBER 12

5:30-7:30 PM

@ World of Beer

901 N. Glebe Road, Arlington, VA 22203

Celebrate the holidays with your colleagues, friends and neighbors!

Drinks and appetizers included in registration.

REGISTER: [www.arlingtonchamber.org/events](http://www.arlingtonchamber.org/events)

Co-hosted by

The Chamber  
Arlington Chamber of Commerce

Ballston

## Enjoy Convenience and Savings with a 2014 Networking Passport

Gear up for the new year by pre-registering for some of the Chamber's 2014 networking events. With a Networking Passport, there is no worry about registering on a per-event basis. In addition, you'll save money for registering early! If for some reason you are unable to attend an event, your registration will not go to waste. A co-worker may attend on your behalf by letting our Member Services Administrator, Cassie Bate, know prior to the event. Passport options include:

- **Premium Passport - \$195** (BONUS: Receive one month of **free** website publicity!)

Includes registration to the Valor Awards in April (\$55), the Best Business Awards in May (\$45), State of the County in June (\$40) and the Annual Meeting in December (\$40), plus one free month of an expanded business directory listing on the Chamber website.

- **Business After Business Passport - \$220** (\$240 value)

Pay for 11 Business After Business events at \$20 each and receive the 12th month free.

- **Breakfast Connection Passport - \$272** (\$296 value)

Pay for 10 Breakfast Connection events at \$24 each and one month at \$32 (combined with the Alexandria Chamber, hosted in Alexandria) and receive the 12th month free.

- **Combined Passport - \$492** (\$536 value)

Pay for 11 Business After Business events at \$20 each, 10 Breakfast Connection events at \$24 each and one month at \$32 (combined with the Alexandria Chamber, hosted in Alexandria) and receive the 12th month free.



To secure a passport, fill out the information below, cut out this page and return to the Chamber by faxing to 703-522-5273 or mailing to 4600 Fairfax Drive, Suite 804, Arlington, VA 22203.

For more information or questions, contact Cassie Bate at 703-525-2400 or [cbate@arlingtonchamber.org](mailto:cbate@arlingtonchamber.org).



### 2014 Networking Passport Order Form

Once you've completed the form, cut along the dotted line to remove from the newsletter. Then mail the form and payment to Arlington Chamber of Commerce, 4600 Fairfax Drive, Suite 804, Arlington, VA 22203 or fax to 703-522-5273.

Name: \_\_\_\_\_ Business Name: \_\_\_\_\_

Email (for event reminders): \_\_\_\_\_

Passport Type: \_\_\_\_\_ Amount: \$ \_\_\_\_\_

Payment:

Check     Credit Card

Make checks payable to **Arlington Chamber of Commerce**. Visa, MasterCard, American Express and Discover accepted. Please be sure to include your check in the mailing envelope if that is your chosen payment method.

Credit Card Payment:

Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ Security Code: \_\_\_\_\_ Billing Zip: \_\_\_\_\_

Signature \_\_\_\_\_ Date: \_\_\_\_\_

GET LINKED

Are you LinkedIn?



The Chamber's LinkedIn group is a great way to network with fellow chamber members, jump in on interesting discussions, keep up to date on chamber news and events and promote your business! Get started today, visit the Chamber website for a direct link to the LinkedIn group!

► [www.linkedin.com](http://www.linkedin.com)

SEARCH GROUPS FOR:  
ARLINGTON CHAMBER OF COMMERCE, VA

You can also follow the Chamber's Company Page on LinkedIn.

SEARCH COMPANIES FOR:  
ARLINGTON CHAMBER OF COMMERCE, VA

WEB FEATURE

Find ChamberConnect on the Find A Business page.

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DEALS = GREAT EXPOSURE



Have great deals to share with other Chamber members and the Arlington community? The Arlington Chamber website has a coupon section where members can post coupons **for free!** Gain visibility for your organization on our website while driving more business.

To post a coupon for your business using this member benefit, visit:

[www.arlingtonchamber.org/coupons](http://www.arlingtonchamber.org/coupons)

You can choose to make your offer available to the public or to Chamber members only. It's also a great way for you to find deals from other Chamber members!

Questions? Contact:

CASSIE BATE

► [chamber@arlingtonchamber.org](mailto:chamber@arlingtonchamber.org)

THE CHAMBER SCENE

THE CHAMBER SCENE OCTOBER - NOVEMBER

Your Chamber in the Community

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

*October 29 - Leadership Arlington* Membership Task Force. President Rich Doud participated on behalf of the Chamber.

*November 14 - The Arlington Community Foundation's* Spirit of Community luncheon. President Rich Doud attended on behalf of the Chamber. A number of Directors and members were also in attendance.



Julian Fore, John Andeline, Ginger Geoffrey, Hon. William T. Newman, Jr., and Wanda L. Pierce at the Arlington Community Foundation's Spirit of Community luncheon where John Andeline and Ginger Geoffrey were honored

*November 14 - Ballston BID* LaunchPad Appreciation Reception. Vice President Kate Roche attended on behalf of the Chamber.

*November 19 - ThanksGIVING* Happy Hour benefitting **A-SPAN** for the **Arlington Community Foundation's** philanthropy initiative, NextGenNow. Communications Manager Amy Fisher attended on behalf of the Chamber. A number of Directors and members were also in attendance, including **Kevin Shooshan**, Vice-Chair of Membership Development.

*November 20 - Virginia Heritage Bank's* VIP Party for participants of Arlington Small Business Day. Staff Cassie Bate, Amy Fisher and Kate Roche attended on behalf of the Chamber.

*November 21 - Leadership Arlington* Young Professional Program Informational Mixer at **Ireland's Four Courts**. Member Services Administrator Cassie Bate attended on behalf of the Chamber.



## Holistic Treatment: Focusing on Mind, Body, and Soul

by Joe Onyebuchi, VOAC Residential Program Center

There is absolutely no doubt that substance abuse is a problem not just in Arlington, but around the world. The county currently offers many services including individual, group, and family treatment, substance abuse education services, relapse prevention services, and medication to name a few. Yet, despite the substantial investment our county and other local governments have made, the relapse rate nationwide has hovered around 60%. In light of this alarming statistic, it is clear that things must change. Some have turned to alternative methods of treatment citing holistic treatment of substance abuse as a viable option. It's peculiar, controversial, and it's rapidly gaining in popularity.

Holistic treatment approaches health from a different angle. The belief is that treatment of an illness should be addressed by targeting the whole self. Substance abuse treatment becomes more than the addiction, it is about the physical, mental, and spiritual recovery of the abuser.

There are more than a few options out there for holistic treatment.

### Nutritional Therapy

Substance abusers may be suffering the ill effects of an unhealthy diet. Focusing on nutritional supplements to a healthy diet can greatly increase their health.

### Exercise

While the yoga discipline, at first glance, may seem like it focuses only on the body, it can be a great workout for the mind. Yoga not only helps remove negative thoughts from the mind, but can give the practitioner a sense of relaxation and calm.

### Massage

Physical touch can be helpful to someone suffering from substance abuse. Massages and acupuncture can work to bring the body's energy into balance and relax the mind.

In addition to drug exposure, stress is the main cause of relapse. Anyone who has taken a yoga class or received a massage can attest to the decrease in stress levels. Of course, these are not the only options available to individuals who are looking for substance abuse treatment. More importantly, these options by themselves are not enough to help someone overcome addiction. But it is necessary to acknowledge their importance when it comes to substance abuse recovery.

### So what does any of this have to do with you?

We are fortunate enough to live in a community where these holistic treatment options are possible. Arlington is home to nutritionists, yoga teachers, massage therapists, gardeners, artists, and countless other individuals with amazing skills. As we enter the holiday season, consider donating your talent to a local shelter.

Currently, at **Volunteers of America's Residential Program Center**, we are offering yoga, art therapy, writing therapy, acupuncture, and in the spring we will be adding garden therapy. These programs not only help our residents with their recovery but also serve double duty as skills building programs.

We have all heard the stories behind addiction and homelessness. It's your turn to write the next chapter.

For information about how you can volunteer your time or donate to support holistic therapy treatments in Arlington, contact Joe Onyebuchi at [jonyebuchi@arlingtonva.us](mailto:jonyebuchi@arlingtonva.us).



You like us, you really like us!

Did you know the Chamber has a Facebook page?

facebook®

The Chamber's Facebook is a great way to show your support for the Chamber while staying informed about Chamber events and news.

Interact with other members, share your input, and see photos from the Chamber's most recent events. You might be in them!

Make sure to visit the Chamber's Facebook page and "Like" us!



➤ [www.facebook.com/ArlingtonChamberVA](http://www.facebook.com/ArlingtonChamberVA)

### JUST A CLICK AWAY



It's no secret that the internet is here to stay. With all kinds of people using the internet to gather quick information, businesses who advertise on the web reach consumers in a convenient way - with the ability to lead consumers directly to their website.

Advertising on the Chamber's website gives your business long term exposure for a very small investment. There are a range of advertising levels to fit the needs and budget of any business.

For a full list, take a look at the Chamber website.

➤ [www.arlingtonchamber.com](http://www.arlingtonchamber.com)

About the Chamber > Membership Guide > Promotional Opportunities

To advertise, contact:

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ADVERTISE YOUR BIZ



Get noticed with color ads in *The Arlingtonian*. Advertising in the Chamber's monthly print newsletter is one of the most efficient ways to reach the business community. Received by more than 1,850 business people in the Arlington-area, you'll be able to reach your target marketing of business professionals and consumers.

With a variety of advertising options, ads are affordable for any business with any size budget. Nonprofits even receive a 30% discount!

To advertise, contact:

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ARLINGTON ECONOMIC DEVELOPMENT

TechShop to Open Arlington Location

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

TechShop, called a "playground for creativity," has chosen Arlington as its Capital region home. The membership-based, do-it-yourself (DIY) creative workshop and fabrication studio has started construction in Crystal City with a targeted opening in the first quarter of next year.

**AED** announced that construction on a Washington, D.C. area facility will begin later this year. The new location in Crystal City was made possible by a continued partnership with the Department of Veterans Affairs Center for Innovation (VACI) and the Defense Advanced Research Projects Agency (DARPA).

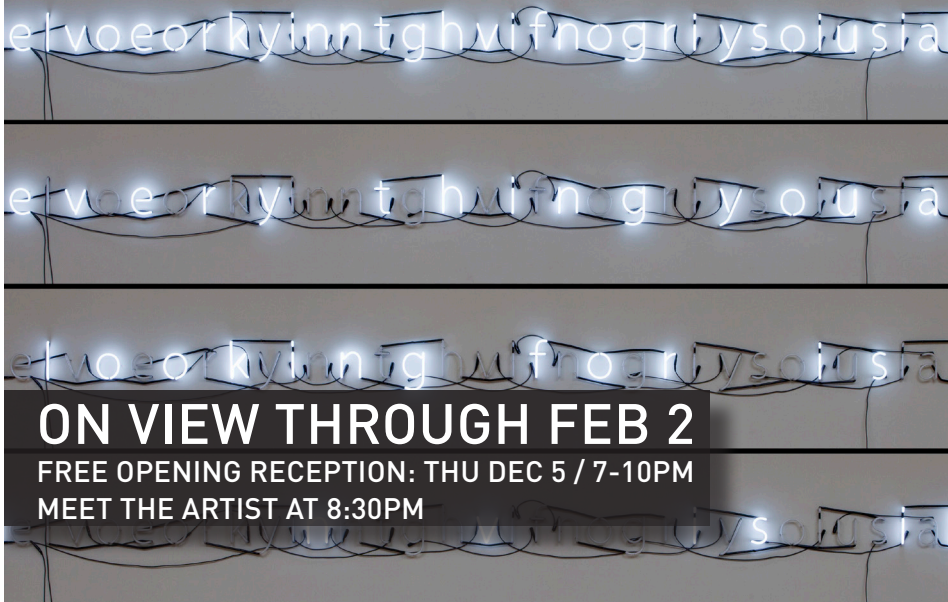
"TechShop energizes local communities and economies because our members have the passion to actually build their dreams, whether they're personal projects or startups. And we're very excited to activate the makers of Crystal City and the larger Washington area," said Mark Hatch, CEO of TechShop. "We're pleased to work with our government and development partners who made it possible to bring the tools of innovation to the people around our nation's capital, and especially the programs designed to help men and women who have served in our armed forces."

TechShop is a place where entrepreneurship meets manufacturing. Members have access to a world-class workshop with the machines, tools, training and support they need to make their business ideas a reality. TechShop also provides classes for members and nonmembers and the collaborative nature of co-working that has become very popular in Arlington.

**AED's** Business Investment Group worked with TechShop for nearly three years to find the perfect facility for the company, which was looking for convenient Metro accessibility, an open space with the high ceilings and loading docks needed to accommodate the machinery and products generated.



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## SMALL BUSINESS ROUNDTABLE

### Meeting Your 2014 Challenge

by Jim Whelan, Proactive Smart Business Thinking, LLC

As the holiday season approaches, entrepreneurs' thoughts turn to what the next year will bring. Some current trends are:

- The stock market is setting new records
- Housing is recovering
- Manufacturing has bottomed out
- The balance of trade is improving.



So what will that mean to Arlington businesses?

The October Small Business Roundtable addressed the prospect of "Meeting Your 2014 Challenge." A single challenge was identified by completing a limerick:

There's a lass or a lad from Arlington  
 Who knows there's much to be done  
 As we approach the new year  
 This much is clear  
 \_\_\_\_\_ is to the one to get done

By completing the limerick, each person selected one challenge stated in one or two words. The idea is the challenge can be transferred to the back of a business card. This way, each person can focus on overcoming the challenge.

The challenges varied, including raising capital, starting a new business, developing name recognition in a highly competitive marketplace, updating a website, increasing networking opportunities, and more.

Attendees joined in an effort of helping each other achieve their goal. Each person was encouraged to identify their challenge to the group. The group then concentrated on helping meet the challenge by generating ideas and resources to solve problems and move forward.

The benefit of this system was the individual with the challenge received insights, which can improve business. It was like having an active and inquiring board of directors. Those who took active part in the discussion can apply relevant ideas to their own business to increase the possibilities of success. The intellectual stimulation generated was a positive influence of the roundtable.

## BOARD OF DIRECTORS MEETINGS

### Host Our Board of Directors in 2014

How can you get 45 of Arlington's top business leaders to your business? Host a Chamber Board of Directors meeting in 2014. Held monthly, hosting one of our meetings is an incredible opportunity for any business to showcase themselves to influencers of the Arlington business community.

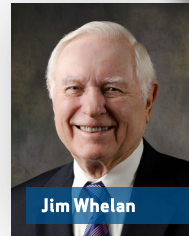


As the sponsor, the business provides the space, food and drinks, and complimentary parking. In return, they have the opportunity to showcase their space and give a five minute presentation to the Board. A limited number of Board of Directors Meeting sponsorships are available each year, and spots fill up very quickly. Make sure to contact Kate Roche, Vice President, soon if you are interesting in hosting one of our meetings.

- To host a 2014 Board of Directors meeting, contact Kate Roche at ☎ 703-525-2400 or ✉ kroche@arlingtonchamber.org.

## ROUNDTABLE

The Small Business Roundtable, a free member benefit of the Arlington Chamber, is an open forum discussion sponsored by **The Business Bank**.



Jim Whelan

The roundtable, facilitated by **Jim Whelan of Proactive Smart Business Thinking, LLC**, discusses 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 Board Room.

GRAND SPONSOR



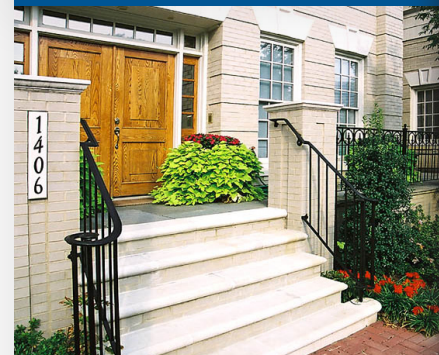
REGISTER NOW:

JANUARY SMALL BUSINESS ROUNDTABLE

29 WEDNESDAY

11:45 a.m. - 1:15 p.m.  
Chamber Board Room

## WELCOME THEM HOME



A "Chamber Welcome" is a relocation packet for potential Arlington County residents who request information about Arlington. We receive more than 250 requests every year, with requests from all 50 states. Take this opportunity to be among the first to introduce your company to potential new residents of our area. With a variety of opportunities to advertise, this is a great way to market your business and gain new customers/clients.

To advertise, contact:

- CASSIE BATE
- ☎ chamber@arlingtonchamber.org



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**The Chamber**  
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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.

## ***Celebrating 5 years in Arlington!***

Our team knows Arlington business and cares about its community. We are accessible, approachable and helpful. Please stop by for a visit or give us a call. We're here for you.



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Paul Velasquez, *Relationship Manager*  
Chris Lipscomb, *Commercial Lending*  
Sonia Johnston, *Regional President*  
Drew Brown, *Commercial Lending*



### THANK YOU!

- Residence Inn Arlington Ballston for hosting the October Business After Business
- Dimension Creative Promotions for donating door prizes for the October Business After Business
- Jamie Nicholas Printing and Graphics for donating a door prize for the November Breakfast Connection
- WETA for hosting the November Board of Directors meeting