

SPECIAL THANKS TO
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■ THE ARLINGTON BEST BUSINESS AWARDS REVIEW

The Best in Arlington Business

The Arlington Chamber of Commerce celebrated the **28th Annual Arlington Best Business Awards**, on Tuesday, May 20 at the **Sheraton Pentagon City Hotel**, by honoring the year's most illustrious and accomplished businesses. The event honored successful businesses that have made significant contributions to the Arlington community, as well as recognized three new inductees into the Arlington Business Hall of Fame.

"Arlington is representative of Main Street America. Business owners risk everything, every day," said **Jon Kinney**, an Arlington Business Hall of Fame inductee.

The Doing Good Award, made possible by the Philip M. Keating Fund for the Future, was awarded to **Segue Technologies**. They received a \$500 award to present on their behalf to the local nonprofit organization of their choice, which they then donated to the **Animal Welfare League of Arlington**, for their "cat room."

At the ceremony, three Arlington business leaders were inducted into the Arlington Business Hall of Fame. This year's inductees include the late **Sydney "Syd" Albrittain** (honored posthumously), former Chief executive of **Dittmar Co.**, **James "Jim" Cole**, CEO of **Virginia Hospital Center**, and **Jonathan "Jon" Kinney** of **Bean, Kinney & Korman**.

■ Please turn to page 6 for the winners, photos, and list of sponsors.



(L-R) Ron Novak of Segue Technologies and Chair, Tim Hughes

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SAVE THE DATE

STATE OF THE COUNTY

JUNE 24
7:30 - 9:30 a.m.
Crystal City Marriott

SMART START

JULY 3
4:00 - 5:15 p.m.
Chamber Board Room

BREAKFAST CONNECTION

JULY 10
7:30 - 9:30 a.m.
Holiday Inn Rosslyn

■ STATE OF THE COUNTY PREVIEW

Fisette to Give State of the County Address

Arlington Chamber presents State of the County with Supporting Partner Leadership Arlington on Tuesday, June 24, 2013 from 7:30 - 9:30 a.m. at the **Crystal City Marriott**. The Honorable **Jay Fisette**, Arlington County Board Chair, will present an overview of the economic and developmental status of the County.

Connect with the community through **Fisette's** update of overall County conditions. Then, **Fisette** will answer questions from attendees that are pertinent to area businesses.

■ To register, visit www.arlingtonchamber.org or call 703-525-2400.

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Turn to page 7 for more info!

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APRIL AT THE CHAMBER

AMBASSADOR COMMITTEE MEETING	2 MONDAY 4:15 - 5:00 p.m. Chamber Board Room
OPPORTUNITY WORKS RALLY <i>For OW Volunteers, Chamber Board & Guests only</i>	3 TUESDAY 5:00 - 6:00 p.m. John Marshall Bank
BREAKFAST CONNECTION <i>In conjunction with Alexandria Chamber of Commerce</i>	4 WEDNESDAY 7:30 - 9:00 a.m. The Chart House - Alexandria
COMMUNICATIONS COUNCIL MEETING	5 THURSDAY 8:30 - 9:30 a.m. Chamber Board Room
SMART START	5 THURSDAY 4:00 - 5:15 p.m. Chamber Board Room
GREEN BUSINESS COMMITTEE MEETING	6 FRIDAY 9:00 - 10:00 a.m. Chamber Board Room
MEMBERSHIP DEVELOPMENT COMMITTEE MEETING	10 TUESDAY 4:30 - 5:30 p.m. Chamber Board Room
EXECUTIVE COMMITTEE MEETING	11 WEDNESDAY 8:00 - 9:30 a.m. Chamber Board Room
BUSINESS AFTER BUSINESS	19 THURSDAY 5:00 - 7:00 p.m. Mercedes-Benz Arlington
BOARD OF DIRECTORS MEETING	20 FRIDAY 11:45 a.m. - 2:00 p.m. Fort Myer Officers' Club
STATE OF THE COUNTY	24 TUESDAY 7:30 - 9:30 a.m. Crystal City Marriott
OPPORTUNITY WORKS VICTORY CELEBRATION <i>For OW Volunteers, Chamber Board & Guests only</i>	24 TUESDAY 5:00 - 6:30 p.m. ROCKLANDS
COMMUNITY ACTION COMMITTEE MEETING	25 WEDNESDAY 8:30 - 9:30 a.m. Chamber Board Room
SMALL BUSINESS ROUNDTABLE	25 WEDNESDAY 11:45 a.m. - 1:00 p.m. Chamber Board Room
EDUCATION & WORKFORCE DEVELOPMENT COMMITTEE MEETING	25 WEDNESDAY 4:00 - 5:00 p.m. Arlington Career Center
THE BUSINESS SIDE OF ARLINGTON HISTORY	26 THURSDAY 5:00 - 7:00 p.m. Navy League Building
GOVERNMENT AFFAIRS/ECONOMIC DEVELOPMENT COMMITTEE MEETING	27 FRIDAY 8:30 - 9:30 a.m. Chamber Board Room

SMART START

Maximize your Chamber membership by attending this free networking seminar and information session about meeting new clients, business associates, and how to utilize the benefits of Chamber membership.

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

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Greg Mullan -

 A Subsidiary of Cardinal Bank

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.

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

The Chart House
1 Cameron Street
Alexandria, VA 22314

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 Bank

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. This month's Business After Business focuses on highlighting local nonprofits.

19 THURSDAY
5:00 - 7:00 p.m.
Mercedes-Benz of Arlington
585 North Glebe Road
Arlington, VA 22203

 Mercedes-Benz of Arlington

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.

Good to Great

In James Collins' excellent book, *Good to Great*, Collins looked that the characteristics of leadership in companies that had been wildly successful compared to the market. Collins admittedly went in expecting to find the Jack Welch/Lee Iacocca style of dynamic CEOs loudly striding as behemoths across the corporate landscape. Instead, Collins uniformly found that the "great" companies that met his exacting definition all had what he described as "Level 5 Leadership" – leaders who were humble, self-effacing, quiet, and driven to results and success but not to taking credit.

In today's world, finding that type of leader is challenging and runs against expectation and our prevailing culture. We have been fortunate to have such a leader in **Rich Doud** for almost 24 years.

Rich has led our organization quietly, humbly, and effectively for that entire tenure. During that time, we have lived through the real estate crash in the 1990s, the dot-com bubble bursting, the Great Recession and all the other various and sundry additional challenges and opportunities. Through it all, Rich has kept his calm and humble hand on the tiller.

Rich could take a lot of voluble credit for building a great organization with a truly welcoming, warm and friendly business culture. Rich could (and even should) demand a lot of praise for playing an instrumental role in reshaping our entire community through the formation and fledging of **Leadership Arlington** and its resulting transformative impact. Rich will not do that because that is not who he is ... but we should all give him that credit anyway.

Rich – we all owe you a debt of gratitude, not least of all me. You have been a constant and consistent friend, mentor and source of wisdom and support. I really appreciate the immediate welcome I received from my first engagement with the Chamber back in the mid-1990s. That greeting and the intentional culture you built are a large part of why I am still here and so passionate in my engagement. Thank you from all of us for making this Chamber the really remarkable group that it is!

Tim Hughes
Bean, Kinney & Korman P.C.



FLUOR



BAE SYSTEMS



The Arlingtonian (USPS 534030) is published monthly by the Arlington Chamber of Commerce, 4600 Fairfax Drive, Suite 804, Arlington, VA 22203. A subscription rate of \$4 per Chamber representative is collected as part of annual membership dues. Periodicals postage paid at Arlington, VA.

Members in the News article submissions must be emailed to 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 & PUBLIC RELATIONS

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Jean Paul Fosso, Principal
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MILESTONE ANNIVERSARIES



CONGRATULATIONS!

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MEMBERS IN THE NEWS

■ ARLINGTON PUBLIC SCHOOLS

Pat Murphy Named Virginia Superintendent of the Year

On May 6, **Dr. Patrick K. Murphy**, Superintendent of **Arlington County Schools**, was named Virginia's Superintendent of the Year at the Virginia Association of School Superintendents (VASS) Annual Awards Banquet in Roanoke. The State Superintendent of Public Instruction and the leaders of seven Virginia education organizations selected him from among eight regional finalists.

■ LEADERSHIP ARLINGTON

Leadership Arlington Holds Annual Legacy Awards

On May 21, **Leadership Arlington** held their annual Leadership Legacy Awards, at **The Westin Arlington Gateway** to recognize outstanding community leaders. Leadership Arlington presented an Ethics Award to **Randy Anderson**, Regional President of **United Bank**, Community Impact Award to **Rich Doud**, President of the **Arlington Chamber of Commerce** and Nonprofit Award to **A-SPAN**. Award winners were selected for their demonstration of leadership in the community and support of their mission "to enlighten, inspire and connect" leaders in our community. The recipients also exemplify ethical leadership capacities, visionary thinking, servant leadership and ethics in thoughts, words, and actions.

■ PAVLOV FINANCIAL PLANNING

Marcio Silveira Joins Leading Financial Association

Marcio Silveira, CPA of Pavlov Financial Planning was admitted to the National Association of Personal Financial Advisors (NAPFA), the country's leading professional association of Fee-Only financial advisors—highly trained professionals who are committed to working in the best interests of those they serve. Members must meet stringent membership standards for professional competency, client-focused financial planning, and Fee-Only compensation.

■ A-SPAN

A-SPAN Receives Arlington Community Foundation Grant

The Arlington Community Foundation has awarded **A-SPAN** a \$3,000 matching grant challenge for their Make It A Home Fund. From now till May 31, each dollar raised through their Razoo website will be matched by **ACF** up to \$3,000. This Fund is used to purchase new beds for clients as they move into apartments of their own. **A-SPAN** recently moved ten clients and there are additional client moves scheduled.

■ ARLINGTON COMMUNITY FOUNDATION

Arlington Youth Raises Close to \$10K To Benefit the Arlington Community Foundation

Caroline Helfgott and Bradley Johnson, two Arlington teens founded DC Style and planned an amazing fashion show featuring clothes donated by thrift shops and modeled by other teens. Their efforts raised nearly \$10,000 for the **Arlington Community Foundation**. They donated all proceeds to benefit the **Foundation's** scholarship fund and help deserving students. "Thanks to their efforts, the **Foundation** will be able to award two additional scholarships to deserving students this coming year and support our youth philanthropy initiative of teens making a difference in the community," said **Arlington Community Foundation Executive Director Wanda Pierce**.

■ ARLINGTON PARTNERSHIP FOR AFFORDABLE HOUSING

Arlington Partnership for Affordable Housing Awarded Developer of the Year Award

The Housing Association of Nonprofit Developers (HAND) announced that the **Arlington Partnership for Affordable Housing (APAH)** will be awarded its highest tribute, "Developer of the Year." This signature award recognizes the outstanding overall achievement of a nonprofit affordable housing developer in the Maryland, Northern Virginia and Washington, DC. **APAH** will receive the award at the HAND Annual Meeting Luncheon on June 16, 2014 in Washington, DC.

■ CARDINAL BANK

Cardinal Bank Ranked "Top 10" Growth Leader by Bank Director Magazine

Bank Director Magazine ranked **Cardinal Financial Corporation** (NASDAQ: CFNL) 9th in the nation for growth in Core Deposits. **Cardinal** is the only bank in Virginia to rank in the Top 10 in any Growth Category. Bank Director compared four growth categories for the 699 financial institutions in the nation with more than \$1 billion in assets.

■ ENCORE STAGE & STUDIO

Encore Stage & Studio Announces Community Partnership with Nauck Community Services Center

Encore Stage & Studio announced their community partnership with the Nauck Community Services Center of the Bonder & Amanda Johnson Community Development Corporation. The partnership provides students of the NCSC SOL tutoring program and Nauck residents scholarships to participate in the **Studio's** educational programs.

■ FVCBANK

Alissa Curry Appointed to Hospital Advisory Board

Alissa Curry, Senior Vice President of **FVCbank**, is now an Advisory Board Member for **Virginia Hospital Center's** new women's initiative, Women's Health and Empowerment Circle (WHEC). Membership is comprised of dedicated women who value community, and ensure access to the best medical care is available to everyone through support for **Virginia Hospital Center** and its programs.

■ BUSINESS SERVICES

AQUICORE

Logan Soya, Founder & CEO
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OPPORTUNITY WORKS CORNER

Half Way There!

Opportunity Works 2014 continues as campaign volunteers make progress toward reaching our ambitious goal of \$275,000. We are now more than half way to our goal! That is a testament to the hard work and dedication of all our volunteers.

Special thanks to **Vantage Point Restaurant** for being incredible hosts for our May Opportunity Works Networking Rally.

June Opportunity Works Events:

Networking Rally - Tuesday, June 3, 5:00 - 6:00 p.m., John Marshall Bank

Victory Celebration - Tuesday, June 24, 5:00 - 6:30 p.m., ROCKLANDS Barbeque Grilling and Company

- Events are for OW volunteers only. To register, visit www.arlingtonchamber.org or call 703-525-2400. Questions? Contact Kate Roche at kroche@arlingtonchamber.org.

SPECIAL THANK YOU TO



(L-R) Jay Reiner, Joe Prentice, and Kevin Shooshan gave member testimonials.



OW Membership Information Reception attendees enjoying meeting future Chamber members.

The 28th Annual Arlington Best Business Awards

The prestigious Best Business Awards were presented to those businesses that consistently provide outstanding quality of service and products, achieve significant growth or stability over the lifetime of their business and display an interest and concern for the success of the Arlington community.

2014 Arlington Best Business Award Recipients

Animal Welfare League of Arlington (AWLA) - 2014 Nonprofit of the Year

Simplify You, Inc. - 2014 Home-Based Business of the Year

Residence Inn, Arlington Ballston - 2014 Business of the Year

Pavé Jewelers - 2014 Retail Small Business of the Year

ValueDot - 2014 Technology Small Business of the Year

Technology Management, Inc. - 2014 Green Business of the Year

Self Storage Plus - 2014 Service Small Business of the Year

Fire Works American Pizzeria & Bar - 2014 Business of the Year



The 2014 Arlington Best Business Award Winners

Also presented was the Doing Good Award. Made possible by the Philip M. Keating Fund for the Future, this award honors a prosperous business who constantly makes it a priority to give back to the community. The Doing Good Award was awarded to **Segue Technologies**. They will receive a \$500 award to present on their behalf to the local nonprofit organization of their choice. Following the presentation of the awards, the Chamber inducted three new members into the Arlington Business Hall of Fame. This year's inductees included **Sydney "Syd" Albrittain** (honored posthumously), **James "Jim" Cole** and **Jonathan "Jon" Kinney**.

Previous Arlington Best Business Award Winners in Attendance

Arlington Community Federal Credit Union (2008); Arlington Food Assistance Center (2007); Arlington Promotional Products (2004); Bean Kinney & Korman (2003, 2010); Buck & Associates Real Estate (1999); Comcast (2001); Jay E. Reiner, CPA (2011); John Marshall Bank (2013); KB Concepts P.R. (2012); Leadership Arlington (2007); Linden Resources (2012); Marymount University (2007); MTEA Architecture (1998, 2001); ROCKLANDS Barbeque & Grilling Company (2000); Segue Technologies (2010); Technology Management, Inc. (2005); Todd Ihrig, H.D. Vest Investment Services (2003); Virginia Hospital Center (2011)

Below - C. Lee Cawley, Owner of Simplify You, Inc., recipient of the 2014 Home-Based Business of the Year Award with Chair, Tim Hughes.



Left - Arlington Business Hall of Fame inductees: W. Sydney Albrittain on behalf of his father, the late "Syd" Albrittain (honored posthumously), Jonathan "Jon" Kinney and James "Jim" Cole.



Right- President Rich Doud, Marie Schuler, Director of Government and Community Affairs at Comcast, Grand Sponsor and Chair Tim Hughes.



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Chamber Hosts Luncheon With Shannon Flanagan-Watson

On Friday, May 2, Arlington business members had the opportunity to meet and greet in an intimate setting with **Shannon Flanagan-Watson**, Arlington County's newly appointed Business Ombudsman. While on her listening tour with the business community, County Manager **Barbara Donnellan** heard a need for improvements in both process and customer service. As a result, she created this new position to make sure those concerns were addressed and resolved.

"This is not a new position, but rather a new area of focus for me as an Assistant County Manager, and I am excited for the opportunity to work with area businesses." She joked about her title as 'Ombudsman'. She said, "We gave the title for this position some thought. I see my new role as being a 'Chief Problem Solver' ... this new role will provide an additional resource and point person to ensure the permitting process in Arlington is as efficient and smooth as possible. For the first time in my career, if I work myself out of a job, then, I have done my job."

Attendees at the luncheon were able to hear directly from **Shannon Flanagan-Watson** about her new role and what it means for the business community moving forward. Guests enjoyed networking, as well as, an interactive dialogue with **Shannon Flanagan-Watson**. During the events, several business leaders gave her suggestions about how she can help make Arlington a premier place to do business. She emphasized that while meeting many business leaders is important, it is just the beginning of her ongoing dialogue with the Chamber and its members.



Shannon Flanagan-Watson greeting guests.

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CHAMBER TRAVEL

The Arlington Chamber of Commerce is excited to offer our members and the community two unique opportunities to travel with fellow business leaders and community members! The first trip is to China in October 2014. The second trip is a tour of Vienna, Budapest and Prague in March 2015.

China Dates

The Chamber is partnering with **Citslinc International** for a fourth time to offer this unique trip to China. From October 15 – 23, our travelers will explore memorable sites, both ancient and modern, and enjoy a multitude of unforgettable experiences. For business travelers, there will be an opportunity to meet with business leaders in China and learn how the Chinese business system works. Prices begin at \$2,399* per person. Registration deadline for China is July 20th.

Eastern Europe Dates

In the spring, join the Chamber to travel to Eastern Europe. Our travelers will spend two nights each in Prague, Vienna, and Budapest. Departing on March 9th, this trip features visits to Eastern Europe's "Imperial Splendors," including the Royal Palace in Budapest, The Vienna Opera House and many more. The deadline to register for this 8 day trip is November 19, 2014.

Pricing for Chamber members, their families and guests is just \$2,499* and includes:

- Round trip scheduled airfare (including air fuel surcharges)
- Ground transportation while overseas
- 2 nights Budapest; 2 nights Vienna; 2 nights Prague
- Breakfast Daily
- A unique opportunity to meet with business leaders
- Entrance fees per itinerary.
- Air-Conditioned Motor coach

*Rates based on double occupancy. There is an additional fee for travelers who choose to have single room.

For more information, please call Cassie at (703) 525-2400, or visit our website www.arlingtonchamber.org.



Great Wall of China



Charles Bridge, Prague

WELCOME NEW MEMBERS

■ PROFESSIONAL SERVICES

C3 FINANCIAL SERVICES

Carl Lander, Owner/Personal Financial Coach
1100 N. Glebe Road, Suite 1010
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TWEET TWEET

Are you one of our Tweeps?



Following the Chamber on Twitter is a great way to stay informed about Chamber events and news using hashtag #acocva while also receiving news about local businesses and events. Chamber members, tag us with @ArlChamberVA to let us know about your events.

➤ www.twitter.com/ArlChamberVA

WEB FEATURE

The website's Community Calendar allows members to include their events for everyone to see.

Submit your business' event by logging in online at www.arlingtonchamber.org

CHAMBER SCENE

■ THE CHAMBER SCENE APRIL - MAY

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. Below are a few highlights of the events Chamber staff and Directors participated in on behalf of the Chamber.

April 28 – Rich Doud attended the Women of Vision Awards. Directors **Deborah Johnson** and **Lucy Bowen McCauley** were award recipients. Several members were among those present.

May 1 – Rich Doud attended the Virginia Chamber's Fantastic 50 Awards program. Arlington took 10 of the 50 Awards!

May 7 – TandemNSI held their first Deal Day event at **Artisphere**. TandemNSI is a public-private partnership between Amplifier Ventures and **Arlington Economic Development**, TandemNSI - short for national security innovation - is an initiative to more effectively connect fast growth technology product companies with national security agencies, many of whom are headquartered in Arlington, aiming to both foster commercialization of federally-funded technology and open new markets for entrepreneurs. The day consisted of keynote addresses and four panel discussions covering the major stumbling blocks often cited in working with government agencies. Congressman **Jim Moran**. Chair **Tim Hughes** and Arlington County Board Chair, **Jay Fisette** gave opening remarks. Vice President, Kate Roche attended on behalf of the Chamber.



May 7 – **Virginia Heritage Bank** Ballston Branch Grand Opening. President, Rich Doud, Vice President, Kate Roche, and Membership Director, Mike Rosenow attended on behalf of the Chamber.

May 8 – Rich Doud led the annual **Leadership Arlington** Closing Retreat field trip that included several Directors.

May 13 – Rich Doud attended the monthly **Economic Development Commission** meeting – Directors **Todd Yeatts**, **Lucy Bowen McCauley**, past Directors **Michael Foster** and **Bob Bushkoff** and Suzette Timme and Loretta Franklin and **Margaret McKeough** and other members all serve as Directors.

May 15 – Rich Doud attended the Virginia Chamber of Commerce Board of Directors meeting at the **Ritz-Carlton** to welcome them to Arlington.

May 15 – Rich Doud attended the Virginia Chamber of Commerce 90th Birthday Event at the **Ritz-Carlton**. Director **Todd Yeatts** was also in attendance.

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Animal Welfare League of Arlington Celebrates 70 years of Improving the Lives of Animals

by Kerry McKeel, Communications Manager, Animal Welfare League of Arlington

When he arrived at the shelter, the orange tabby cat was on death's door - blind, sick, cold and scared. And, the worst was yet to be discovered. From head to tail, he was full of birdshot pellets. He arrived with no name, no identification, and no way to tell us who had committed this unthinkable act of animal cruelty. While the 60+ birdshot pellets that riddled his body stole his vision, they didn't break his spirit. In the days ahead, he would receive a new name—Arrow—and, perhaps, for the first time, experience human kindness and care that would transform his life.

Through the generosity of many Arlington residents, Arrow received the care and medical attention he needed from our staff and volunteers and just two months after his arrival at the **Animal Welfare League of Arlington (AWLA)**, Arrow is happily living in his new, permanent home.

On June 7th, 2014, **AWLA** will mark 70 years of improving the lives of animals, like Arrow. This milestone will be commemorated with the official unveiling of the newly renovated, state-of-the-art cat and small companion animal residence. Started from a humble beginning in 1944, with a small group of 12 volunteers, **AWLA**, has evolved into one of Northern Virginia's premier animal shelters with over 400 dedicated staff and volunteers, state of the art veterinary surgical suite, a formal humane education program and community services.

"Although AWLA has changed through the years, for seven decades the mission to improve the lives of animals has remained steadfast," said **Neil Trent**, president/CEO, **AWLA**. *"Over 3,000 companion animals benefit from the League each year with 92 percent of sheltered animals in 2013 either being placed for adoption, reunited with their owner or transferred to our network of rescue and rehabilitation partners. Additionally, more than 9,000 residents in Arlington county and neighboring communities benefit from AWLA programs, services and events each year."*

AWLA continues to progressively improve the intake and quality of life for shelter animals. Annually, receiving approximately 900 cats with an average length of stay of 35 days. With no time limit for any of its animals, some cats may live at the shelter for as long as a year prior to finding permanent homes. The renovated feline and small companion residence is designed to enhance the animals' quality of life and facilitate quicker adoptions.

"I can't think of a better way to celebrate our 70 years of existence than by unveiling our latest improvement for the animals in our care," said **Trent**. *"The renovated space has been enhanced to serve cats like, Arrow and all of the homeless cats like him who come to AWLA often needing medical attention and a new beginning."*

Designed by Animal Arts, a nationally recognized architecture firm specializing in animal shelter and veterinary clinic design, the new facility includes cageless cat colonies; larger cat cages with spaces for hiding, perching and stretching; enlarged windows to provide more natural light; private "get acquainted" rooms; new cat receiving and isolation rooms; and a state-of-the-art HVAC system to promote animal health.

The League recently received industry, state and local accolades, including a 2012 People's Choice ABBIE Award for "Best Community Nonprofit" by **Arlington Economic Development**; 2013 Compassion Award from the Virginia Federation of Humane Societies for demonstrating strong leadership qualities and accomplishments for reducing the euthanasia of healthy and treatable dogs and cats in the community; as well as a resolution from the Virginia General Assembly in honor of the League's efforts to reduce the number of animals that need to be euthanized due to lack of homes and shelter space. As reflected by these awards, **AWLA** exceeds the national standards, with 92 percent of the cats and dogs it takes in ultimately leaving the facility.

The Arlington County Board has issued two proclamations to **AWLA**—one last fall declaring November, Animal Shelter Appreciation month, as well as a proclamation in December 2012 commending the **Animal Welfare League of Arlington**, The Humane Society of the United States, and Arlington residents for working together to improve the treatment of animals, including farm animals in the food industry.

The Animal Welfare League of Arlington (AWLA) provides animal adoption and community programs to the northern Virginia and D.C. metropolitan area, as well as animal rescue and control services within Arlington County. For 70 years AWLA has remained committed to its mission to improve the lives of animals through sheltering, community services and humane education.



Arlington Celebrates Record Wins at “Fantastic 50”

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

It was a celebratory night for Arlington business earlier this month as a record 10 companies were named to the Virginia Chamber of Commerce's Fantastic 50 Awards. The awards, which honor the fifty fastest growing companies throughout the Commonwealth, were announced May 1 in Chantilly. Arlington's Millennium Corporation took home the #1 Service company award, and TTC celebrated a win in the Vanguard award.

The Fantastic 50 represents a diverse range of services and industries and are based on a company's four-year growth rate, from 2009 through 2012. To be eligible for the Fantastic 50, a company must be privately-held, for-profit, have had revenue of at least \$200,000 in 2009, the base year. It also must have made a profit in 2012 and have revenue of less than \$100 million its most recent fiscal year.

Six of the Arlington companies who made the list for 2014 were also honored last year.

The full list of Arlington companies honored are:

- Applied Predictive Technologies,
- Buchanan & Edwards,
- **Dante, Inc.**,
- E3 Federal Solutions,
- **InfoLock Technologies, LLC**,
- Lunarline, Inc.,
- Millennium Corporation,
- Phacil Inc.,
- TTC, Inc.,
- VORSIGHT, LLC.



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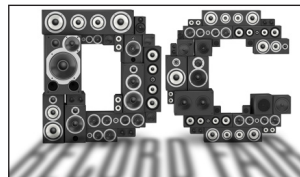
FERMATA: A CELEBRATION OF SOUND

On exhibit through Aug 10, FREE!
Check it out before one our events.



"The most exciting gallery show this spring is one you can take in with your eyes closed. But leave your ears (and your mind) open."

—The Washington Post



DC RECORD FAIR

Sun Jun 1 / 11am-5pm

In addition to dozens of vinyl vendors and DJs, Artisphere presents an afternoon of unique programming in conjunction with *Fermata*, on exhibit in the Terrace Gallery through August 10.



IRENE DIAZ

Fri Jun 13 / 8pm

Irene Diaz is Los Angeles' modern-day torch singer-songwriter. Within only a short amount of time, Diaz's sultry love ballads with jazz sensibility have gained national acclaim.



MOTHER FALCON

Fri Jun 20 / 8pm

With special guests *The Family Crest* + *The Sea Life*
This 18-member Austin orchestral indie band of multi-instrumentalists and vocalists has quickly become an award-winning act and top concert draw.



DEBO BAND

Fri Jun 27 / 8pm

With special guests *Feedel Band* + *DJ Underdog*
Debo Band has won rave reviews for their groundbreaking take on Ethiopian pop music fused with American soul and funk.



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How Will a Buyer Value Your Business?

by Jim Whelan, Proactive Smart Business Thinking, LLC

Matt Whitaker is founder of Clear Rock M&A Advisors and President of Intelligent Office, Alexandria. He brought the attendees behind the scene on the factors a professional buyer considers when evaluating an acquisition.

Three types of buyers: Why are they interested in buying?

Individual

- Mom and Pop, franchise, “main street” – buying a job

Strategic Buyer (another company)

- Enter new market
- Access your customers
- Acquire new products/services to enhance current offerings
- Accelerate growth

Financial Buyer – investor or private equity group

- They believe they can achieve a financial return by adding resources
- Buy as a platform or bolt on to a platform company



What's it worth?

Main Street – Owner's discretionary cash flow, typically x 2.5 – 3

- Includes owner salary plus earnings
- Typically does not include balance sheet items of cash, AP/AR
- Seller typically responsible for debt

Lower Middle Market – Multiple of adjusted EBITDA – typically 3-5

- Adjustments could include:
 - Normalize owner salary
 - One time expenses
 - Non-business items
 - May have to fight for adjustments
- INCLUDES balance sheet, so minimize cash and A/R when you disclose balance sheet
- Stock vs. asset deal – tax and risk implications; depends on the deal;

Factors that impact value: Reducing risk for the buyer

Human Resources

- Depth of Management – can the business run without the owner?
- Owner dependency – are key customer or vendor relationships dependent on the owner?
- Employee dependency – are one or more key employees essential to the business? What happens if they leave?

Sales and Marketing

- Are sales increasing or decreasing over time? If decreasing, why?
- Customer concentration – are one or two customers driving much of the revenue? How secure are they?
- Customer relationships – are there contracts in place? Switching costs for customers?
- Recurring revenues? Does the business have to “re-sell” every time?
- Commodity vs proprietary – does the company have unique products or services?
- Growth Opportunities?

Operations

- Are processes documented? Employee policies, job descriptions, software, sales processes, etc?
- Barriers to entry – how hard is it to re-create what you have built?
- Vendor dependency – are there essential vendors that cannot be replaced?
- External threats – lawsuits, regulatory, industry obsolescence, environmental issues?
- Aesthetics – is the business clean and tidy?

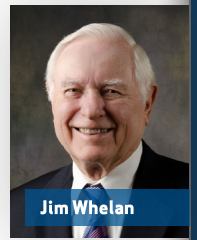
Financial

- Are three years of financial statements ready for review?
- Profit trends – have margins changed as the business has grown?
- Margins – not too high, not too low
- Scalable business model? Can you grow the business without growing overhead?

Notes on Government Contractors:

- Set-asides decrease multiples and/or limit the buyer pool – to some buyers, set-asides are worth zero
- Sub-contracts draw lower multiples than primes – many buyers seek the relationship with the agency, so sub-prime contracts have little or no value to them
- “Butts in seats” businesses draw lower multiples than high tech or product companies
- Desirable agencies draw higher multiples and potentially more buyers

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.

JUNE GRAND SPONSOR

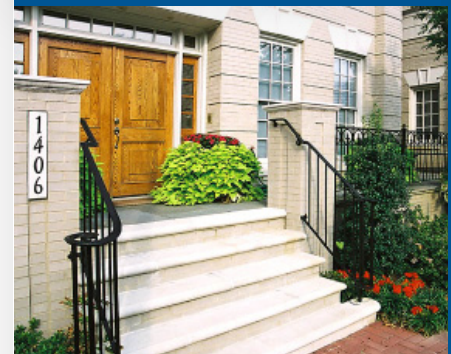


REGISTER NOW:

JUNE
SMALL BUSINESS ROUNDTABLE

25 WEDNESDAY
11:45 a.m. - 1:00 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.

For more information, contact:

CASSIE BATE
 chamber@arlingtonchamber.org

POSTMASTER: Send address changes to *The Arlingtonian* c/o Arlington Chamber of Commerce, 4600 Fairfax Dr., Suite 804, Arlington, VA 22203



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The vision of the Arlington Chamber of Commerce is to be the essential partner for business success.

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THANK YOU!

- Penrose Square for hosting the April Business After Business.
- Vantage Point Restaurant at the Holiday Inn Rosslyn for hosting the May OW Networking Rally.
- Jamie Nicholas Printing & Graphics for donating a door prize for the April Business After Business.
- EagleBank for hosting the May Business After Business.
- Bernie Cohen and EagleBank for donating door prizes for the May Business After Business.