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ANNUAL GALA REVIEW

The 92nd Annual Arlington Business Gala



2016 Chair Todd Yeatts

The Arlington Chamber of Commerce hosted its 92nd Annual Arlington Business Gala on Saturday, January 30 at **The Ritz-Carlton, Pentagon City**. The sold out Business Gala was the Chamber's first major event of 2016 and entertained 350 area business leaders while setting a great tone for the upcoming year. 2016 Chamber Chair **Todd Yeatts** of **The Boeing Company** hosted the evening.

"This year's Business Gala was a huge success by any measure," said 2016 Chair **Todd Yeatts**. "Sold out crowd, great auction items, tremendous venue, but most of all great energy in the room! The dance floor was still packed at midnight. I am ready for the next event!"

Thank you to everyone who helped to make the event such a great success!

☛ Turn to pages 6-7 to view photos and see a list of the winners and sponsors.

HOSPITALITY AWARDS PREVIEW

Recognizing Front-line Hospitality Workers

Join the Chamber at **Crystal Gateway Marriott** on Tuesday, March 22 to celebrate the people who make the Arlington hospitality industry world-class at the 12th Annual Hospitality Awards Ceremony! Registration will begin at 7:30 a.m., followed by breakfast and the program from 8:00 a.m. - 9:30 a.m.

The Hospitality Awards honor those who help make Arlington a wonderful place to live, work and visit by recognizing front-line workers in the hospitality industry - from restaurants and tourist attractions to transportation companies and hotels. Those receiving awards on March 22 are not managers, who are typically recognized in this type of ceremony, but rather the employees whose work directly affects customers on a daily basis. At the ceremony, the Chamber will present the Hospitality Superstar Awards to employees who have been nominated based on their superior dedication and customer service. The Bob Klein Legendary Service Awards are also given to those who have completed 25 or more years of service.

☛ To register, visit www.arlingtonchamber.org/events or call ☎ 703-525-2400. Sponsorship opportunities are still available. Call for details.

SPECIAL THANK YOU TO

GRAND SPONSORS



The 12th Annual Hospitality Awards



Tuesday, March 22
7:30 - 9:30 a.m.
Sheraton Pentagon City

FEATURED EVENTS

EDUCATION FOCUSED BREAKFAST CONNECTION

MARCH 10

7:30 a.m. - 9:00 a.m.
Holiday Inn Rosslyn

BUSINESS AFTER BUSINESS

MARCH 24

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

..... Finding the Right Match:
Learning to Love Your Database

NONPROFIT FORUM PRESENTED BY THE COMMUNITY ACTION COMMITTEE

Save the date for the first Nonprofit Forum of the year, hosted by the Community Action Committee. Tuesday, March 29 from 12:00-1:00 p.m, with registration beginning at 11:30 a.m. Visit www.arlingtonchamber.org/events for more information.

THE CHAMBER

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 Victoria Klisch, Events Associate

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

MARCH AT THE CHAMBER

COMMUNICATIONS COUNCIL MEETING	1 TUESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING	2 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
SMART START	3 THURSDAY 4:00 p.m. - 5:15 p.m. Chamber Board Room
GREEN BUSINESS COMMITTEE MEETING	4 FRIDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
NORTHERN VIRGINIA RESTAURANT WEEK	7 MONDAY - 14 MONDAY Various locations. For a full list, visit novarestaurantweek.com.
AMBASSADOR COMMITTEE MEETING	7 MONDAY 4:00 p.m. - 5:15 p.m. Chamber Board Room
MEMBERSHIP DEVELOPMENT COMMITTEE MEETING	8 TUESDAY 4:30 p.m. - 5:30 p.m. Kona Grill
OPPORTUNITY WORKS KICKOFF (OPEN ONLY TO OW VOLUNTEERS & BOARD OF DIRECTORS)	8 TUESDAY 5:30 p.m. - 7:00 p.m. Kona Grill
EXECUTIVE COMMITTEE MEETING	9 WEDNESDAY 8:00 a.m. - 9:30 a.m. Chamber Board Room
BREAKFAST CONNECTION	10 THURSDAY 7:30 a.m. - 9:00 a.m. Holiday Inn Rosslyn
GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING	16 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
HOTEL GM COMMITTEE MEETING	17 FRIDAY 3:00 p.m. 4:00 p.m. TBA
BOARD OF DIRECTORS MEETING	18 FRIDAY 11:45 a.m. - 2:00 p.m. Linden Resources
HOSPITALITY AWARDS	22 TUESDAY 7:30 a.m. - 9:30 a.m. Crystal Gateway Marriott
EDUCATION & WORKFORCE DEV. COMMITTEE MEETING	22 TUESDAY 4:00 p.m. - 5:00 p.m. Chamber Board Room
SMALL BUSINESS ROUNDTABLE	23 WEDNESDAY 11:45 a.m. - 1:00 p.m. Chamber Board Room
BUSINESS AFTER BUSINESS	24 THURSDAY 5:00 p.m. - 7:00 p.m. Don Tito
NONPROFIT FORUM: FINDING THE PERFECT MATCH	29 TUESDAY 11:30 a.m. - 1:00 p.m. WETA
COMMUNITY ACTION COMMITTEE MEETING	30 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
YEA! INVESTOR PANEL	31 THURSDAY 6:00 p.m. - 8:00 p.m. Marymount University

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.

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

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BREAKFAST CONNECTION

At this Education Focused Breakfast Connection, businesses will be able to power network with members of the Arlington Education community and educators will have the opportunity to meet potential new partners in the business community. Attendees will have a chance to learn more about how to get involved with the Education & Workforce Development efforts.

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

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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.

24 THURSDAY
5:00 p.m. - 7:00 p.m.
Don Tito
3165 Wilson Boulevard
Arlington, VA 22201

DON TITO
 RESTAURANT

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.

REGISTER TODAY! ☎ 703-525-2400
 WWW.ARLINGTONCHAMBER.ORG

CHAIR'S MESSAGE

Moving Into March

Moving into March we continue to capitalize on the excitement and success of the first two months of 2016 and look forward to coming events and future engagement opportunities.

While our focus remains on business advocacy in Arlington, we continue to take advantage of opportunities beyond our county's boundaries. One such opportunity occurred last month.

Our Chamber along with the Alexandria Chamber of Commerce, Asian American Chamber of Commerce, Greater Springfield Chamber of Commerce, Northern Virginia Chamber of Commerce, and Prince William Chamber of Commerce co-hosted the Viva Virginia reception in Richmond. This event provided a venue for Chamber members to not only engage with the Northern Virginia legislative delegation and their staffs, but also with Governor Terry McAuliffe who was in attendance. We have had a significant increase in our presence in Richmond during this General Assembly session, actively engaged in eight bills and providing our support for 52 additional bills. The session will end March 12, and I am confident our efforts will be rewarded.

Our strategic plan continues to guide us, and we remain on schedule with its implementation. One significant step took place last month with the first meeting of the Governance Committee. Our Chair-elect, **Tina Walker** will now be serving on the committee.

This month is packed with nine great events, including 2016 Northern Virginia Restaurant Week. We are participating in this regional event with the Greater Reston Chamber of Commerce, Loudoun Chamber of Commerce, and Prince William Chamber of Commerce. Also partnering is the Virginia Restaurant, Lodging, and Travel Association. Arlington has 17 restaurants participating! For more information, check out the Events page on our website at www.arlingtonchamber.org/events.

On the Events link, you can also find out more about other March events: our Opportunity Works Kickoff, our Education-Focused Breakfast Connection, the Hospitality Awards and our Nonprofit Forum.

There is also a SMART Start networking seminar, a Business After Business reception and the **Young Entrepreneurs Academy (YEA!)** Investor Panel.

March truly has something for every facet of our membership to participate in. I hope to see you at one of our great events.

This month I offer special congratulations to **Kate Roche**, not for her performance as our Chamber President (which remains exemplary), but in celebration of her marriage to Ronnie Bates. I wish them happiness and a life filled with love and laughter.

In closing, I am proud to serve as the Chair but I am fully aware and appreciative of the hard work that allows us to succeed. Thank you to the staff members, committee members and board members that continually work to make our Chamber a more effective advocate for the business community.

Todd Yeatts
The Boeing Company



Todd Yeatts

2016 ANNUAL CORPORATE SPONSORS



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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.



FEBRUARY MILESTONE ANNIVERSARIES

CONGRATULATIONS!

- FIFTY FIVE YEARS
VIRGINIA HOSPITAL CENTER
- FIFTY YEARS
CASUAL ADVENTURE
- TWENTY-FIVE YEARS
ARLINGTON JAYCEES
- TEN YEARS
CLARK CONSTRUCTION & CLARK VENTURES
- FIVE YEARS
THE ENERGY CLUB

MARCH MILESTONE ANNIVERSARIES

CONGRATULATIONS!

- TEN YEARS
THE BOEING COMPANY
- FIVE YEARS
SANDY SPRING BANK

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MEMBERS IN THE NEWS

■ PHOENIX BIKES & PHOENIX HOUSES OF THE MID-ATLANTIC

Phoenix-Phoenix Collaboration Shows Community Support
In November, **Phoenix House Mid-Atlantic (PHMA)** transported a group of adolescent boys receiving treatment at the Boys Recovery Lodge to **Phoenix Bikes** for an introductory lesson on bike repair, team building and improved self-esteem. **Phoenix Bikes** and **Phoenix House Mid-Atlantic** have worked together to develop a schedule and basic curriculum for the benefit of clients.

"This is a fantastic partnership with **Phoenix Bikes** and is a wonderful opportunity for youth to not only engage in while in treatment, but, if they live in the area, they can continue to be a part of the **Phoenix Bikes** community once they complete treatment," shared **Deborah Simpson Taylor**, Senior Vice President and Executive Director of **Phoenix House Mid-Atlantic**. "It is wonderful to see community partners that are willing to go the extra mile to collaborate."

■ OFFENDER AID AND RESTORATION (OAR)

Board of Directors Selects New Executive Director

The Board of Directors of **Offender Aid and Restoration (OAR)** has selected **Elizabeth Jones Valderrama** as their new Executive Director after an extensive nationwide search. **Ms. Jones Valderrama** has been serving as Acting Executive Director of **OAR** since July 2015. For five years prior to then she served as **OAR's** Chief Operating Officer.

"We are on the verge of a national shift in how we support individuals involved with the criminal justice system and particularly those coming back home," said **Elizabeth Jones Valderrama**. "**OAR** is at the forefront of this shift, laying the groundwork for other agencies across the country to model programs after our success."

"**Elizabeth** has served in various roles at **OAR** and has a strong history of moving **OAR** in a positive direction for our agency partners and our clients," said **OAR** Board Chair **Dave Wiley**. "The Board shares her vision for **OAR's** future as a nationally recognized and groundbreaking restorative justice agency."

■ NEW DISTRICT BREWING COMPANY

New District Brewery Hosts Yoga Fundraiser

In February, **New District Brewing Company** and Amanda Manning with Yoga for Every Body teamed up for a fundraiser to support Law Enforcement United (LEU), a national organization that raises funds for the families of law enforcement officers killed in the line of duty. Each May, a team of police officers from Arlington County cycle from Chesapeake, VA to Washington, DC to raise funds. Amanda Manning, whose husband is an **ACPD** officer, volunteered time to host a power yoga class at **New District Brewing Company** to help their cause. This event was extremely successful, with 30 yogis participating and donating \$625 to Law Enforcement United. After class, attendees stayed to sample the locally brewed beers at **New District**.



Do you practice safe tax? If you don't, you should.

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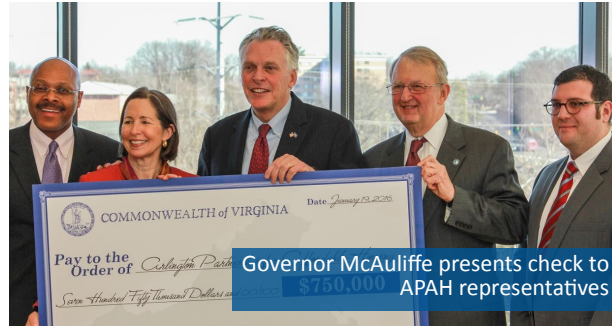
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ARLINGTON PARTNERSHIP FOR AFFORDABLE HOUSING (APAH)

Governor McAuliffe Awards Arlington Partnership for Affordable Housing \$750,000 for Columbia Hills Apartments

Governor Terry McAuliffe announced a \$750,000 award to the **Arlington Partnership for Affordable Housing (APAH)** from the Virginia Housing Trust Fund. The award will provide a long-term no interest loan to support the construction of Columbia Hills Apartments, a 229-unit affordable housing development slated to break ground later this year. Speaking at the announcement event, Governor McAuliffe said, "Columbia Pike showcases how we can really provide affordable housing that can successfully be integrated into our communities. The key is cooperation and engagement from our elected officials, our developers and, of course, our citizens. I am proud to award these grants and watch them work to improve real people's lives and grow our economy."



Governor McAuliffe presents check to APAH representatives

ALEXANDRIA SYMPHONY ORCHESTRA, INC.

Kim Allen Kluge Named One of Alexandria's Living Legends

Living Legends of Alexandria announced this year's selections, and among them is **ASO's** Music Director **Kim Allen Kluge**, who has served the **Alexandria Symphony Orchestra** and Alexandria community for 28 years. Living Legends honors individuals who have contributed significantly in the areas of arts, community services, civil rights, historic preservation and literacy. **Kluge** transformed a fledgling community orchestra into a professional one of national acclaim. When world renowned violinist Midori selected Alexandria as one of only two cities for her Orchestra in Residencies program in 2012, The Washington Post heralded it as "a major coup" for **Kluge**, the **ASO** and high school musicians in Alexandria. "I hope I have made a lasting contribution to the city that I love so deeply," **Kluge** said. "I truly have a sincere belief in the power of music to transform everyone's life."

ARLNOW.COM

ARLnow.com Lauded For Sponsored Content Offerings

Arlington's own **ARLnow.com** is being recognized as a national model for sponsored content offerings on a local level. Also known as native advertising, sponsored content complements the website's news content with interesting and useful articles from advertisers. **ARLnow's** offerings were highlighted by "hyperlocal" trade publication Street Fight and company founder **Scott Brodbeck** presented a seminar to Local Independent Online News Publishers, a trade group, in February. **ARLnow** has introduced a number of new sponsored content options for local advertisers in 2016, including "Deal of the Day," "Dish of the Day" and real estate "Listing of the Day" features.



For a full list of participating restaurants, visit novarestaurantweek.com.

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92nd ANNUAL ARLINGTON BUSINESS GALA

Arlington's Best Night Out

Gala attendees enjoyed a delicious three-course dinner, mingling with fellow Arlington business leaders and music by the Bachelor Boys Band, as well as the Silent and Live Auctions. This year's Silent Auction featured items varying from all-inclusive tropical vacations and autographed sports memorabilia, tickets, experiences around town and more.

During the exciting Live Auction, led by President & CEO **Kate Roche**, guests were able to bid on high-demand items like a team autographed **Capitals** jersey and first-round playoff tickets, a dinner party for 10 at **1812 North Moore Street** in Rosslyn, and a chiropractic treatment plan. Guests also had the opportunity to win a Mardi Gras themed gift basket, courtesy of **Nostalgia Baskets**, during the Heads or Tails game, and the winning ticket for the Tropical Vacation Raffle to win an all-inclusive stay in Panama was chosen before the end of the evening. The Panama vacation raffle winner was **Michael Garcia, State Farm Insurance**.

The Arlington Business Gala is the Chamber's most significant fundraising event, and this year's event was no exception thanks to the gracious support of our members. The revenue raised at the event helps provide the Chamber with the necessary resources to continue representing the interests of Arlington County businesses. The Chamber would like to express our appreciation for all of our members who helped make the evening such a success through their generous donations and attendance. We hope all who attended the event had a wonderful evening, and we look forward to seeing you next year!

More photos from the event can be found at facebook.com/ArlingtonChamberVA.



Holly Donaldson and Gala Committee Chair David Isaacson



Therese and Jeff Simpson, IAM Services, Corp.

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The Silent and Live Auctions at the Gala were made possible thanks to generous contributions of our members and local businesses. Donors for 2016 include:

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NOVA PAIN & REHAB CENTER
 Erik Ward
 2955 South Glebe Rd., Suite E
 Arlington, VA 22206
 Phone: (703) 535-8887
 E Mail: drward@novarehab.com
 Web Address: www.novapainandrehab.com
 Sponsor: John Finlay, Crystal City Sports Pub
 NOVA Pain and Rehab Center provides physical therapy, chiropractic, and sports medicine. Our goal is to provide lasting pain relief and to educate every patient.

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LAW OFFICE OF DIANE M. WRIGHT
 Diane Wright
 4440 N 38th St
 Arlington, VA 22207
 Phone: (571) 230-2262
 E Mail: DWright@lawforsocialgood.com
 Web Address: www.LawForSocialGood.com
 Sponsor: Staff
 The Law Office of Diane M Wright PLC - Law for Social Good - specializes in advising nonprofits and social entrepreneurs.

■ MARKETING & COMMUNICATIONS **RANDOM WORDS MARKETING GROUP LLC**

Laura Drain
 11710 Plaza America, Suite 2000
 Reston, VA 20190
 Phone: (202) 250-0887
 E Mail: ldrain@randomwordsmarketing.com
 Web Address: www.randomwordsmarketing.com
 Sponsor: Staff
 Random Words Marketing is a consulting business; we don't sell products, we sell solutions. We will find the right market to implement the solution.

■ NONPROFIT ORGANIZATIONS & FOUNDATIONS

BRIDGES TO INDEPENDENCE

Samuel Kelly
 3103 9th Road North
 Arlington, VA 22201
 Phone: (703) 525-7177
 E Mail: info@bridges2.org
 Web Address: www.bridges2.org
 Sponsor: Staff
 Bridges to Independence (b2i,) provides a continuum of aid and support for homeless families, enabling them to attain stability and become self-sufficient.

CONGRESSIONAL SCHOOL

Chris Pryor
 3229 Sleepy Hollow Road
 Falls Church, VA 22042
 Phone: (703) 533-9711
 E Mail: advancement@cssov.org
 Web Address: www.congressionalschools.org
 Sponsor: Betsy Frantz, Leadership Arlington
 Founded in 1939, Congressional School is an infant-Grade 8, co-ed, independent, day school in Falls Church, Virginia. We serve 340 students and 2,000 campers.

JUNIOR ACHIEVEMENT OF GREATER WASHINGTON

Caitlin Hennessy
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 Web Address: www.myja.org
 Sponsor: Staff
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Natasha Dillaman
3000 10th St N, Suite B
Arlington, VA 22201
Phone: (703) 997-9776
E Mail: info@clarendonanimalcare.com
Web Address:
www.clarendonanimalcare.com
Sponsor: Karen Bate, KB Concepts PR; Jennifer Mulchandanni, Arlington Strategy
Clarendon Animal Care is a full-service small animal (canine & feline) veterinary hospital providing high quality and personalized wellness and sick pet care.

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Arlington, VA 22207
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Jennifer Lathrop
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E Mail: crystalcity@wework.com
Web Address: www.wework.com
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Phone: (571) 290-6854
E Mail: taco@districttaco.com
Web Address: www.districttaco.com
Sponsor: Sean Hosty, Morgan Stanley
District Taco serves fresh, high-quality Mexican (Yucatan style) food at its restaurant locations and food carts in and around Arlington and Washington.

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Scott Parker
3165 Wilson Boulevard
Arlington, VA 22201
Phone: (703) 566-3113
E Mail: mgmt@dontitova.com
Web Address: www.dontitova.com
Sponsor: Staff
Don Tito is a bar in the heart of Clarendon dedicated to celebrating a love for tacos, tequila and beer.

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Harry Katrivanos
2709 S. Oakland St
Arlington, VA 22206
Phone: (703) 888-5820
E Mail: info@newdistrictbrewing.com
Web Address: www.newdistrictbrewing.com
Sponsor: Lindsey Rheaume, EagleBank
New District Brewing Company is Arlington's first production brewery in 100 years. Our tasting room is open to the public and for private events.

CHAMBER SCENE

■ THE CHAMBER SCENE JANUARY - FEBRUARY

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.

January 12 – Kate Roche attended the Economic Development Commission Meeting on behalf of the Chamber.

*January 12 – Cassie Bate, Meredith Smith & Kate Roche attended the **Leadership Center for Excellence** Young Professionals Program Graduation at **Marymount University**. Alex Held was among the graduates and was selected as class speaker.*

*January 14 – Kate Roche attended the 24th Annual Economic Conference hosted by **Cardinal Bank**, in partnership with Northern Virginia Chamber of Commerce, **George Mason University**, and **Washington Business Journal**.*

January 19 – Kate Roche presented on tourism at the County Manager's Executive Leadership Meeting.

January 21 – Kate Roche and 2016 Chair Todd Yeatts attended Governor McAuliffe's Shift Technologies announcement at 1776.

*January 24 – Kate Roche and 2016 Chair Todd Yeatts attended **Leadership Arlington's Meet the Chair**. The Chamber was a supporting partner for the event.*

February 4 – Mike Rosenow attended the Arlington Transportation Partners Champions Breakfast.

February 9 – Kate Roche presented at the Economic Development Commission about the Transient Occupancy Tax surcharge reinstatement.

February 9 – Cassie Bate & Alex Held attended an announcement by Governor McAuliffe at the OPower office in Courthouse. Chamber Chair Todd Yeatts was also in attendance along with several other Chamber Board members.



Scott Miller (A-SPAN) and Mike Rosenow at the ATP Champions Breakfast.

SHOPCHAMBER



MARCH

Nonprofit Organizations

Thank you to everyone who supported the Chamber's Business & Professional Services members during the month of February! Please support the Chamber's Nonprofit Organization members during the month of March. A full list of Nonprofit Organization members can be found on the Chamber website.

Last year, **Jay E. Reiner, CPA, PLLC** was paired with **The Reading Connection** during Volunteer Arlington Day, and has since returned to volunteer on other occasions, even bringing other volunteers with him. This is just one of the many ways you can ShopChamber with Nonprofit Organizations!

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! For March, share with your followers some of the Nonprofit Organizations members you enjoy working with.

NONPROFIT SPOTLIGHT

My Friend Mayvis Foundation

by Deb Schueren, Founder & CEO, My Friend Mayvis

This spring marks the second anniversary of **My Friend Mayvis Foundation ("MFM")**, a peer support organization dedicated to helping women and children living in emotionally and financially abusive relationships.

Since 2014, **MFM** has assisted women from various walks of life and diverse backgrounds with emotional support, friendship, resource navigation, and strategic planning while searching for legal, financial, educational, and professional opportunities and/or aid from social services. We collaborate with public and private organizations to bridge the gaps in services and ensure that our clients' needs are met. Whether it takes a few months, or a few years for the client to become positioned for self-sufficiency, **MFM** maintains a relationship that accepts her where she is.

I was inspired to start **My Friend Mayvis** after a neighbor asked me to help her gain some independence from her oppressive husband. Though she was being manipulated, extorted, and intimidated, she had no legal recourse. We were constantly turned away from social services because she hadn't been hit or had never called 911. I realized a huge void existed in the support system for women who fall in this gray area of domestic violence.

Because she had two children and did not want to lose them, she chose to stay in the marriage knowing the alternative: homelessness and poverty. But she knew she desperately needed to stand up, make a change and begin her road to empowerment. Upon her request, I taught her to drive, helped her get a drivers license and pursue a nursing certification. After she earned her certification, I assisted her in the job hunting and application process.

She secured a position as a certified nursing assistant and, despite the roadblocks her verbally abusive husband continues to present, she earns her own money, has a social network of friends, participates in her children's school life, and has a sense of empowerment. Her view of herself and the world has offered a brighter view of the future as she continues to pave her road to self-sufficiency.

After seeing how painstakingly long it takes to position oneself out of a life of abuse and how lonely it can feel for women in this situation, I developed the **My Friend Mayvis Foundation**. In 2015, our first full year of operations, we've assisted five women in Northern Virginia, as well as another state, in similar – yet different – situations to gain empowerment and independence.

It is our mission to help women in need, however long it takes, and be ambassadors to the community at large concerning this often overlooked and misunderstood form of domestic abuse. To get involved, please contact us at 703-495-3245 or deb@myfriendmayvis.org.



WELCOME NEW MEMBERS

SUGAR SHACK DONUTS

Rob Krupicka
1014 S. Glebe Rd.
Arlington, VA 22204
Phone: (757) 535-7080
E Mail: info@sugarshackdonuts.com
Web Address: www.sugarshackdonuts.com
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Sugar Shack Donuts makes artisan, hand-made, hand decorated donuts and coffee drinks. Follow on Twitter @SugarShackDMV and Facebook at Sugar Shack Arlington.

■ SPORTS

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Brig Pari
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Arlington, VA 22201
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E Mail: brigpari@post.harvard.edu
Web Address: www.latvianseniorsopen.com
Sponsor: Staff

■ STORAGE

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Phone: (703) 618-8855
E Mail: david@beachgeeks.com
Web Address: www.beachgeeks.com
Sponsor: Staff
Beach Geeks provides CIO/CTO consulting, IT help desk, website and mobile application development to clients worldwide.

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Christian Deschauer
6440 General Green Way
Alexandria, VA 20175
Phone: (571) 214-8094
E Mail: cdeschauer@transurban.com
Web Address: www.transurban.com
Sponsor: David Kinney, Kinco LC
Transurban is a toll road investor and operator with nearly \$3.5 billion in public-private transportation projects in Virginia including the 95 and 495 Express Lanes.

CHAMBER ACCOLADES

In February, the Chamber was recognized as an Arlington County Transportation Champion at the annual **Arlington Transportation Partners** Champions Ceremony. The Champions award recognizes businesses, multi-family residential communities, commercial properties and schools for their commitment to making Arlington County a better place through transportation programs and initiatives.

The Chamber is also pleased to announce that the **Young Entrepreneurs Academy (YEA!)** Arlington Chamber program has been named as an Editor's Pick for Steller Youth Programs in the **Arlington Magazine** Best of Arlington 2016 list. Turn to page 10 to learn more about this year's **YEA!** program.



ARLINGTON ECONOMIC DEVELOPMENT

Brookings Chooses the DC Metro Region for Global Cities Initiative: Here's What It Means

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

It's been in the works for quite some time, and now it's official. **AED** is thrilled that the Greater Washington metro area has been selected for the Global Cities Initiative (GCI), a joint project of Brookings and JPMorgan Chase. With this announcement the Greater Washington area joins a group of 28 US metro areas already in the GCI Exchange. **AED** and its Director **Victor Hoskins** are longtime proponents of regional collaboration and look forward to partnering with neighbors to make the region more competitive on a global basis.



But what does a program like this really mean for Arlington? In a nutshell, it's going to make Arlington – and the entire region – stronger when it comes to international export opportunities. The Global Cities Initiative will provide us with GCI data, research and network to better understand our competitive strengths and strategies, which we in turn can use to take greater advantage of growth overseas.

This goes along perfectly with **AED's** new philosophy on regionalism, or as we often refer to it, "coopetition." You may remember we partnered last year with neighbor Alexandria at SXSW and with the District for a special event during Select USA. They say strength comes in numbers, and with the region collaborating together to secure interest from overseas, that strength results in a more robust economy for us all.

Read more about the Global Cities Initiative in the Greater Washington metro area at http://www.mwcog.org/news/press/detail.asp?NEWS_ID=918.

YOUNG ENTREPRENEURS ACADEMY (YEA!)

Business Leaders Participate in CEO Roundtable

As part of the **Young Entrepreneurs Academy (YEA!)** program, students are introduced to all facets of the business world. One informational class session for the students was the recent CEO Roundtable, held on February 18 at **Marymount University**. The local business leaders involved in the event volunteered their time with the students, discussed their roles, companies, backgrounds, and offered helpful business and networking advice to the students. The business leaders were also able to share how they got their start in business to the next generation of CEOs. The Roundtable included:

Lucky Bahktawar, Managing Partner, Dimes for Dining, 2015 **YEA!** graduate
Linda Chandler, CEO, **Linden Resources**
Gary Hensley, CEO, **EdBacker**
Matthew Herrity, Executive Director, Dimes for Dining, 2015 **YEA!** graduate
David Isaacson, CEO, **Beach Geeks, Inc.**
Tina Leone, CEO, **Ballston BID**
Kate Roche, President & CEO, **Arlington Chamber of Commerce**
Todd Yeatts, Manager, Government Operations, **The Boeing Company**

To see our Young Entrepreneurs in action, register for the YEA! Investor Panel on March 31, 2016! Students will pitch their business plans to a panel of local business leaders for funding, and one student business will be selected to go onto the Regional Semi-Finals and compete against other YEA! students from across the country. For more information, please contact Alex Held at 703-525-2400 or aheld@arlingtonchamber.org. To register, visit www.arlingtonchamber.org/events.

ARLINGTON MAGAZINE
 is proud to support
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Retirement Plans for Small Business Owners

During the January Small Business Roundtable, **Scott Greenberg**, CFP®, RICP, ChFC, **Scott J. Greenberg Private Wealth Management**, discussed how small business owners can choose and evaluate their retirement options to find the best plan. When selecting a retirement plan type, employers must consider their goals, their employee base, and other factors. For employers, most retirement plans offer the opportunity to contribute to employees' retirement future with tax deductible contributions. For employees, access to a tax-qualified plan offers the opportunity to grow their retirement savings tax deferred.

Choosing and implementing a solid retirement plan can help small businesses recruit, retain, and reward key talent to help drive growth. At the same time, the correct plan can help allow business owners to get the most money out of the business in the most tax efficient manner. It's easy to get confused with the various types of plans, the benefits and drawbacks of each, and the many platforms that are available.

Depending on the type of plan selected, there can be higher or lower costs and administrative requirements. These are the major types of qualified retirement plans:

- SIMPLE
- SEP
- 401 (k) for individual business owner
- Traditional 401(k)
- Safe Harbor Arrangements
- Profit-Sharing
- Defined Benefit

Which plan is most appropriate for your business depends on your business goals, your circumstances and your retirement needs.

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:

MARCH SMALL BUSINESS ROUNDTABLE

23 WEDNESDAY

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

Chamber Board Room

Presented by Ted Bilich of Risk Alternatives

BUSINESS ADVOCACY

■ BUSINESS ADVOCACY UPDATE

SB 160, HB 1147, Dulles Airport Budget, Local Policy Positions, and Viva Virginia

The Chamber recently sent letters to the Virginia Senate and House Finance Committees expressing strong support for bills reinstating the additional 0.25% Transient Occupancy Tax (TOT) for Arlington County, SB 160 and HB 1147 respectively. The reinstatement of Arlington's TOT surcharge is the Chamber's foremost priority for the 2016 legislative session, with the funds generated by the additional TOT providing much needed support to ensure that Arlington remains competitive in attracting leisure and business travel. Also attached to the letters was a letter from the Hotel General Managers Committee requesting support for the bills. Both letters can be found on the Chamber website.



At the end of January, SB 160 was before the Senate Finance Committee, and Kate Roche testified on behalf of the bill, with a number of Chamber members present to show their support including 2016 Chair **Todd Yeatts**. HB 1147 was also heard in the House Finance subcommittee, with Kate Roche and **Chris Raines**, Hotel General Managers Committee Co-Chair each giving testimony. Both bills made it through committee and were voted on by the Senate and House respectively. As of press time, the bills were on the Governor's desk awaiting signature. Thanks to our members who supported the efforts along the way.

The Chamber was also one of many area organizations that signed on to a letter in January to the Northern Virginia Delegation supporting Budget Item 438D, which provides a one-time investment of \$50 million over two years to improve the competitiveness of **Dulles International Airport**. **Dulles Airport** serves as a major domestic and international air service hub, which benefits the entire state, and improving the strength of Dulles through this investment will also improve the strength of the aviation sector across Virginia. That letter can also be found on the Chamber website.

In February, the Chamber's Board of Directors adopted its annual Local Public Policy Position paper for distribution to the Arlington County Board, Arlington County Manager, and the Arlington delegation to the Virginia General Assembly. This process begins in our Government Affairs & Economic Development Committee. The committee produces a draft that is then reviewed, and perhaps amended, by the Chamber's Executive Committee prior to submission to our Board. You can view the Chamber's 2016 Local Public Policy Positions on the Chamber website.

On February 3, the Chamber co-hosted Viva Virginia in Richmond along with the Alexandria Chamber of Commerce, Asian American Chamber of Commerce, Greater Springfield Chamber of Commerce, Northern Virginia Chamber of Commerce, and Prince William Chamber of Commerce. Kate Roche, Cassie Bate, **Todd Yeatts**, and **David Isaacson** attended on behalf of the Chamber. This reception was an opportunity for Northern Virginia elected officials and their staff to network with Chamber members during the General Assembly session.

■ Members can be involved in shaping policy positions through the Chamber's Government Affairs & Economic Development Committee. The Government Affairs & Economic Development Committee typically meets on the first and third Wednesdays of the month at 9:00 a.m. in the Chamber Board Room. To be added to the committee distribution list, please email chamber@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!

- **Cosi, Inc., Mid-Atlantic Skin Surgery Institute, Reston Limousine Service, C3 Financial Services, and Taylor Gourmet** for donating door prizes for the January Breakfast Connection.
- **Ruth's Chris Steak House** for hosting the January Business After Business.
- **McCormick & Schmick's - Crystal City and Crystal City Sports Pub** for donating door prizes for the January Business After Business.
- **The Boeing Company** for hosting the January Board of Directors Meeting.
- **Joint Base Myer-Henderson Hall** for hosting the February Board of Directors Meeting.
- **Hyatt Regency Crystal City at Reagan National Airport** for hosting the February Business After Business.
- **Mid-Atlantic Skin Surgery Institute and Nordlinger Consulting** for donating door prizes for the February Business After Business.

We're Celebrating Our 10th Year!

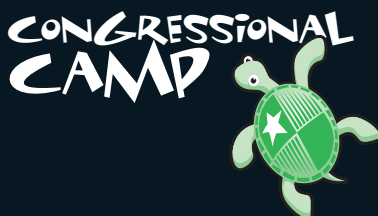
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