

the Arlingtonian

VOL. LXXXIX, NO. 2 MARCH/APRIL 2021



Breakfast Connection Combined with the Equality Chamber of Commerce DC

in this ISSUE

special thanks to
ARLINGTONIAN GRAND SPONSOR



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** Liaison, U.S. Military

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Olivia McKay, Operations Manager
Dan Reilly, Events Manager
Monica Sloan, Executive Assistant to the President/CEO

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

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

chamber calendar

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

MARCH

- 1 Monday** **Ambassador Committee**
4:00-5:00 p.m.
- 2 Tuesday** **LeadShare Networking Group**
8:45-10:00 a.m.
- 3 Wednesday** **Government Affairs & Economic Development Committee**
9:00-10:00 a.m.
- 4 Thursday** **Chamber 101**
4:00-5:15 p.m.
- 5 Friday** **Sustainability Committee**
9:00-10:00 a.m.
- 9 Tuesday** **Membership Development Committee**
2:00-3:00 p.m.
- 10 Wednesday** **Executive Committee**
8:00-9:30 a.m.
- 11 Thursday** **Breakfast Connection: Meet the County Board**
7:45-9:00 a.m.
- 16 Tuesday** **LeadShare Networking Group**
8:45-10:00 a.m.
- 17 Wednesday** **Government Affairs & Economic Development Committee**
9:00-10:00 a.m.
- 18 Thursday** **Legislative Breakfast**
8:00-9:30 a.m.
- 22 Monday** **Membership Engagement Committee**
4:00-4:30 p.m.
- 23 Tuesday** **Nonprofit Forum: Building a Representative Board of Directors**
11:00 a.m.-12:30 p.m.
- 24 Wednesday** **Community Action Committee**
9:00-10:00 a.m.
- 26 Friday** **Board of Directors Meeting**
11:45 a.m.-2:00 p.m.
- 31 Wednesday** **Small Business Roundtable**
11:45 a.m.-1:00 p.m.

APRIL

- 1 Thursday** **Chamber 101**
4:00-5:15 p.m.
- 2 Friday** **Sustainability Committee**
9:00-10:00 a.m.
- 5 Monday** **Ambassador Committee**
4:00-5:00 p.m.
- 6 Tuesday** **LeadShare Networking Group**
8:45-10:00 a.m.
- 7 Wednesday** **Government Affairs & Economic Development Committee**
9:00-10:00 a.m.
- 8 Thursday** **Breakfast Connection**
7:45-9:00 a.m.
- 13 Tuesday** **Membership Development Committee**
2:00-3:00 p.m.
- 14 Wednesday** **Executive Committee**
8:00-9:30 a.m.
- 15 Thursday** **Virtual Networking Mixer**
5:00-6:00 p.m.
- 20 Tuesday** **LeadShare Networking Group**
8:45-10:00 a.m.
- 21 Wednesday** **Government Affairs & Economic Development Committee**
9:00-10:00 a.m.
- 26 Monday** **Membership Engagement Committee**
4:00-4:30 p.m.
- 27 Tuesday** **Education & Workforce Development Committee**
3:00-4:00 p.m.
- 28 Wednesday** **Community Action Committee**
9:00-10:00 a.m.
- 30 Friday** **AWE Women in Business Summit**
9:00 a.m.-12:30 p.m.

CHAIR'S MESSAGE

Business Still Gets Done

I have been a member of the Arlington Chamber for 21 years and I joined for a very specific reason. We had just moved to Arlington, the only soul I knew here in town was our realtor and I needed to grow my business. That meant I needed to meet people. That meant I needed to learn how to network. It took a while to get my bearings, figure out the keys to successful networking and eventually business started to flow.

Over the years, I've gone to hundreds of Chamber events and have enjoyed meeting new people, shaking hands and building relationships. While I'm looking forward to getting back to normal face-to-face networking, business can still get done over Zoom. Networking is a skill that must be learned and practiced.

If you haven't participated in the Chamber's virtual networking and events, I would encourage you to get back into the swing of things. People are building new relationships and closing business even in this more virtual environment. As just one example, Venture X Arlington is using Jamie Nicholas Printing and Graphics and MGI Corporate Gifts for their marketing materials, as a result of meeting them at a recent Virtual Networking Mixer.

It is also true that skills can become stale. Before we went virtual, I found myself getting lazy and just catching up with friends at events rather than "networking." But attending the Networking Mixers allowed me to meet new folks in the Zoom breakout rooms. A great example of how the new environment forced me to shake the dust off a bit and flex my networking muscles in new ways.

Members join the Chamber for a variety of reasons including growing their business, amplifying their voice with local and state policy makers, engaging with the community and professional development. Regardless of your reason for being a member, there are virtual events coming up including:

- Legislative Breakfast on March 18 to hear from and interact with state and local elected officials.
- Arlington Chamber Volunteer Day on April 20 offers an opportunity for individuals and teams to tackle service projects for local nonprofits in the community.
- And of course, the Breakfast Connections and Virtual Networking Mixers happening regularly.

Check in with the Chamber's calendar regularly (www.arlingtonchamber.org/events) to keep up with all upcoming events. We've all had to adapt to a more virtual world over the past year. Change has a silver lining – it forces us to adapt and knocks us out of any rut we were in. Embrace the virtual environment, continue to stay active with your fellow Chamber members and most importantly, keep moving your business forward.



Todd Ihrig

Todd Ihrig
Todd Ihrig
Avantax Investment Services

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CHAMBER 101

Maximize your membership at this free info and networking session on meeting new clients and utilizing your member benefits.

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MONUMENT



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BREAKFAST CONNECTION

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

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SMALL BUSINESS ROUNDTABLE

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

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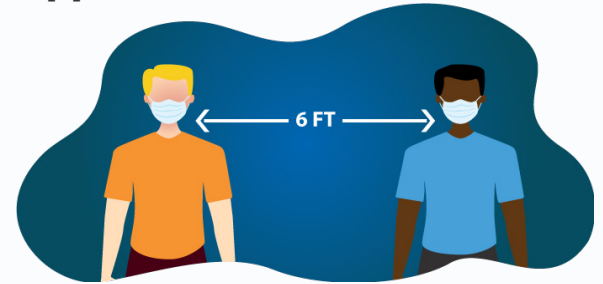


Washington's Oldest Bank

can't-miss
EVENTS

DOLI COVID Rules Made Permanent Despite Chamber Opposition

The Virginia Department of Labor and Industry (DOLI) made its temporary standard for COVID prevention into a permanent standard. There were some changes including removing items unrelated to occupational health and safety, requiring reports to VDH for outbreaks of at least two cases (had been any case), and that the standard cannot be used to enforce Governor Northam's executive orders. The Virginia Chamber developed a summary of the updates in the permanent standard. The adoption comes notwithstanding our having submitted comments requesting that businesses should have flexibility to apply practices that work best for achieving health and safety in their circumstances.



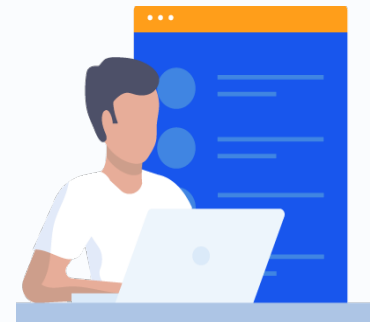
Chamber Encourages WMATA to Reconsider Proposed Service Reductions in 2022



The Chamber encouraged WMATA to reconsider its plan to reduce bus services by 50% and close Metrorail at 9:00 p.m. starting in January 2022. Such a reduction would inhibit the recovery of reopening workplaces and create inequitable consequences for people whose jobs do not permit telework. Most prominently, the proposed service reductions would fall hardest on our region's service sector workforce. We encourage more federal support for Metro and for WMATA to explore alternatives to close its budget gap.

APS Partnership Coordinator to Support Business Engagement

Arlington Public Schools established a Partnership Coordinator position in its strategic plan to provide a point of contact for community partners to engage with residents. The position was supposed to start in 2020-21, but the hiring was delayed a year because of the pandemic. The Chamber encouraged APS to hire a Partnership Coordinator for the 2021-22 school year. This individual will be well-positioned to identify work-based learning opportunities and would provide leadership in developing comprehensive career pathways for students. The educational and equity return on investing in this position will be significant, especially for students without personal connections for internships and experiences.



General Assembly Update

The 2021 Virginia General Assembly session has reached crossover. From now forward, only bills that have passed in their chamber of origin may be considered – so a House bill that hasn't yet passed the House of Delegates or a Senate bill that hasn't yet passed the Senate has failed for the year. Crossover ordinarily comes around the half-way point of the session. Governor Northam called a special session starting on Wednesday, February 10 to continue the regular session's work.

Key legislation that the Chamber has been tracking has focused on recovery from the COVID pandemic, housing affordability and workforce housing, supporting restaurants, education, the environment, and business/labor relations.



HEALTHY

is good business.



It's no surprise that employee wellness directly affects your bottom line. As a proud member of the Mayo Clinic Care Network, we are committed to keeping Northern Virginia and its businesses healthy. Virginia Hospital Center provides health assessments and custom programs unique to your organization to keep your business fit. To learn more about our Corporate Health & Wellness Program, visit virginiahospitalcenter.com/workplace.



WOMEN IN BUSINESS



Save the Date! Join us on April 30 from 9:00 a.m.-12:30 p.m. for the upcoming Women in Business Summit, a half-day professional development and networking event designed for women entrepreneurs, executives, and professionals eager to grow their business or enhance their career. Our purpose is to bring together a diverse group of women to create a community dedicated to helping and supporting one another as we challenge traditional barriers that women in business face. Featuring panel discussions, keynote speeches and presentations from experienced leaders, this summit will provide education, inspiration, and connections to foster your success and help you achieve your personal and professional goals. To register, visit www.arlingtonchamber.org.

Pre-registration:

Members: **\$49**

Prospective Members: **\$69**

If you have any questions concerning the event, please contact Events Manager, Dan Reilly, at events@arlingtonchamber.org.

WOMEN IN BUSINESS NETWORKING

Wednesday, March 3 | 5:00-6:00 p.m. | Virtual Event

This series of networking events is open to all women to expand your network, share knowledge, exchange ideas, and offer advice. The events focus on networking to grow your business opportunities and support others who know what it's like to be a woman in business. Attendees will utilize breakout rooms to connect with each other on a personal level.

The event will feature some quick tips and ideas from Rhoda Wheeler, Owner of **Agents in Style Consignment Boutique**, on how to define and refine your best look for presentations, including updated ideas for Zoom and other virtual events. To register, visit www.arlingtonchamber.org.

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FEMALE FOUNDERS ROUNDTABLE

Thursday, April 6 | 12:45-2:30 p.m. | Virtual Event

This series of events focuses on women business owners and will be an open forum to discuss the challenges and successes of women who understand what it takes to own and run a business. The format will include roundtable power networking and guest speakers, and will give you tools that can help you grow and manage your business.

To be eligible you must be a person who organizes and operates a business or businesses. This includes any profession in which you are 100% personally responsible for any failure or success, and you have to run the business itself and acquire your own customers. To register, visit www.arlingtonchamber.org.

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Grand Sponsor



ARLINGTON CHAMBER VOLUNTEER DAY

Thursday, April 1 | 12:00-4:00 p.m. | Virtual Event

The Arlington Chamber of Commerce is seeking individuals and teams of enthusiastic volunteers to participate in Arlington Chamber Volunteer Day, an annual tradition that engages businesses and individuals in rewarding half-day service projects throughout the community.

Volunteer opportunities are available for individuals and groups of all sizes. Arlington Chamber Volunteer Day produced by the Chamber’s Community Action Committee and connects Arlington businesses to Chamber member nonprofits. This is a great opportunity for nonprofits to develop relationships with Arlington businesses. Do you have projects that would be suitable for volunteers? Nonprofit Chamber members have the opportunity to register as a project site for Arlington Chamber Volunteer Day so that your organization can receive assistance from enthusiastic volunteers. Virtual projects range from practice pitch sessions with students to virtual food drives where volunteers order from various online food delivery services for local families experiencing homelessness.

To register as a project site or volunteer, please visit www.arlingtonchamber.org or contact Dan Reilly, Events Manager, at events@arlingtonchamber.org.

Grand Sponsor



LEGISLATIVE BREAKFAST

Thursday, March 18 | 8:00-9:30 a.m. | Virtual Event

The Arlington Chamber of Commerce is pleased to invite you to the ninth annual Legislative Breakfast. Previously hosted by the Leadership Center for Excellence, the Arlington Chamber is proud to assume the hosting role for this important community event. This event offers the opportunity to hear about the recent General Assembly session from the legislators who represent Arlington in Richmond. Arlington’s members of the Virginia Senate and House of Delegates will discuss the legislation that they patroned, the issues that the General Assembly took up, and the outlook for Arlington and the Commonwealth of Virginia. The event features a question and answer portion, and we encourage you to submit your questions with your registration. To register, visit www.arlingtonchamber.org.

Speakers

- Senate of Virginia*
- Senator Adam Ebbin
- Senator Barbara Favola
- Senator Janet Howell (invited)

Virginia House of Delegates

- Delegate Patrick Hope
- Delegate Mark Levine
- Delegate Alfonso Lopez
- Delegate Rip Sullivan

Moderator

Michael Pope, Virginia Public Radio

march & april

MILESTONE ANNIVERSARIES

Chamber Membership



15 Years

Arlington County Department of Technology Services
The Boeing Company

10 Years

Arlington Magazine
KB Concepts P.R.

5 Years

Arlington Independent Media
Association of the U.S. Army
BallstonGives, Inc.
Caruthers Properties, L.L.C.
Crystal City Restaurant
Griffin & Co. Marketing, LLC
Harvey & Binnall
Hyatt Centric Arlington
Hyatt Place Arlington/Courthouse Plaza

Have news to share?

Let us know! Members in the News article submissions must be emailed to the Communications Coordinator, and received by the first of the month prior to the publication month (i.e. April 1 for consideration in the May/June issue of the *Arlingtonian*), in order to be considered for inclusion.

Members should submit a press release or new article, along with photo options, if available.

For questions, contact the Communications Coordinator at communications@arlingtonchamber.org or (703) 525-2400.

Article inclusion is available on a limited basis and is not guaranteed. Articles printed in this newsletter submitted by members represent their ideas and beliefs and do not necessarily reflect the views of the Arlington Chamber of Commerce.

members in the news

VIRGINIA TECH

Virginia Tech Executive Briefing Center Awarded



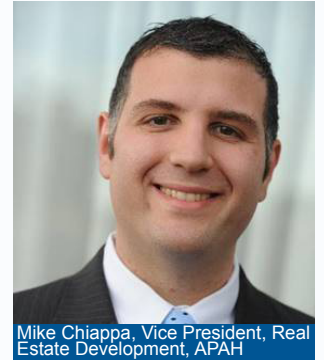
Larissa LaCour, Manager, Virginia Tech Executive Briefing Center

Virginia Tech's (VT) Executive Briefing Center was awarded the 2020 Best High Tech-Venue honor by Unique Venues. Announced on January 20, the facility was recognized for providing state-of-the-art technology in combination with its sleek and modern physical space. 22,000 planners that regularly utilize Unique Venues' services for connecting planning needs with non-traditional spaces voted in 22 total categories. The Executive Briefing Center is available for both internal **Virginia Tech** usage as well as external, non-VT, reservations.

APAH

Mike Chiappa Named APAH Vice President for Real Estate Development

On January 29, **APAH's** Board of Directors promoted Mike Chiappa to Vice President, Real Estate Development. Mike has been with **APAH** for over 7 years and has primarily led financial underwriting efforts for all projects. He was the project manager for the organization's first 4%/9% hybrid tax credit project for the 229-unit Columbia Hills, which was completed in 2018 and was the first project of its kind proposed to Virginia Housing (formerly VHDA). "The future for **APAH** has never been brighter and our mission never more important," said Nina Janopaul, **APAH's** President and CEO.



Mike Chiappa, Vice President, Real Estate Development, APAH

CPRO, LA COCINA VA, A-SPAN

CPRO Partners with La Cocina VA to Provide Meals to A-SPAN

Columbia Pike Revitalization Organization (CPRO) launched a combined initiative with **La Cocina VA** and **A-SPAN** to support those living in Arlington who are experiencing homelessness. Thanks to the partnership, **La Cocina VA** is providing 100 meals each week through March 31 to **A-SPAN** that have been paid for by **CPRO** who raised over \$9,000 for the cause. Due to the increased need for housing and supplies during hypothermia season, **A-SPAN** has expanded its shelter capacity to accommodate 35 more clients than usual. The Homeless Services Center has a its own kitchen and chef, but the donation has greatly impacted their ability to provide for clients.



BizLaunch Creates ReLaunch Program

Arlington Economic Development’s **BizLaunch** announced the inception of ReLaunch, a new program developed in partnership with Amazon Web Services and additional partners. The program is designed to provide in-depth technical assistance, financial assistance for building out websites and e-commerce platforms, and numerous free resources. The idea bloomed while the BizLaunch team brainstormed ideas for supporting small business during the COVID-19 pandemic. The first program in a four-part series was held on January 27 and included an overview of the program and free technology consultations. Additional information about ReLaunch, including how to leverage the resources outlined for your small business, is available at www.relaunch.business.



AMAZON

Amazon Unveils Plan for Phase 2 of HQ2



Rendering courtesy of Amazon

On February 2, **Amazon** unveiled digital renderings of the second phase for the PenPlace site in its \$2.5 billion HQ2 plan. The main element of the plan included a 350-foot tall helix-shaped office building that is said to represent a climb in the Blue Ridge Mountains. It will have 3 acres of space dedicated to public use that includes a dog run and a 250-seat amphitheater. “**Amazon** aims to make PenPlace an energetic, 18-hour district that is open to the public and enlivened by local art, including an Artist in Residence program in The Helix, Local businesses will also be incorporated into the campus,” said John Schoettler, **Amazon** Vice President Global Real Estate and Facilities. John confirmed that the total HQ2 plan remains on schedule despite the difficulties presented by the pandemic.

welcome to our NEW MEMBERS!

Arts & Entertainment
TopGolf National Harbor

Business & Professional Services

G3 Global Career Coach
Global Goddess Cultural and International Relations
Sam Headshots

Communications & IT

Opus Interactive
Striking Media

Education

Primrose School of Arlington

Financial Services

Old Dominion National Bank
Sandy Spring Bank

Health & Fitness

Fresh Fit
Maia Plastic Surgery
Noa Ariela Hypnotherapy
Sameday Testing
Seven Corners Psychotherapy

Legal Services

BARRED

Nonprofit Organizations

Brain Injury Services
Restoration Immigration Legal Aid

Real Estate & Development

Dweck Properties
Strategic National Title Group, LLC

STAY CONNECTED

WITH THE CHAMBER IN 3 EASY WAYS:



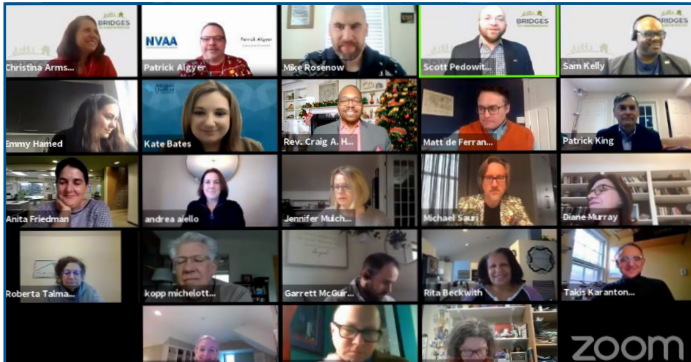
- 1 Follow us on social media
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 ArlingtonChamberVA
 Arlington Chamber of Commerce - Virginia
- 2 Visit our website:
www.arlingtonchamber.org
- 3 Subscribe to our weekly e-newsletter by visiting our website

Send your new members referrals to Mike Rosenow, Senior Director of Membership, at membership@arlingtonchamber.org or call (703) 525-2400.

chamber scene

Your Chamber in the Community

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



December 19: Chamber staff attended the Bridges to Independence virtual ribbon cutting

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

December 19: Chamber staff participated in the Bridges to Independence virtual ribbon cutting

January 7: Scott Pedowitz participated in the Arlington County Complete Vaccination Committee

January 12: Kate Bates and Scott Pedowitz presented to the Arlington Economic Development Commission about the Chamber

January 13: Andrea Aiello attended Arlington Economic Development's Small Business Coordinating Council meeting

January 13: Kate Bates was a panelist for the Arlington Committee of 100 program "Arlington's Economy in 2021: What Does the Future Hold" alongside Telly Tucker, Director of Arlington Economic Development and Jeannette Champan, Director, Stephen S. Fuller Institute for Research on the Washington Region's Economic Future, George Mason University

January 14: Kate Bates was featured on the Ballston BID "BallstonConnect" Podcast

January 18: Kate Bates and Scott Pedowitz participated in Volunteer Arlington's Virtual MLK Day of Service

January 23: Andrea Aiello attended "Brunch with Bridges" hosted by Bridges to Independence featuring Good Company Doughnuts & Café

January 25: Kate Bates participated in the CareFirst BlueCross BlueShield virtual panel titled "The Transformative Journey to Value-Based Care"

January 30: Olivia McKay attended Recovery Programs Solutions of Virginia's (RPSV) virtual poetry slam, "Dear COVID"

Arlington Committee of 100
Addressing Community Issues Since 1994

Arlington's Economy in 2021: What Does the Future Hold | Hannah Damm...

- **Jeannette Chapman**, Director, Stephen Fuller Institute for Research on the Washington Region's Economic Future, George Mason University
- **Telly Tucker**, Director, Arlington Economic Development
- **Kate Bates**, President & CEO, Arlington Chamber of Commerce

2020-21 Program Year Sponsor

January 13: Kate Bates was a panelist for the Arlington Committee of 100 program "Arlington's Economy in 2021: What does the Future Hold"

MLK Day of Service: "A Day On, Not A Day Off!"

MLK DAY sponsored by amazon #ARLINGTONCARES VOLUNTEER ARLINGTON

"Let us live together in peace and love in a beloved community."
Dr. Martin Luther King, Jr.

January 18: Kate Bates and Scott Pedowitz participated in Volunteer Arlington's Virtual MLK Day of Service

The Chamber continues to serve as a primary resource for its membership, providing essential information regarding the COVID-19 pandemic and the Arlington community. Visit arlingtonchamber.org/coronavirus-resources to learn more.

Chamber Resources

The Chamber compiled an updated list of Paycheck Protection Program (PPP) lenders in the Chamber membership. The list features 18 lenders and includes specific details on each of their offerings and requirements.

For more information on the PPP loan program, the Chamber's coronavirus resources page includes resources by the U.S. Senate Committee on Small Business & Entrepreneurship, the U.S. Chamber of Commerce, and the U.S. Department of the Treasury.

On February 16, the Chamber held a Q&A webinar regarding the second round of PPP loans. The Small Business Administration (SBA), in consultation with the U.S. Treasury Department, reopened the Paycheck Protection Program (PPP) for loans in January and there were plenty of questions regarding eligibility and general details.

Roderick Johnson, Lender Relations Specialist, Small Business Administration (SBA), presented timely information for applying for this round of funding. We were also joined by David Dockendorff, Vice President, **M&T Bank** and Nicholas Preusch, Tax Manager, **YHB CPAs & Consultants** who took questions from attendees.

Small Business Webinar with Senator Mark Warner

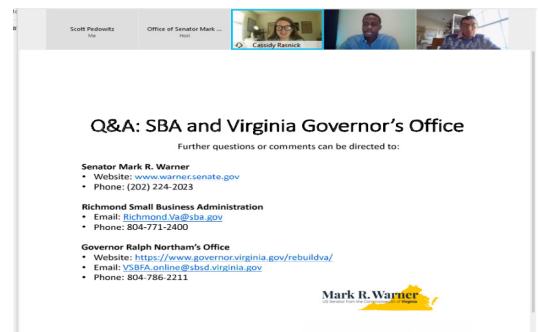
The Chamber invited members to an exclusive opportunity to attend Senator Mark Warner's Small Business Webinar that featured representatives from the Small Business Administration and Governor Northam's office. It included brief presentations of the resources available to small businesses during the COVID-19 pandemic, as well as a Q&A session where members were able to have their specific questions addressed.

Chamber Communications on COVID-19

In case you missed it, the Chamber recently sent out multiple COVID-19 updates that lay out important information regarding vaccine distribution and PPP funding. We sent a COVID-19 update e-blast highlighting latest information of programs to access funding and other support during the pandemic, a vaccine update e-blast explaining the vaccine priority groups for Arlington, and a special e-blast regarding the reopening of the PPP loan portal and the list of member PPP lenders.



Thanks to Our Webinar Sponsors



POSTMASTER: Send address changes to the *Arlingtonian* c/o
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Arlington, VA 22201



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Member
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The mission of the **Arlington Chamber of Commerce** is to strengthen businesses and the economic environment for those who work, live and do business in Arlington.

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