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## FEATURED EVENTS

### 11TH ANNUAL SCHOLAR'S CUP

13 SEPTEMBER  
3:30 p.m. - 7:00 p.m.  
UPTON HILL REGIONAL PARK

### SMALL BUSINESS ROUNDTABLE

27 JULY  
11:45 a.m. - 1:00 p.m.  
CHAMBER BOARD ROOM



## STATE OF THE COUNTY REVIEW

### Garvey Shares Her Views Arlington's Status

On June 21, 2016, the Honorable Libby Garvey, Arlington County Board Chair, delivered her address at the annual State of the County, providing attendees with an overview of the economic status of the County. The event was hosted by the Arlington Chamber of Commerce with Supporting Partner **The Leadership Center for Excellence Powered by Leadership Arlington**.

Before a crowd of 150 business, nonprofit and civic leaders, Garvey provided the community an update of overall conditions, achievements and progress made on the County's goals and shared the Board's plan for the future.

At this event, Garvey touted the strength of Arlington's business services and economic health, but emphasized that there is still work to do. She discussed the difficulty that businesses face operating in Arlington and how the Board is coming together and working with staff to make Arlington an attractive and accessible place for business with streamlined systems and economic incentives. "We are hustling" Garvey said, "which is something new for Arlington."

➤ Turn to page 7 to view photos, event sponsors, and more details about the event.



## SPECIAL THANK YOU TO

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## CHAMBER TRAVEL

### Travel to China with the Chamber

More than 10 people have already registered for the Arlington Chamber of Commerce trip to China. Register for this once-in-a-lifetime opportunity by July 25! The trip includes departure from **Washington Dulles International Airport** in addition to all transportation, hotels, meals, tours and more. From October 17-25, travelers will visit the cities of Beijing, X'ian, and Shanghai, tour memorable sites, including the Great Wall of China, the 2008 Olympic venues, and the famed Terracotta Warriors, and enjoy a multitude of unforgettable experiences.

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**JULY AT THE CHAMBER**

GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING	6 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
AMBASSADOR COMMITTEE MEETING	11 MONDAY 4:00 p.m. - 5:00 p.m. Chamber Board Room
MEMBERSHIP DEVELOPMENT COMMITTEE	12 TUESDAY 4:00 p.m. - 5:15 p.m. ROCKLANDS Barbeque and Grilling Company
EXECUTIVE COMMITTEE MEETING	13 WEDNESDAY 8:00 a.m. - 9:30 a.m. Chamber Board Room
SMART START	13 WEDNESDAY 4:00 p.m. - 5:15 p.m. Chamber Board Room
BREAKFAST CONNECTION	14 THURSDAY 7:30 a.m. - 9:00 a.m. Holiday Inn Rosslyn
GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING	20 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
BUSINESS AFTER BUSINESS	21 THURSDAY 5:00 p.m. - 7:00 p.m. FVCbank
YEA! INFORMATION SESSION	25 WEDNESDAY 6:00 p.m. - 7:00 p.m. Chamber Board Room
EDUCATION & WORKFORCE COMMITTEE MEETING	26 TUESDAY 4:00 p.m. - 5:00 p.m. Chamber Board Room
COMMUNITY ACTION COMMITTEE MEETING	27 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
SMALL BUSINESS ROUNDTABLE	27 WEDNESDAY 11:45 a.m. - 1:00 p.m. Chamber Board Room

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**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.

13 WEDNESDAY  
 4:00 - 5:15 p.m.  
**Chamber Board Room**  
 2009 14th Street, North  
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14 THURSDAY  
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**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 jackpot available each month.

21 THURSDAY  
 5:00 - 7:00 p.m.  
 FVCbank  
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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.

## CHAIR'S MESSAGE

### The Chamber is Changing for the Better

Our Chamber has a proud history that dates back more than 90 years but, as with any organization, as times change we need to change.

Last month, on June 17th, one of the most important meetings of the year took place. It wasn't the Board meeting, but a full membership meeting that will have a lasting impact on the Board and on the Chamber. Specifically, the meeting addressed amendments to the Chamber's Articles of Incorporation and Bylaws. Those changes, in accordance with the bylaws, were sent to all members 25 days prior to the meeting, on May 23rd.

The overall intent of these changes were to update and simplify the Articles and Bylaws by removing very specific procedural steps. The changes will also allow the Chamber to be flexible and nimble, and vests governance of the Chamber with a self-governing Board of Directors.

For background, the Chamber's Strategic plan called for the formation of a Governance Committee and set its initial task to review the Chamber's foundational documents. The Governance Committee reviewed the Articles and Bylaws with three goals in mind:

- Simplify and streamline the documents, removing references to specific procedural steps and to ensure compliance with the Code of Virginia and current best practices for corporate formation documents;
- Address any gaps between what is spelled out in the current documents and our current actual processes; and
- Review the nominating process and consider a shift from a member-based, vote-driven process to a board-nominated, skill-based process.

When the committee completed its review and updates, those changes were presented by **Tina Walker**, our Chair-Elect and liaison to the Governance Committee, to the Executive Committee for their comments. The Governance Committee reviewed the comments and proposed changes and updated the proposal.

During the monthly Board Meeting on May 20th, these changes were presented to the Chamber's Board of Directors and the Board voted to move these amendments forward to the full membership with their recommendation for approval. The vote was unanimous.

While all members are invited and encouraged to attend our monthly events, a full membership meeting is very rare. Our bylaws require 5% of all eligible votes be present to have quorum. The members in attendance and the proxies received far exceeded quorum for the full meeting on June 17th.

The amended Articles of Incorporation and Bylaws, as presented to the full membership of the Chamber was approved and placed into immediate effect.

This important change could not have occurred without the hard work of members of the Governance Committee, Chair **Todd Ihrig**, **Betsy Frantz**, **Tim Hughes**, **Tina Leone** and **Tina Walker**. A special thanks to **Kate Bates** and the Chamber Staff for their work on this project and to **Tim Hughes** of **Bean, Kinney & Korman** for donating the printing of the meeting notification and proxy forms.

I am certain the changes will allow our Chamber to become an even more effective advocate for the business community in our County, our Region and our Commonwealth.

Wishing you all a Happy 4th of July and great summer!

**Todd Yeatts**  
The Boeing Company



## 2016 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.



## JULY MILESTONE ANNIVERSARIES

### CONGRATULATIONS!

#### ■ FORTY YEARS

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## MEMBERS IN THE NEWS

#### ■ BEAN, KINNEY & KORMAN

### Andrew Schmuhl Guilty on All Charges Related to Assault on Bean, Kinney & Korman Attorney and His Wife

**Bean, Kinney & Korman** is grateful that the jury's guilty verdicts in the prosecution of Andrew Schmuhl for his brutal assault of their friend and colleague, **Leo Fisher**, and his wife Sue Duncan, mark the beginning of closure for them. This was a horrific ordeal no one can fully grasp. In a recent press release, the firm expressed appreciation for the enormous effort made by the Commonwealth's Attorney and his office to present a compelling case that has produced a just result, and the hard work of the law enforcement professionals who brought the facts to light. They remain deeply indebted to friends, clients, colleagues and fellow professionals for their constant well-wishes and support throughout this process.

"We simply want our lives back. We never wanted to become thought of as the people who were attacked by these criminals. We were just your son and daughter, your brother and sister, your friends, your colleagues, your buddies and your neighbors. That's all we want to be - again.

Our families and friends have been steadfast in loving support of us throughout this long ordeal. Our families have been with us from the morning after the attack on us. My dear friends and colleagues at **Bean, Kinney & Korman** have been unstinting in their efforts to assist in our recoveries. We will never be able to repay adequately our families and friends for their many kindnesses to us." said **Leo Fisher** in his latest statement.

#### ■ ROCKLANDS BARBEQUE AND GRILLING COMPANY

### "Shed Your Coat" at ROCKLANDS Arlington



This year's Shed Your Coat at **ROCKLANDS Arlington** raised \$6,000 for **Doorways for Women and Families**. Contributions came from the 150 plus raffle tickets sold, supportive neighbors who came out on a chilly evening to eat, drink, laugh and take a chance on raffles, and from **ROCKLANDS**.

"This is our eighth year hosting this event for **Doorways**. **Doorways** does so much good in our community, we're pleased to be able to help them," said **Brad Yoder**, General Manager of **ROCKLANDS Arlington**.

"We look forward to this event every year, and it just keeps getting bigger and better. The team at **ROCKLANDS** spares no expense in making this event fun for those who attend and impactful for the women, men and children escaping crisis in our community," said **Caroline Jones**.

#### ■ METROPOLITAN WASHINGTON AIRPORTS AUTHORITY

### Reagan National Airport Celebrates 75th Anniversary

**Ronald Reagan Washington National Airport's** celebrations, in honor of its 75th anniversary on June 16, hit full-swing the week of June 13, with promotions, giveaways, performances and a special historic aircraft arrival.

On **Reagan National's** actual anniversary, June 16, the airport pulled out all the stops. Travelers on the 75th arriving flight were treated to a celebration of their own, featuring special musical and dance performances and a giveaway at the gate. The airport also hosted the Aero Club of Washington for a lunch on June 16 in the Historic Lobby—the original ticketing area of the airport when it opened—with remarks from Doug Parker, President and CEO of American Airlines.

## ■ ARLINGTON COMMUNITY FOUNDATION

## Arlington Community Foundation Awards \$473,500 worth of scholarships to 78 Arlington Students



The **Arlington Community Foundation (ACF)** awarded college scholarships valued at a total of \$473,500 to 78 students to attend college next year. This includes two Rich Doud Arlington Chamber of Commerce scholarships who went to two very deserving students. The scholarship awards range from \$1,000 to \$10,000, many of which are renewable, allowing students to finish their undergraduate education with financial assistance. An additional 105 scholarships were renewed for returning college students, for a total of 183 recipients.

Over 45 different types of scholarships were awarded – some for financial need, academic merit or community service, others for students who have overcome difficulties, and still others for specific studies. At the recent awards ceremony sponsored by **Dominion**, ACF Scholarship Chair **Linda Henderson** noted of the students who gathered to receive their awards: “These are deserving students with an impressive list of accomplishments in both their schools and their communities. We are proud to help such a diverse group of young scholars achieve their dreams.”

## ■ ARLINGTON PARTNERSHIP FOR AFFORDABLE HOUSING

## Arlington Partnership for Affordable Housing Breaks Ground on Columbia Hills

Today, the **Arlington Partnership for Affordable Housing (APAH)** broke ground on its newest project, Columbia Hills Apartments, which will be located at 1010 S. Frederick Street in Arlington. In a blustery but spirit-filled celebration, **APAH**'s finance, design and building partners, elected officials, neighbors and **APAH** leaders gathered to launch construction on the 229-unit building.



With a sentiment echoed throughout the proceedings, Libby Garvey, Chair of the Arlington County Board, praised the Columbia Hills project as “a wonderful example of what we can do when everyone works together for the community. Today there are just 9,600 affordable homes in Arlington, yet there are 17,000 low income families

## ■ MARYMOUNT UNIVERSITY

## New Marymount Farmers Market Brings the Magic to Eating Local

On Saturday mornings, North Arlington residents can now walk, bike, jog, hop the Metro or drive to “buy local” at the new **Marymount** Farmers Market. There, they can leisurely enjoy a cup of fresh roasted craft coffee and handmade mini-donuts or French pastries while selecting artisan cheeses, homemade pies, or fresh lettuces and ears of corn picked just the day before.

In a joint partnership with the Arlington-based nonprofit Field to Table Inc., **Marymount University** is the host of the first farmers market north of Lee Highway. The market is open Saturdays, 9 a.m. to 1 p.m. through Nov. 19. Volunteer-driven Field to Table, which assists with oversight responsibilities for the local producer-only market, is part of the “locavore” movement, which encourages people to reestablish their relationship with the land and purchase from local farmers and food preparers. The focus is also on improving the nutritional (and taste) experience and the overall health of the communities they serve.

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## CHAMBER SCENE

## THE CHAMBER SCENE MAY-JUNE

## 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.

May 25 – Kate Bates attended the **Leadership Arlington Legacy Awards** at **Army Navy Country Club**. Congratulations to **Dominion, MTEA Architecture, and OAR** for winning such prestigious awards.

May 26 - Mike Rosenow and his dog Kona went to the **Clarendon Animal Care Yappy Hour** at **ROCKLANDS Barbeque and Grilling Company** with proceeds benefitting the **Animal Welfare League of Arlington**.

May 26 - Kate Bates, **Todd Yeatts**, 2016 Chamber Chair, and **David Isaacson**, Vice Chair of Membership Development, attended a Hawaiian Luau Community Reception at the **Joint Base Myer-Henderson Hall**.

June 1 – Alex Held, Cassie Hurley and Mike Rosenow attended the Arlington Premiere held by **Arlington Economic Development** in partnership with the Chamber, **Ballston BID, Crystal City BID, and Rosslyn BID**.

June 2 – Alex Held, Cassie Hurley and Kate Bates attended the **Arlington Magazine's Best of Arlington** at **Mercedes-Benz of Arlington**. The Chamber's **Young Entrepreneurs Academy** program was recognized as an Editors' Pick, Stellar Youth Program.

June 6 – Kate Bates and Mike Rosenow attended the **Crystal City BID's Annual Meeting** at **WeWork**.

June 7 – Kate Bates attended the **Linden Resources** Enriching Lives breakfast at **Army Navy Country Club**.

June 13 – Alex Held and Kate Bates attended the **YEA! Saunders Scholars Competition** at America's Small Business Summit.

June 16 – Kate Bates spoke at the **Lafayette Federal Credit Union** Grand Opening. Alex Held and Mike Rosenow also attended.

June 18 – Kate Bates attended the **Select USA China Welcome Reception**, co-hosted by Arlington County, featuring the US Ambassador to China.



Rosslyn BID President & Chamber Director Mary-Claire Burick, County Board Member Katie Cristol, and Kate Bates  
Photo Credit: MBK Photography

## BUSINESS ADVOCACY

## BUSINESS ADVOCACY UPDATE

## County Board Candidate Forum Recap

On June 1, 2016 the Arlington Chamber of Commerce wrote a letter to the Northern Virginia Transportation Authority (NVTA) stating that while we support the NVTA's analysis and solicitation of regional transportation projects, we strongly encourage a more multi-modal funding balance of highway and transit projects. The letter urged the NVTA to consider adding the following projects to the plan:

- East Falls Church Regional Connection and Access (\$6.5 million to provide two additional bus bays at the station, six Capital Bikeshare stations, and improve access for automobiles & buses entering and exiting the park & ride facility)
- Crystal City Streets (\$11.6 million to provide exclusive transit lanes on 12th Street South while realigning Clark & Bell streets and improving intersections)

On June 8, 2016 the Chamber wrote a letter to the U.S. Department of Transportation expressing support for the application from the Commonwealth of Virginia and its partners for credit assistance through the Transportation Infrastructure Finance and Innovation Act (TIFIA) to extend High Occupancy Toll (HOT) lanes into the Interstate 395 corridor.

Other Business Advocacy updates include:

June 2 – Kate Bates attended an Arlington County Safe Track communication meeting.

June 14 – Kate Bates attended the Economic Development Commission Meeting.

June 20 – Kate Bates testified at the County Board Meeting in support of **Saul Centers** 750 N Glebe Project. The project was approved by the Board.

Members can be involved in shaping policy positions through the Chamber's Government Affairs & Economic Development Committee. To be added to the committee distribution list, please email [chamber@arlingtonchamber.org](mailto:chamber@arlingtonchamber.org).



## Garvey Provides Updates on the State of Arlington County

"The state of the County is good. Actually the state of the County is great!" said Arlington County Board Chair Libby Garvey at the State of the County forum held at the **DoubleTree by Hilton Washington DC - Crystal City** on Tuesday, June 21. The event was attended by 150 business leaders, elected officials, and community figures. Chair Garvey presented about the economic and developmental status of Arlington and answered a range of questions from those in attendance.

Garvey provided updates on many of the core functions and services that the County is responsible for including the school system, attracting and retaining businesses, and County economic performance. She emphasized that Arlington has once again received a AAA bond rating, even despite a high commercial vacancy rate, allowing the County to issue bonds at low interest rates.



Arlington County Board Chair Libby Garvey, presenting at the State of the County

In response to questions about Columbia Pike Garvey said that though the area is wonderful, "we could do a little better job on the Pike" and mentioned her hope for a "single-seat trip" from West Columbia Pike to Crystal City, and the potential for a "Crystal-Pike Transitway." To questions about the challenges of the Metro system, Garvey praised the work of WMATA General Manager Paul Wiedefeld, saying "If anybody can fix this, I think Paul Wiedefeld can do it."

This was Garvey's first time presenting the State of the County. Chair Garvey is up for reelection in November and will face Independent Audrey Clement.



Chamber members gather before hearing from Garvey

### Special Thanks to Our State of the County Sponsors

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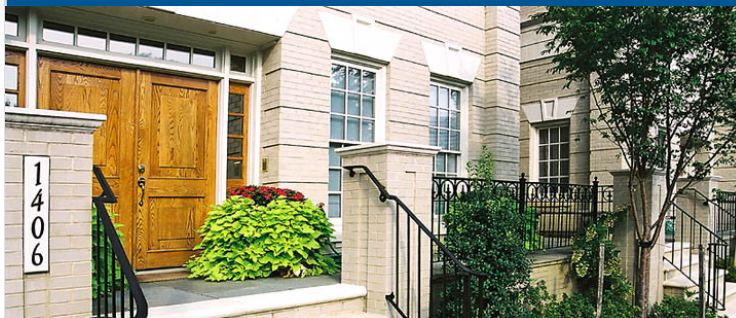
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### WELCOME THEM HOME



Be among the first to introduce your company to new and potential residents of Arlington County by advertising in the Chamber's Relocation Packet. The packet is sent to approximately 250 new and potential Arlington residents who request them per year. For more details, contact:

- Hannah Dannenfelser at [chamber@arlingtonchamber.org](mailto:chamber@arlingtonchamber.org)

SHOPCHAMBER



Thank you to everyone who supported the Chamber's Travel & Tourism members during the month of June! Please support the Chamber's Auto & Industrial members during the month of July. A complete list of Auto & Industrial members can be found on the Chamber website.

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!



YOUNG ENTREPRENEURS ACADEMY

YEA! Student Auditions for ABC's Shark Tank

One of the Chamber's 2015 **YEA!** students, **Zanab Farooq**, a 17 year-old junior at Yorktown High School, auditioned for the upcoming season of ABC's Shark Tank on Wednesday, June 15th at 1776 in Crystal City. **Zanab** is the Founder/CEO of Z14 Cases which makes custom cell phone cases. **Zanab** developed Z14 Cases while she was a sophomore participating in the Arlington Chamber's **Young Entrepreneurs Academy**. "It was a very nerve racking experience as I was the

only high school student participating," says **Zanab** when asked what it was like competing for the upcoming season of Shark Tank. **Zanab** will find out in two weeks whether or not she will be selected to compete on the upcoming season of Shark Tank.



The Arlington Chamber's **Young Entrepreneurs Academy (YEA!)** is an exciting after-school program held in partnership with **Marymount University** that transforms middle and high school aged students into confident



entrepreneurs. Through the program, students develop business ideas, write business plans, pitch their plan to a panel of investors, and launch their own fully registered business or social movement. Since the program's inception in Arlington in 2014, **YEA!** has graduated 26 students and 16 unique businesses. Applications for the 2016-2017 Arlington Chamber's **Young Entrepreneurs Academy** are currently being accepted on a rolling basis with a final deadline of September 30. The application fee will be waived for applications turned in before the early bird deadline of August 1.

Are you passionate about entrepreneurship and/or education? The Chamber is seeking members to participate in our **YEA!** Booster Committee. Join **Christine Searle**, of **Searle Business Solutions, LLC**, Chair of the Booster Committee, to help grow our **Young Entrepreneurs Academy** program and increase member involvement. If you are looking for an opportunity to get involved and help local students realize their dream of owning their own business, then the **YEA!** Booster Committee is for you. For more information, please contact **YEA!** Program Manager, Alex Held, at [aheld@arlingtonchamber.org](mailto:aheld@arlingtonchamber.org) or at 703-525-2400.

2016 FALL OUTING



Remember to mark your calendars for Friday, September 30. The Fall Outing will give you a chance to escape the office and gain valuable exposure for your company while enjoying a day of golf at Pleasant Valley Golf Club with fellow Chamber members.

Sponsorships are available starting at \$700. For more information contact Cassie Hurley at (703) 525-2400 or at [churley@arlingtonchamber.org](mailto:churley@arlingtonchamber.org).



## NONPROFIT SPOTLIGHT

## Making Aging in Place Easier and Less Isolating

by Thomas Eversole, The Shepherd's Center of McLean-Arlington-Falls Church (SCMAFC)

My mother is 91 with no family in her area to assist her. My uncle needs rides to the doctor but we don't live close enough to help. My parents cannot get to the grocery store and pharmacy because they can't drive anymore. These are the questions and requests we receive almost daily and that is why we are here to support the older adults in our area.

The mission of **The Shepherd's Center of McLean-Arlington-Falls Church** is to help older adults stay in their own homes and continue to live independently. The loss of the ability to drive impacts us all in many ways and can lead to isolation and inactivity. Our volunteers drive our clients to their medical appointments, grocery stores, pharmacies, and banks.

We are an all-volunteer organization supported by local congregations, businesses, individuals and community organizations in McLean, Arlington, and Falls Church. Volunteers are not scheduled for specific times nor asked to commit to any set schedule. A volunteer coordinator updates the RideScheduler program each day with the ride requests from our clients. A volunteer driver can then review the information and accept a ride.



We interview our clients in their home and provide operating guidelines and procedures to enable them to request our services. Our **Shepherd's Center** also has a Friendly Visitor/Caller Program where we pair a client and a volunteer to have an ongoing relationship if they chose. They set the schedule of visits or calls they would like to have. Our Handy Helper program handles minor needs such as replacing light bulbs, fixing a running toilet, and other small repairs needed in the home.

We are always looking for additional volunteers. With the increase in the aging population, the demand for our services is outgrowing our ability to provide support. Last year we completed 2,089 rides and this year, as of the middle of May, we are already up to 1,010 rides. We are in need of volunteers to help with publicity, fundraising, speaking to groups, and other occasional jobs.

A client recently informed us that she is walking more, and her health is greatly improved by getting treatment when she needs it. Some clients skip appointments because of the cost of transportation. Our recipients of visits and calls have let us know how much their interaction with another person brightens their day and gives them something to look forward to.

The **Shepherd's Center of McLean-Arlington-Falls Church** is a 501(c) (3) non-profit organization, and all services are provided at no cost to the recipient. Office is located at 1205 Dolley Madison Boulevard, McLean, VA 22101-3019 and can be contacted by phone at 703-506-2199 or email at [info@scmafc.org](mailto:info@scmafc.org). More information is available at [www.scmafc.org](http://www.scmafc.org).

## ARLINGTON ECONOMIC DEVELOPMENT

### Two Companies Announce Arlington as New Home

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

Two companies have announced in recent weeks have chosen Arlington as their new base. Governor Terry McAuliffe announced last week that Grant Thornton LLP, a leading U.S. professional-services firm, will invest \$15.75 million to consolidate its Northern Virginia offices and relocate to Arlington's Rosslyn neighborhood. The project will retain 994 jobs and create 348 new jobs.



"Retaining Grant Thornton in Virginia is a big win for the Commonwealth, as we continue to make Virginia the best place in the country for business and workforce development," said Governor McAuliffe. "The firm's consolidation is a great testament to the business advantages of Arlington County and we are excited to announce that this project is, not only retaining nearly 1,000 jobs in Virginia, but also creating 348 additional jobs. I am pleased with our success and will continue to work with industry leaders to ensure the new Virginia economy is innovative, diverse, and competitive in the global marketplace."

The Virginia Economic Development Partnership worked with Arlington on the project, with the Governor's office approving a \$1 million grant from the Commonwealth's Opportunity Fund to assist the County with the project, which Arlington will match over a four-year period. The company will also be eligible to receive a Major Business Facility Job Tax Credit. Funding and services to support the company's employee training activities will be provided through the Virginia Jobs Investment Program.

Government consulting firm Bytecubed also formally opened its new Arlington headquarters in Crystal City with a ribbon-cutting ceremony earlier this month. ByteCubed, which specializing in reimagining and replacing government systems in an effort to increase government efficiency, brings about 150 employees to Crystal City in their 17,000 square foot headquarters. ByteCubed was recently recognized as one of the fastest growing companies in the region by Arlington Economic Development and as a Best Place to Work by Virginia Business Magazine.

**CHAMBER SCHOLARSHIPS**

**High School Graduates Recieve Rich Doud Arlington Chamber of Commerce Scholarships**

The **Arlington Community Foundation** hosted their annual scholarship reception. This year's Rich Doud Arlington Chamber of Commerce Scholarship went to two very deserving recipients, Caroline Verrecchia and Dylan Cunningham.

Dylan is graduating from Washington-Lee High School, where he maintained a 3.92 GPA and served as President of the WLHS chapter of DECA, an international business and marketing organization that prepares students for business-related fields. He also participated in the Chamber's **Young Entrepreneurs Academy** as well as **Leadership Arlington's** Youth Program, and has volunteered with **Phoenix Bikes**, Common Good City Farm, and as a mentor to non-English speaking students at **Arlington Public School's** High Intensity Language Training (HILT) program. One of his passions is inventing – at the APS 2015 Tech Expo, his product won first place for the Computer-Aided Design, and his business model received the second place prize. This fall, he will be attending The New School, where he plans to study business.

Caroline is graduating from H-B Woodlawn, where she maintained a 4.24 GPA and was an officer of the National Honor Society. She was active in the Arlington Teen Network Board throughout High School, co-chairing the Board her senior year. She is a senior member of her Girl Scout Troop (where she was recognized for logging over 150 hours of volunteer service), a graduate of **Leadership Arlington's** Youth Program, and has also served on the Youth Board for the **Arlington Community Foundation's** Arlington Youth Philanthropy Initiative, all while working during the school year as a personal assistant at Kramer Inc. This fall, she will be attending **Virginia Tech**, where her academic interests include Engineering, Math and Statistics, Computer and Information Sciences, and Planning.



Arlington Community Foundation Trustee and President Emeritus John Andelin presenting scholarship to Dylan Cunningham

**NONPROFIT FINANCE SERIES REVIEW**

**Nonprofits Learn Finance Best Practices**

In June, the Chamber wrapped up the Nonprofit Finance Series featuring **Christine Searle of Searle Business Solutions, LLC**. Beginning in May, this three part series presented nonprofit audiences the opportunity to learn how to maintain the financial health of their organization, while engaging the Board in the financial process. The first seminar Protecting your Donations and Your People provided steps to limit access to donations and ensure that an organization's donations are controlled based on how they are received, thereby maintaining the organization's financial health, and its reputation. The second event in the series, Avoiding the Hidden Costs of Grants, covered the common additional costs associated with many sought after grants and instructed attendees on how to avoid and prepare for them.

The series concluded with the Budget Conversations with Nonprofit Boards seminar. **Christine** demonstrated how to promote effective Board conversations about immediate and long-term financial needs, including investing for sustainability and growth, tracking financial performance, and taking action on financial results.

Both members of the nonprofit and for-profit sectors received extremely beneficial tips throughout each of the three sessions. We thank **Christine** for lending her expertise on the subject matter, as well as **Cardinal Bank** for sponsoring the series!

SPECIAL THANK YOU TO

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Members interested in being involved in the Chamber's Community Action Committee please contact [chamber@arlingtonchamber.org](mailto:chamber@arlingtonchamber.org) to be added to the committee distribution list.

**COMBINED BREAKFAST CONNECTION REVIEW**

**Alexandria and Arlington Businesses Connect**

On Thursday, June 16 the Chamber held a combined Breakfast Connection with the Alexandria Chamber of Commerce at the Chart House which has a beautiful view overlooking the Potomac. This was a great opportunity for both Chamber's members to cross-network with over 100 registered attendees before the workday even began. The event focused on roundtable power networking and provided attendees the chance to exchange business cards, develop new prospects and share a 60 second pitch with each table.



We were honored to have Delegate Mark Levine welcome attendees during the event.

The next combined Breakfast Connection with the Alexandria Chamber of Commerce will be held on Thursday, October 20 from 7:30 a.m. to 9:00 a.m. at the **Holiday Inn Rosslyn**. Visit [www.arlingtonchamber.com/events](http://www.arlingtonchamber.com/events) to register.

## Government Contracting for Nonprofits

During May's Small Business Roundtable, **Jasmine Gould**, Director of Business Development of **Strategic Consulting Partners** and **Elena Yearly**, President of **EMY Consulting LLC**, presented to the Small Business Roundtable on **Federal Government Contracting: The Trials and Tribulations of Pursuing and Getting Awarded Federal Contracts**.

### Putting the World of Federal Contracting into Perspective

- U.S. government market represents nearly 50% of GDP and is comprised of nearly 90,000 separate governmental entities.
- U.S. government market buys every legitimate business product and service imaginable and spends more than \$600 billion annually.
- When state, local and education markets are added in, we are approaching \$2 trillion in spending.

### The Challenges of Federal Contracting

- Maneuvering through the contracting maze.
- Gaining an understanding of this market and how it differs from the outside world.
- Dealing with rules that differ from agency to agency.
- Dealing with endless acronyms and people who play by their own rules.
- Knowing key agency players.
- Forming effective relationships that actually stick.

### Tips on how to get awarded the Federal Contract

- Patience and Persistence are keys to success.
- Evaluate strategically if this is the right market for you and if so, how you will pursue this market to align with your short and long-term company objectives.
- Know your niche and how it fits with what the government will buy.
- Surround yourself by those in the know...trusted advisors who can help you navigate the world of federal contracting.
- Set up your own strategic federal contract targeting plan, don't bite off more than you can chew and stay the course.
- Evaluate socio-economic options that align with your strategy (certifications, etc.) and pursue.
- Be diligent in researching agencies, studying their forecast, attending vendor and procurement events.
- Select key primes to team with and respond to sources sought, RFIs, RFPs, etc. to gain entry.
- Be patient as results generally come later.

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 Board Room.

### REGISTER NOW:

JULY SMALL BUSINESS  
ROUNDTABLE

27 WEDNESDAY

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

Chamber Board Room

Presented by Maura Fredericks of Thrive Consulting & Coaching, LLC  
Separate Emotion from Fact: How to Use Your Interpersonal Skills to Grow a Business That Thrives

## OPPORTUNITY WORKS

### Thank You!

The 2016 Opportunity Works campaign successfully exceeded our goal of \$255,000. Thank you to all of the Opportunity Works volunteers that have helped to make this possible. We could not do it without you.

Thank you to our Opportunity Works Campaign Co-Chairs **Joe Prentice** of the **State Department Federal Credit Union** and **Barbara Nicastro** of **The Law Offices of Barbara Nicastro**.

Special thanks to **ROCKLANDS Barbeque and Grilling Company** for being incredible hosts for the Opportunity Works Victory Celebration.

#### SPECIAL THANK YOU TO

GRAND SPONSOR



For more information about Opportunity Works, please contact Events & Development Director Cassie Hurley at 703-525-2400 or [churley@arlingtonchamber.org](mailto:churley@arlingtonchamber.org).



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

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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!

■ **Jamie Nicholas Printing & Graphics, Tru Partner Coaching, Residence Inn Pentagon City** for donating door prizes for the Breakfast Connection

■ **Jamie Nicholas Printing & Graphics** for donating door prizes at the Business after Business

■ **Mercedes-Benz of Arlington** for hosting the June Business after Business

■ **Crystal City Marriott** for hosting the June Board of Directors Meeting

## We're Celebrating Our 10th Year!

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