

the Arlingtonian

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96th Annual Meeting

in this
ISSUE

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Tracy Gabriel, National Landing BID
Matt Gerber, The Westin Crystal City Hotel
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Greg Hamilton, Arlington Magazine
Todd Ihrig, Avantax Investment Services
Sonia Johnston, John Marshall Bank
Larysa Kautz, Melwood
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Kate Bates, President & CEO
Mike Rosenow, Senior Director of Membership
Andrea Aiello, Membership Engagement Manager
Scott Pedowitz, Government Affairs Manager
Olivia McKay, Operations Manager
Dan Reilly, Events Manager
Morgan Cooper, Communications Coordinator
Monica Sloan, Executive Assistant to the President/CEO (part-time)

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

chamber calendar

Please check arlingtonchamber.org/events for format and meeting locations.

JANUARY

- 4 Monday** **Ambassador Committee**
4:00-5:00 p.m.
- 5 Tuesday** **LeadShare Networking Group**
8:45-10:00 a.m.
- 6 Wednesday** **Government Affairs & Economic Development Committee**
9:00-10:00 a.m.
- 7 Thursday** **Chamber 101**
4:00-5:15 p.m.
- 8 Friday** **Sustainability Committee**
9:00-10:00 a.m.
- 12 Tuesday** **Membership Development Committee**
2:00-3:00 p.m.
- 13 Wednesday** **Executive Committee**
8:00-9:30 a.m.
- 14 Thursday** **Breakfast Connection**
7:45-9:00 a.m.
- 18 Monday** **Martin Luther King Jr. Day**
Office Closed
- 19 Tuesday** **LeadShare Networking Group**
8:45-10:00 a.m.
- 20 Wednesday** **LeadShare Networking Group**
11:45 a.m.-1:00 p.m.
- 21 Thursday** **Virtual Networking Mixer**
5:00-6:00 p.m.
- 22 Friday** **Board Orientation for New Directors**
10:30-11:30 a.m.
- 25 Friday** **Membership Engagement Committee**
4:00-4:30 p.m.
- 26 Tuesday** **Education & Workforce Development Committee**
3:00-4:00 p.m.
- 27 Wednesday** **Community Action Committee**
9:00-10:00 a.m.
- Small Business Roundtable**
11:45 a.m.-1:00 p.m.

FEBRUARY

- 1 Monday** **Ambassador Committee**
9:00-10:00 a.m.
- 2 Tuesday** **LeadShare Networking Group**
8:45-10:00 a.m.
- 3 Wednesday** **Government Affairs & Economic Development Committee**
9:00-10:00 a.m.
- 4 Thursday** **Chamber 101**
4:00-5:15 p.m.
- 5 Friday** **Sustainability Committee**
9:00-10:00 a.m.
- 9 Tuesday** **Membership Development Committee**
2:00-3:00 p.m.
- 10 Wednesday** **Executive Committee**
8:00-9:30 a.m.
- 11 Thursday** **Breakfast Connection**
7:45-9:00 a.m.
- 16 Tuesday** **LeadShare Networking Group**
8:45-10:00 a.m.
- 17 Wednesday** **Government Affairs & Economic Development Committee**
9:00-10:00 a.m.
- 18 Thursday** **Virtual Networking Mixer**
5:00-6:00 p.m.
- 22 Monday** **Membership Engagement Committee**
4:00-4:30 p.m.
- 24 Wednesday** **Community Action Committee**
9:00-10:00 a.m.
- Small Business Roundtable**
11:45 a.m.-1:00 p.m.
- LeadShare Networking Group**
11:45 a.m.-1:00 p.m.

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

Visit the Chamber calendar to stay updated on the latest events. Register online at www.arlingtonchamber.org or call (703) 525-2400.

CHAIR'S MESSAGE

Pay It Forward

There is no doubt that 2020 has caused all of us to find and try out some new adjectives. As we look into a new year, it is natural to spend some time looking in both directions – backward to review and forward to plan. As you do this in your life and for your business, I would like to encourage you to look beyond yourself to the extent your circumstances permit.



Todd Ihrig

One fundamental truth of any disruption is that it creates both challenges and opportunities. We are celebrating stories about new businesses opening as well as about those who are struggling or have failed. In the same year that the Chamber has lost more members than usual who are no longer in business, we are also adding many new members as well. The reality is that the pains and gains caused by this particular disruption are definitely not spread evenly; the pain is being disparately born by small businesses and by our minority business owners.

If your business model has allowed you to ride through this relatively intact, comfortably working virtually from your home office, I would encourage you to take some time to think about ways to Pay It Forward. Are there actions you can take today that will help build a stronger Arlington community? Let me give you a few ideas to get you started.

- There are wonderful nonprofits in Arlington that are helping to fill the gaps; they need our help and continued support.
- Order take out from your local restaurants and tip generously!
- Direct your business purchasing locally as much as possible.
- Ask the Chamber about how to be a Community Champion by supporting fellow members.
- Connect new entrepreneurs with the Chamber and help them leverage their membership.
- Make sure that business owners know about the Chamber's Covid-19 Resource Center and Return to the Workplace Toolkit.

When I take the intentional step to think beyond myself, it reminds me that my individual business success is always due in part to my broader community. If this is a year that you can help strengthen our Arlington community, please find your way to Pay It Forward so we can all look back next year at 2021 and see how we came together to support each other.

Todd Ihrig
Avantax Investment Services



CHAMBER 101

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BREAKFAST CONNECTION

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

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SMALL BUSINESS ROUNDTABLE

This monthly event offers an educational opportunity to smaller businesses, and members have the opportunity to present on a topic relevant to the business community.

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can't-miss
EVENTS

Chamber Announces 2021 Public Policy Positions

The Arlington Chamber of Commerce has released its policy position recommendations for 2021. The policy positions comprise two documents: one containing legislative priorities for the Virginia General Assembly's 2021 session, and one focused on local issues within the purview of Arlington County's government.

The policy positions cover a wide range of topics important to Arlington's business community. The Chamber's top priorities for Arlington and Virginia's economic wellbeing include building and maintaining strong partnerships between government and the business community, with a disposition toward leading with "yes", continuing to prioritize economic development for businesses of all sizes, and expanding efforts to increase housing opportunities. The Chamber also advocates for building a robust infrastructure including internet connectivity throughout the Commonwealth, supporting our workforce through education and training opportunities, and maintaining the longstanding policy framework which has made Virginia the best state in the nation in which to do business.

The Chamber's Board of Directors adopted the public policy positions at the conclusion of a drafting process led by the Chamber's membership. The Government Affairs and Economic Development Committee wrote the initial public policy position drafts, following discussions with members of Arlington's General Assembly delegation about legislative priorities. The Chamber's Executive Committee reviewed the drafts and then sent them to the full Board of Directors for their final approval. To view the policy positions, please visit www.arlingtonchamber.org/recent-advocacy.



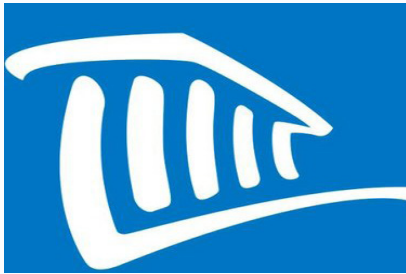
Small Business Capital Grants



The Chamber continues to encourage Arlington County to provide grants for capital investments to Arlington-based small businesses to help them persevere through the coming months. Chamber members have identified a need to fund investments to continue safe operation, such as adapting outdoor dining areas for comfort in the winter. Moreover, two-thirds of Arlington's small businesses responding to a recent **Arlington Economic Development** survey identified access to capital as the most critical resource for success in the next six months.

Arlington's small businesses need further support, beyond existing programs such as Temporary Outdoor Seating Areas (TOSAs) and Pick-up/Drop-off Zones (PUDOs), to make it through the winter and the year ahead. With changing COVID-19 regulations and restrictions, the Chamber recognizes that these grants are necessary lifelines for many businesses, particularly restaurants and industries that are directly affected by gathering limits and capacities. Moreover, these grants will serve as a foundation for recovery for many small businesses effected by the pandemic.

Chamber Supports Outdoor Cafes in R-C Zones



The Chamber encouraged the County Board to consider the permission of outdoor cafes in zones R-C and extended Temporary Outdoor Seating Areas (TOSAs). The zoning was approved at the December County Board meeting and will allow restaurants along and adjacent to Fairfax Drive, N Glebe Road, and Wilson Boulevard to implement outdoor dining. This approval is encouraging for the continued enhancement of the vibrancy and streetscape near the Ballston, Virginia Square, and Courthouse metro stations. The zones have existing space that will serve as prime areas for the development of outdoor seating. This addition remains consistent with other TOSAs in the Arlington community.

Chamber Supports Potomac Yard - VT Station Name

The Chamber advocated in support of WMATA naming the new Metrorail station “Potomac Yard - VT”. The name reflects the new **Virginia Tech** Innovation Campus and continues the tradition of including university names in nearby Metrorail stations. Universities are included in station names in all three jurisdictions, including the Ballston – MU and Virginia Square – GMU stations in Arlington. Including these names highlights the centrality of these universities to the locations these stations serve. They are also an important navigational aid to visitors who wish to use Metrorail to travel to these universities, but are unaware of their neighborhoods’ names. The Metro Board voted unanimously to approve the inclusion of **Virginia Tech**’s initials to the Potomac Yard Metro Station’s name.



Potomac Yard-VT Metro Station Rendering courtesy of WMATA

Letter on Green Building Incentives

The Chamber agreed with many of the County Board’s proposed updates and program goals of the Green Building Incentive, but also recommended reconsidering some of the proposals. The Chamber believes that an effective incentive program should remain connected to the actual costs of implementing green building techniques and focused on environmental outcomes. Though the board did not incorporate the Chamber’s suggestion of eliminating an automatic update to take place on June 30, 2023, the overall policy aligns with the main goal of Arlington becoming Carbon Neutral by 2050. This goal is supported by the Chamber and we look forward to continuing to engage with this program and sustainable technology.



Supporting Expanded TOSAs

The County Board also approved the expansion of TOSAs in public spaces. The expansion allows property owners and community groups to establish outdoor seating in public plazas and similar places (this is in addition to the restaurant-specific TOSAs that already exist). The Chamber advocated for also allowing reservations and table service in these community spaces, and the County Board members agreed that it could work for the future. Overall, the restaurant industry needs safe dining options moving into the winter months as the COVID-19 pandemic continues.





96th Annual Arlington Business Gala Post-Event Highlights

The 96th Annual Arlington Business Gala may not have looked the same as past years, but it was a memorable celebration. The event was held on November 14 through the Zoom platform and included a virtual fashion show, program video, and a diverse collection of post-event networking rooms for guests to explore and interact in. Guests were offered a three-course meal delivery to enjoy while watching the program, in true Gala style. The silent auction was open through November 16 and included tropical vacations (with extended booking timeframes!), restaurant gift certificates, hotel stays, gift baskets, and more!

Congratulations to Sonia Johnston of **John Marshall Bank** for winning the Tropical Vacation raffle prize! Sonia will enjoy a trip to the award-winning, five-star Club Barbados Resort & Spa in Barbados. Congratulations to our fashion show winners: Best Dressed - Chris Sutton, **Bean Kinney & Korman** and Quarantine Chic - Jim Wilmot, **Arlington Community Federal Credit Union**. Thank you to all of our entrants! We loved seeing how you spent Arlington's Best Night In! Check out photos from the Gala in our Facebook album at www.facebook.com/ArlingtonChamberVA and search #ARLBusinessGala on social media to see some of the night's highlights.



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GALA AUCTION DONORS

The Gala auction was made possible thanks to the generous contributions from our members and local businesses.
Special thanks to our 2020 donors:

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Ahmad Erbinieh
Animal Welfare League of Arlington
Arlington Arts Center
Arlington County Board
Arlington County Circuit Court
Arlington County Sheriff's Office
Arlington Magazine
Arlington Performance Care
Arlington Promotional Products, LLC
Ballston BID
Barrel Oak Winery
Bluemont Vineyard and Dirt Farm Brewery
Bonefish Grill
Bowen McCauley Dance Company
Buena Vida Clarendon
Cabi
Carpe DC Food Tours
Casual Adventure
CAVA Mezze
ChangeSmith
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COFCO & ALLSTEEL | GUNLOCKE
Congressional School
County Manager, Mark Schwartz
Crowne Plaza Crystal City - Washington D.C.
Crystal City Marriott
Crystal Gateway Marriott
Delegate Patrick Hope
Doubletree By Hilton Washington DC - Crystal City
Dry DC
Elite Island Resorts
Fashion Centre at Pentagon City
Fitness Together Alexandria
Formula Running Center
Gretchen McKay
Homewood Suites Arlington Rosslyn Key Bridge
HUNGRY Marketplace
Hyatt Centric Arlington
Hyatt Place Arlington/Courthouse Plaza

Javan Anti Aging + Wellness Institute Ballston
Jeff Lubin Portraits
John Jordan
Manassas Businesses
Marsh & McLennan Agency
Mercedes-Benz of Arlington
MGI Corporate Gifts LLC and Senator Janet Howell
Monumental Sports and Entertainment
Museum of the Shenandoah Valley
Museum of the Shenandoah Valley
Myrtle Beach Area Chamber of Commerce
NextUp Solutions
Phoenix Bikes
Pinstripes Georgetown
Port City Brewing and Bonefish Grill
Punch Bowl Social
Residence Inn Arlington Courthouse
Residence Inn Arlington Rosslyn
ROCKLANDS Barbeque and Grilling Company
Rosslyn Business Improvement District
ROX Rapid Overland Express
Scout & Molly's Boutique
Sheraton Pentagon City Hotel
SugaChef
Texas Jack's Barbecue
The Bronson Bierhall
The Conditioning Room
The George Washington Hotel-A Wyndam Grand Hotel
The Kreeger Museum
The Westin Arlington Gateway
The Westin Crystal City
Thomson Farm
Toler Financial Group
Tower Club Tysons Corner
Tutoring Club of McLean
VIDA Fitness
Washington Football team
We Arlington
WETA TV & FM
Windows Catering Company

MILESTONE ANNIVERSARIES

Chamber Membership



60 Years

Arlington Court Suites Hotel
Virginia Hospital Center

55 Years

Casual Adventure

50 Years

American Red Cross in the National Capital Region

40 Years

Shirlington Shell

35 Years

Holiday Inn Arlington at Ballston

15 Years

Clark Construction Group, LLC
Jamie Nicholas Printing & Graphics

10 Years

Arlington Law Group
Nordlinger Consulting Group
Renaissance Arlington Capital View Hotel

5 Years

Bonefish Grill
Bridges to Independence
Clarendon Animal Care
CubeSmart Self Storage
District Taco LLC
Don Tito
Enterprise Knowledge
New District Brewing Company
SkipperFilms, Inc.
StorQuest Self Storage
Transurban

members in the news

A-SPAN

A-SPAN Announces Betsy Frantz as President/CEO

A-SPAN announced on November 12 its appointment of Betsy Frantz as President/CEO. Betsy served as Interim CEO from February 1 through November and brings over three decades of executive nonprofit leadership experience to the organization. "I am grateful and humbled to accept the position of President/CEO to this well-established and loved community resource," said Betsy. "I plan to work closely with our team and Board to serve the needs of our clients and meet the strategic goals of the organization while navigating these challenging times."



Betsy Frantz, President/CEO of A-SPAN

ARLINGTON MAGAZINE

Multiple Members Named Arlington Magazine's Best of Arlington 2021

On December 13, multiple members were named Best of Arlington 2021 for their industry by **Arlington Magazine** editors and readers. **Smokecraft Modern Barbecue**

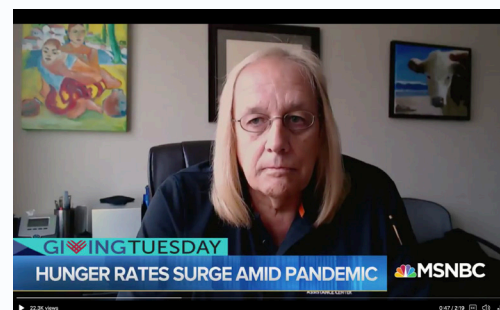


won Reader Pick for New Restaurant, **Bayou Bakery** won Reader Pick for Restaurant That's Giving Back, **VIDA Fitness** won Editor Pick for Gym During COVID, Mike Silverman of **Virginia Hospital Center** won Editor Pick for COVID Straight Talk, **Pentagon MMA** won Reader Pick for Martial Arts Instruction, **TriVistaUSA** won Reader Pick for Builder, Robert Martinson of **Monument Home Loans** won Reader Pick for Mortgage Banker, **The Congressional School** won Reader Pick for Private School K-8and Preschool, **The Sycamore School** won Reader Pick for Nontraditional Learners, **Congressional Camp** won Reader Pick for Virtual Camp, **Trade Roots** won Editor Pick for Face Masks, and **Casual Adventure** won Reader Pick for Outdoor Apparel and Gear.

ARLINGTON FOOD ASSISTANCE CENTER (AFAC)

AFAC Executive Director & CEO Charles Meng Featured on MSNBC for Giving Tuesday

Arlington Food Assistance Center (AFAC)'s Executive Director & CEO Charles Meng was featured on Chuck Todd's MTP Daily show on MSNBC for Giving Tuesday. The feature highlighted **AFAC** for providing free groceries to struggling families and individuals, and the increased importance of this work during the pandemic. "When the pandemic started, we saw a 45% increase in the number of families referred to us," said Charles. "Right now, we're serving over 2600 families each week and we see another 1000 at some time during the month."



Have news to share?

Let us know! Members in the News article submissions must be emailed to the Communications Coordinator, 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 Morgan Cooper 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.

APAH Extends Eviction Moratorium

Arlington Partnership for Affordable Housing (APAH) announced on November 18 that it had voluntarily extended its eviction moratorium for its 4,000+ residents. In addition to this, **APAH** extended waived late fees and frozen rent rates to further support residents facing monetary hardships.

“Keeping our residents safe and stable in their housing, particularly at this difficult time, is **APAH’s** top priority,” said Nina Janopaul, President & CEO of **APAH**.

“This extension allows families to remain safe in their homes. It also gives us more time to work with households to help them access rental assistance.” Many of its residents lost jobs and income due to the pandemic. As of March, almost 700 households were unable to pay their rent and approximately one in four of its 1,800 households are many months in arrears.



Arlington Partnership
For Affordable Housing

COMCAST

Comcast Extends COVID Support With 60 Days of Free Internet For Low Income Customers



COMCAST

On December 7, **Comcast** announced that it extended its COVID-19 support commitments for low income customers who qualify as Internet Essentials customers and that it will be providing free access to more than 1.5 million public Xfinity WiFi networks through June 30, 2021. **Comcast** has extended its COVID-19 support commitments three times since the beginning of the pandemic.

In addition to these commitments, **Comcast** has continued to supplement network investment, free educational resources, WiFi-connected communities, and its programs like **Comcast RISE** that support and empower small, minority owned businesses. “Our teams have worked tirelessly to ensure our network is operating at peak performance and help our customers and our communities navigate this unprecedented crisis,” said Dave Watson, Chief Executive Officer, Comcast Cable.

welcome to our NEW MEMBERS!

Business & Professional Services

Accept Credit Cards LLC
At Your Service Recruiting
BNI NOVA South
Office Care, Inc.
Smash My Trash
Venture X Arlington Courthouse

Communications & IT

Moin Agency

Health & Fitness

NOVA Optique + Eyecare

Home & Personal Services

WellNest Professional Cleaning

Nonprofit Organizations & Associations

Arlington Outdoor Education Association
(Arlington Outdoor Lab)
Northern Virginia Apartment Association

Real Estate & Construction

Greystar
KPFF
NV Kitchen and Bath / DC Quartz and Granite

Retail & Restaurants

Los Tios Grill
Top Thai Restaurant and Sushi
Urban Thai

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WITH THE CHAMBER IN 3 EASY WAYS:



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Arlington Chamber of
Commerce - Virginia

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www.arlingtonchamber.org

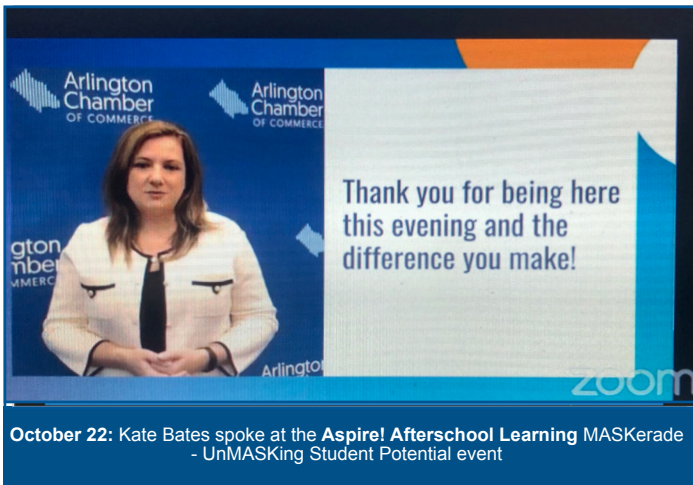
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or call (703) 525-2400.

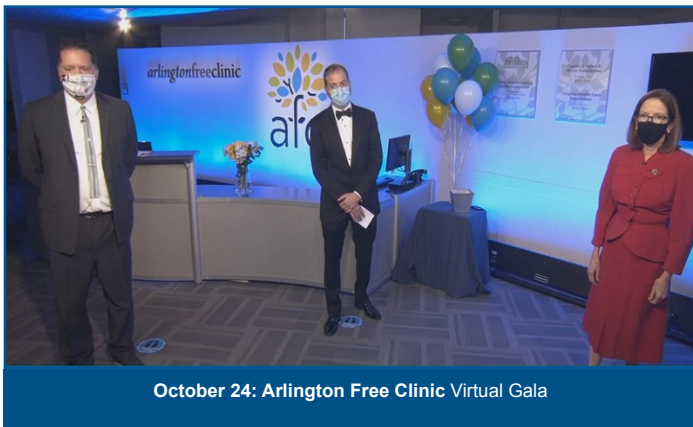
chamber scene

Your Chamber in the Community

The success of the Arlington Chamber is tied to its membership base. This is why the Chamber's Directors, staff, and members are dedicated to supporting community events and programs.



October 22: Kate Bates spoke at the **Aspire! Afterschool Learning MASKerade** - UnMASKing Student Potential event



October 24: Arlington Free Clinic Virtual Gala



December 12: Concert for a Cause supporting **Bridges to Independence**.

Below is a sampling of events that Chamber staff participated in:

October 20: Scott Pedowitz attended the **AHC Inc.** Annual Meeting.

October 22: Kate Bates and Scott Pedowitz attended the **Aspire! Afterschool Learning's MASKerade** – UnMASKing Student Potential event.

October 24: Kate Bates and Scott Pedowitz attended the **Arlington Free Clinic Virtual Gala**.

November 9: Kate Bates and Andrea Aiello attended the **AWE Fall Meeting**.

November 10: Scott Pedowitz attended the **Clarendon Alliance's** Restaurant & Business Roundtable.

November 13: Mike Rosenow & Scott Pedowitz participated in **CPRO's** Business Roundtable: Impacts on Businesses this Winter.

November 15: Scott Pedowitz attended the **Alliance for Housing Solutions** Bozman Awards program.

December 8: Olivia McKay attended **Volunteer Arlington's** Causes & Cocktails, focusing on mental health.

December 9: Andrea Aiello and Mike Rosenow attended **AED's** Small Biz and Bites.

December 10: Morgan Cooper attended the DC Chamber of Commerce Annual Meeting & Chairman's Inaugural.

December 12: Scott Pedowitz attended Concert for a Cause supporting **Bridges to Independence**.

Arlington Chamber Celebrates 2020 Accomplishments Virtually at 96th Annual Meeting

The Arlington Chamber of Commerce hosted its 96th Annual Meeting virtually on December 11. A key event for the Arlington business community, the 96th Annual Meeting celebrated the Chamber's accomplishments of 2020, while looking ahead to what's to come in 2021. 2020 Chair **R. Scott Ritter** presented the prestigious Committee of the Year Award and Chair's Award. Kate Bates, President & CEO of the Arlington Chamber of Commerce, presented the President's Award. Following the award presentations, **Stephen Moret**, President & CEO, **Virginia Economic Development Partnership (VEDP)** presented a keynote speech.

Kate Bates highlighted some of the Chamber's top achievements this year, including its efforts to serve as a leading advocate for Arlington's businesses during the COVID-19 pandemic, strong membership, and successful transition of in-person events to virtual. Among the Chamber's accomplishments in 2020, its advocacy efforts have made a real and lasting impact that strengthens and supports the business community in Arlington.

The exciting updates continued as incoming 2021 Chair **Todd Ihrig** of **Avantax Investment Services** introduced the 2021 Executive Committee and announced that **Beth Borowski** of **CNA** will serve as the 2022 Chair of the Board of Directors.

The 96th Annual Meeting award winners are:
2020 Chair's Award - **Bean Kinney & Korman**

2020 President's Award - **Tina Leone** of the **Ballston BID**

2020 Committee of the Year - Community Action Committee Chaired by, **Jennifer Owens** of **Arlington Community Foundation**

Following the presentation of the awards, Stephen Moret delivered the keynote speech. He noted many of Virginia's successes in 2020 and the highly encouraging future initiatives for 2021. Virginia and Arlington are well positioned to be leaders in many industries such as education, data science, and human capital development.

"I believe that all of us working together from the administration, general assembly, Arlington County Board, and to the Arlington Chamber of Commerce, we are going to continue to work together to position Virginia as America's best state for business, workers, and families," said Stephen Moret, President & CEO, Virginia Economic Development Partnership.

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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.