

VOL. LIV, NO. 5 MAY 2012

FEATURED PHOTO: ABC7/WJLA Morning and Noon News Anchor Steve Chenevey moderating the 30th Annual Valor Awards at Fort Myer Officers' Club.



ARLINGTONIAN GRAND SPONSOR

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SAVE THE DATE

SOCIAL MEDIA SERIES

MAY 16
7:45 - 9:00 a.m.
Chamber Board Room

ARLINGTON'S BEST BUSINESS AWARDS

MAY 22
7:30 - 9:45 a.m.
Sheraton National Hotel



2012 VALOR AWARDS REVIEW

Honoring Arlington's Heroes

On Wednesday, April 11, the Arlington Chamber of Commerce hosted the 30th Annual Valor Awards to recognize those people who keep Arlington safe year round. The Valor Awards honored members of Arlington County's Office of Emergency Management, Police Department, Fire Department and Office of the Sheriff for their heroic efforts in the line of duty. This year's honorees included men and women whose quick and decisive actions saved the lives of many. There were also those honored who are excellent leaders, participated in professional development courses and kept offices running efficiently.

▶ Turn to page 7 and 8 for more.



2012 Valor Award Honorees

SPECIAL THANK YOU TO

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SELECT SPONSOR



ARLINGTON'S BEST BUSINESS AWARDS PREVIEW

Celebrating Arlington's Best

The Arlington Chamber of Commerce will celebrate the best that Arlington businesses have to offer with this year's Best Business Awards (ABBIE Awards), to be held on Tuesday, May 22 at the **Sheraton National Hotel**. These awards celebrate and recognize area businesses that go above and beyond serving their clients to make Arlington a great place to work and live.

Businesses will be selected for their contributions to the Arlington community in the categories of Retail, Service, Technology, Nonprofit, Home-based Business, Large Business and a Green Award for a business showing leadership in environmental protections. The event also features the induction of Arlington business leaders into the Arlington Business Hall of Fame. This year's inductees are David Guernsey, Hank Lampe, and Bob Peck (posthumously).

▶ Turn to page 11 for a brief history of the awards.

OPPORTUNITY WORKS CORNER

Excel to the Next Level



Opportunity Works 2012 continues as campaign volunteers live up to this year's theme, *Excel to the Next Level*. With the most ambitious campaign goal ever, the Chamber is on the way to reaching our goal of \$260,000 by June 30, 2012.

May Opportunity Works Events (Open only to OW volunteers):

Networking Rally – Tuesday, May 1, 5:00 - 6:00 p.m.,
John Marshall Bank, 2300 Wilson Blvd, Suite 200

Phone Bank - Wednesday, May 16, 2:00 - 5:00 p.m., Chamber Board Room

Thanks to all of our volunteers who are working hard to reach our goal! Volunteers can register for campaign events online or by calling Leticia Cano at 703-525-2400.

▶ For more info contact Kate Roche at 703-525-2400 or events@arlingtonchamber.org

SPECIAL THANK YOU TO

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 Mark Zetlin, **Mercedes-Benz of Arlington**

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Leticia Cano, Member Services Administrator
Amy Fisher, Communications Coordinator
Aaron Guerrieri, Staff Accountant

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

MAY AT THE CHAMBER

OPPORTUNITY WORKS NETWORKING RALLY	1 TUESDAY 5:00 - 6:00 p.m. John Marshall Bank
BREAKFAST CONNECTION	3 THURSDAY 7:30 - 9:00 a.m. Holiday Inn Rosslyn
SMART START	3 THURSDAY 4:00 - 5:15 p.m. Chamber Board Room
GREEN BUSINESS COMMITTEE MEETING	4 FRIDAY 9:00 - 10:00 a.m. Chamber Board Room
AMBASSADORS COMMITTEE MEETING	7 MONDAY 4:00 - 5:00 p.m. Chamber Board Room
MEMBERSHIP DEVELOPMENT COMMITTEE MEETING	8 TUESDAY 8:00 - 9:00 a.m. Chamber Board Room
EXECUTIVE COMMITTEE MEETING	9 WEDNESDAY 8:00 - 9:00 a.m. Chamber Board Room
SOCIAL MEDIA SERIES	16 WEDNESDAY 7:45 - 9:00 a.m. Chamber Board Room
OPPORTUNITY WORKS PHONE BANK	16 WEDNESDAY 2:00 - 5:00 p.m. Chamber Board Room
BUSINESS AFTER BUSINESS	17 THURSDAY 5:00 - 7:00 p.m. EagleBank
BOARD OF DIRECTORS MEETING	18 FRIDAY 11:45 a.m. - 2:00 p.m. Marymount University
BEST BUSINESS AWARDS	22 TUESDAY 7:30 - 9:45 a.m. Sheraton National Hotel
EDUCATION & WORKFORCE DEVELOPMENT COMMITTEE MEETING	23 WEDNESDAY 4:00 - 5:00 p.m. Arlington Career Center
GOVERNMENT AFFAIRS/ECONOMIC DEVELOPMENT COMMITTEE MEETING	25 FRIDAY 8:00 - 9:30 a.m. Chamber Board Room
COMMUNITY ACTION COMMITTEE MEETING	30 WEDNESDAY 8:00 - 9:00 a.m. Chamber Board Room
SMALL BUSINESS ROUNDTABLE	30 WEDNESDAY 11:45 a.m. - 1:15 p.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.

3 THURSDAY
4:00 - 5:15 p.m.

Chamber Board Room
2009 14th St. N.
Suite 111
Arlington, VA

GRAND SPONSOR

Bank of America
Home Loans

BREAKFAST CONNECTION

Come prepared to mix and mingle at this organized speed-networking event. You'll have the opportunity to give your elevator pitch and exchange information with several tables of people. Bring plenty of business cards—you'll need them!

3 THURSDAY
7:30 - 9:00 a.m.

Holiday Inn Rosslyn
1900 N. Fort Myer Dr.
Arlington, VA

GRAND SPONSOR

CARDINAL
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 has a nonprofit focus.

17 THURSDAY
5:00 - 7:00 p.m.

EagleBank
191 N. Lynn St.
Arlington, VA

HOST

EAGLEBANK

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.

CHAIR'S MESSAGE

The last full measure of devotion

On May 28, 2012 we will once again celebrate Memorial Day. To many the day represents a glorious three-day weekend. Time off from school or work, it also means the opening of local community pools, the inaugural 'beach weekend', parades, concerts, and the first weekend of the year wherein the fashion-conscious among us would say that it is appropriate to wear white clothing. Grills awoken from their winter slumber and summer foods mark their arrival at backyard patios and on picnic tables throughout America. And of course the weekend also offers the promise of the coming summer! Yet as this holiday approaches allow me to ask a question: When was the last time you thought about the original purpose of Memorial Day?

Memorial Day is a United States federal holiday observed annually on the last Monday of May. Formerly known as Decoration Day, it originated after the Civil War to commemorate the fallen soldiers. By the 20th century Memorial Day had been extended to honor all Americans who have died in all wars.

Following is a snapshot of the terrible price that has been paid in just some of our nation's wars: In the war to end all wars (WW I) over 116,000 died. In WW II over 405,000 died. The Korean War: 36,574. Vietnam: 58,220. The war on Terror: 6,386 (and regrettably, still counting).

In many of these wars the rescue from tyranny began with the arrival of our troops. In many of these wars, men and women died before ever realizing the great joys of life. In virtually all of our nation's wars, all gave some and some gave all.

The price paid by the brave men and women who died while serving our country has secured a number of important freedoms that we enjoy (and often take for granted) today. Besides our democratic form of government those freedoms include being able to live in a society where people have the freedom to start their own business or work for the employer of their choice, to engage in trade and commerce, and to invest in opportunities that encourage growth and investment.

So please join me in thanking all of the men and women who have served or are serving in our nation's military. And when they have retired or fulfilled their tour of duty and apply for a job please put their application at the top of your list. Their skills, training, and character represent a profile that is well-worth consideration for employment at your organization. It might just be one of the best business decisions that you will ever make.

In closing, remember with me the words of President Lincoln during his address at Gettysburg: "That from these honored dead we take increased devotion to that cause for which they gave the last full measure of devotion." It is because of their devotion that we celebrate Memorial Day.

Doug Brammer, Verizon



Doug Brammer

2012 CORPORATE SPONSORS

verizon

FLUOR

Booz | Allen | Hamilton
delivering results that endure

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UNIVERSITY

Marriott

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ATTORNEYS

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COMPANY

METROPOLITAN WASHINGTON
AIRPORTS AUTHORITY

Dominion

VIRGINIA COMMERCE BANK

Chamber broadband internet capability courtesy of **Comcast Communications**. Office WiFi capability courtesy of **Washington Workplace**.

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Articles printed in this newsletter are submitted by members and represent their ideas and beliefs and do not necessarily reflect the views of the Arlington Chamber of Commerce.

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

WELCOME NEW MEMBERS

■ REAL ESTATE - RESIDENTIAL

BRACE KENNEDY-KELLER**WILLIAMS REALTY**

Brace Kennedy, Realtor

2101 Wilson Boulevard, Suite 100

Arlington, VA 22201

Phone: (202) 255-2778

Fax: (703) 997-2633

Email: bracekennedy@mrisc.com

Web Address: www.arlingtonbuynow.com

SPONSOR: Sandy Lewis, Wilson Tavern

Specializing in Arlington home sales benefits clients with intimate knowledge of neighborhood activity, connection to the right lenders & a track record of happy clients.

■ HEALTHCARE SERVICES

COLUMBIA PIKE FAMILY**DENTISTRY**

Kolleen McDonnold, Marketing Director

2407 Columbia Pike, Ste. 280

Arlington, VA 22204

Phone: (571) 312-4111

Fax: (571) 312-4133

Email: info@columbiapikedentistry.com

Web Address: www.columbiapikedentistry.com

SPONSOR: Chris Hunter, Staff

Columbia Pike Family Dentistry doctors are dedicated to providing clients with the personalized, gentle care everyone deserves in a state of the art facility.

■ ACCOUNTING AND BOOKKEEPING

DEMEO PLLC

Palmer C. Demeo, Jr., C.P.A.

2776 South Arlington Mill Drive #178

Arlington, VA 22206

Phone: (703) 340-5194

Email: pdemeo@demeocpa.com

Web Address: www.demeocpa.com

SPONSOR: Chris Hunter, Staff

Demeo PLLC is a public accounting firm based in Arlington, Virginia helping individuals, businesses, and non-profit organizations by providing quality accounting, tax, and consulting services.

■ REAL ESTATE - COMMERCIAL

JONES LANG LASALLE

Christopher E. Hagerup, Jr., Tenant Representation

1850 Towers Crescent Plaza, Suite 300

Vienna, VA 22182

Phone: (703) 845-8819

Email: chris.hagerup@am.jll.com

Web Address: www.joneslanglasalle.com

SPONSOR: Chris Hunter, Staff

Jones Lang LaSalle is a financial and professional services firm specializing in real estate services and investment management.

■ TELECOMMUNICATIONS

PINGTONE COMMUNICATIONS INC.

Jeri Almansi, Sr. Account Executive

13921 Park Center Road

Herndon, VA 20171

Phone: (703) 621-9267

Fax: (703) 621-9268

Email: jalmansi@pingtone.com

Web Address: www.pingtone.com

SPONSOR: Mark Hadeed, Hadeed Carpet**Cleaning**

Voice Over IP allows the advantages of IP phone systems without the complexity of buying & managing it internally, integrating CRM and audio/video web conferencing.

■ ENTERTAINMENT

SUPERSTAR TICKETS

Omar Sider, Owner

2305 Wilson Boulevard

Arlington, VA 22201

Phone: (703) 447-5945

Email: support@superstartickets.com

Web Address: www.superstartickets.com

SPONSOR: Michael Foster, MTFA Architecture

Specializing in selling tickets to all concerts, theater and sporting events nationwide. Wizards, Capitals, DC United, Redskins, Ravens, any concert, best seats in the house.

MEMBERS IN THE NEWS

■ BOWEN MCCAULEY DANCE

Lucy Bowen McCauley Recieves Pola Nirenska Award for Achievement in Dance

Lucy Bowen McCauley is the recipient of the 2012 Pola Nirenska Award for Achievement in Dance, sponsored by Washington Performing Arts Society in conjunction with an annual awards committee jury, funded by donations from the late Dr. Jan Karski, Nirenska's husband. This award provides a monetary contribution of \$5,000 towards **Bowen McCauley's** work in the community. The award was presented on March 2 on the stage of The Kennedy Center. Coming up, **Bowen McCauley Dance** presents the premiere of "Lucy's Local Playlist," a contemporary dance performance inspired by the music of ten DC-area bands/artists, at **Synetic Theater** on May 11 and 12 at 8 pm.

■ CARDINAL BANK

Cardinal Bank Names Senior Vice President, Real Estate Loan Officer and Honorary Chairs for Charity Classic

Kathy Harbold has joined **Cardinal Bank** as Senior Vice President, Real Estate Loan Officer. With her extensive background in lending, most recently as Senior Vice President with Alliance Bank, **Harbold** will oversee the relationship management of builders and developers, while actively seeking opportunities to expand **Cardinal's** business lines as a part of **Cardinal's** integrated market teams. In addition, **Cardinal Bank** announced that local businessman, William A. "Bill" Hazel and his wife, Eleanor, have been named Honorary Chairpersons of its 2012 Annual Charity Classic, benefiting Inova Kellar Center and the Cardinal Bank Community Fund. The date for the event is set for Monday, May 21, at the Country Club of Fairfax, Virginia.

■ ARLINGTON FOOD ASSISTANCE CENTER

Successful 2012 Spring Gala and "Hunger is No Joke"

At this year's benefit reception on March 14, **Arlington Food Assistance Center (AFAC)** celebrated another successful year of serving our Arlington neighbors in need, including widening our reach to include low-income elderly and homeless children in the county. The evening consisted of food, wine, music by Orange Line Jazz Trio, and live and silent auction items with Honorary Chair **Ted Leonsis**, Founder, Chairman, Majority Owner and CEO of Monumental Sports & Entertainment. **AFAC's** Young Professionals held their 2nd Annual "Hunger Is No Joke" benefit on March 30 at Cafe Asia. The event featured live music, raffle items and more.

■ CRYSTAL GATEWAY MARRIOTT

Einstein Bros. Bagels Opens at Crystal Gateway Marriott

Enjoying tasty fresh food while eating breakfast, lunch or dinner out just got easier for **Crystal Gateway Marriott** guests, area residents and neighboring businesses with the opening of Einstein Bros. Bagels on March 8, 2012. To celebrate the grand opening, **Crystal Gateway Marriott** presented the first 100 people in line with Einstein Bros. Bagels coupons valid for one free breakfast sandwich a week for one year. The restaurant is open daily at 6:00 a.m. and is located inside the **Crystal Gateway Marriott**, situated at 1700 Jefferson Davis Highway in Arlington, Va.

■ FUR-GET ME NOT

Fur-Get Me Not Lead Trainers Become Certified Professional Dog Trainer - Knowledge and Skills Assessed

Fur-Get Me Not opened a new Dog Training School in Arlington back in March 2011. Since then, three of their Lead Trainers, **Roz Ferber**, **Tammy Rosen** and **Vivian Leven Shoemaker**, have advanced their certification to Certified Professional Dog Trainer - Knowledge and Skills Assessed (CPDT-KSA), joining 58 to have passed the examination worldwide during its first testing period. They now serve on the KSA Examination Committee for this year's testing and will evaluate new trainers taking the KSA Certification test. In addition, **Tammy Rosen** is now serving on the Association of Pet Dog Trainers (APDT) Nomination Committee, a hand-selected 5 person committee that will review all applications, interview candidates and select nominees.

MEMBERS IN THE NEWS

■ SYNERGY HOMECARE

SYNERGY HomeCare Franchise Owner Honored with NAHC Board Membership

SYNERGY HomeCare of Arlington and Alexandria, Va. owner **Mitch Opalski** was elected to the Board of Directors for the National Association for Home Care and Hospice (NAHC). NAHC, the largest professional association for in-home care, advocates for accessibility, quality, and political viability of home care and will benefit from the expertise and dedication of its new board member. Though the opportunity to join NAHC's Board of Directors has been opened to Opalski in the past, he instead opted to focus on providing care directly to his community. He was among the first franchise partners for **SYNERGY HomeCare**, and has since demonstrated the value of compassionate care for Arlington and Alexandria residents.

■ RESIDENCE INN ARLINGTON PENTAGON CITY

Residence Inn Arlington Pentagon City Gets a New Look

The lobby of the **Residence Inn Arlington Pentagon City** and all 299-guest suites have been renovated with a design that will create the ultimate experience for guests. Renovations of the lobby were completed on March 18, providing guests an ideal environment to work, or a chance to relax and recharge in the lounge area. The new space hosts daily free hot breakfast buffets and complimentary evening socials.

■ PROSHRED & ARLINGTON FOOD ASSISTANCE CENTER

"Shred for Bread" Helps with Spring Cleaning

On Saturday, April 21, **PROSHRED**, a professional shredding company, generously donated their time and service to shred participants' personal papers in a safe and secure way at "Shred for Bread." The event provided assistance with spring cleaning of participants' financial and personal papers for a good cause. In return for their services, participants brought non-perishable food items and monetary donations for the **Arlington Food Assistance Center**, which is always in need of more food to feed those in need in the Arlington community.

■ RED TOP CAB

Red Top Helps Transport Segs4Vets and Celebrates 23 Years of Sponsoring Arlington Little League Teams

Red Top Cab is working in conjunction with the **Arlington County Police Department** in support of a unique program for Arlington wounded warriors. The Segs4Vets program has awarded over 700 Segways to veterans who, in the service of our country, have sustained injuries resulting in amputation of one or both legs or other serious injuries impairing mobility. **Red Top Cab** will be providing transportation to wounded vets for the training and dedication of Segways. In addition, **Red Top Cab** is proud to be a team sponsor for the Arlington Little League, "Where ALL Kids Are Stars," in 2012 for the 23rd year in a row.

■ MARYMOUNT UNIVERSITY

Marymount Named to President's Higher Education Community Service Honor Roll

Marymount University has been named to the 2012 President's Higher Education Community Service Honor Roll by the Corporation for National and Community Service (CNCS) for engaging its students, faculty, and staff in meaningful service that achieves measurable results in the community. This is the **University's** fourth consecutive year on the Honor Roll. **Marymount** is among 642 colleges and universities recognized for their impact on issues from literacy and neighborhood revitalization to supporting at-risk youth. In addition, Joseph Maurelli, former Chairman, President, and CEO of Techmatics, Inc., has been elected to serve as chairman of **Marymount University's** Board of Trustees, effective March 15, 2012. He joined the board in 2007. Maurelli built up Techmatics, which provided information technology solutions and advanced engineering services to government clients.

FACEBOOK

You like us, you really like us!

Did you know the Chamber has a new Facebook page?

The Chamber's Facebook is a great way to show your support for the Chamber while staying informed about Chamber events and news!

Interact with other members, share your opinions on the Chamber's posts and see photos from the Chamber's most recent events. You might be in them! The more you comment and like, the better chance you have of being picked as the Chamber's "Fan of the Week!"



Make sure to visit the Chamber's Facebook page and "Like" us!

➤ www.facebook.com/ArlingtonChamberVA

MILESTONE ANNIVERSARIES

■ TWENTY-FIVE YEARS

FRIENDS OF THE ARLINGTON COUNTY LIBRARY

■ TWENTY YEARS

ARLINGTON PARTNERSHIP FOR AFFORDABLE HOUSING

ROSSLYN RENAISSANCE

UNITED BANK

■ FIFTEEN YEARS

THE LAW OFFICES OF BARBARA E. NICASTRO

■ TEN YEARS

ARLINGTONIANS FOR A CLEAN ENVIRONMENT

AXON SOLUTIONS, INC.

EVEREST COLLEGE ARLINGTON UNITED BANK

■ FIVE YEARS

AKA VIRGINIA SQUARE

CLEAR SKY CREATIVE

FIORE & LEVINE, PLLC

ORGANIZATIONAL STRATEGIES, INC.

THE GROWTH COACH

CONGRATULATIONS!



WELCOME NEW MEMBERS

■ BUSINESS SERVICES

TARGETED ADVANCEMENT GROUP

Mark Yates, Partner
6701 29th Street, North
Arlington, VA 22213
Phone: (703) 447-5945
Email: myates@targetedadvancement.com
Web Address: www.targetedadvancement.com
SPONSOR: Chris Hunter, Staff
Targeted Advancement Group's mission is to guide individuals & organizations to improve profitability, resolve operational issues, enhance leadership, expand customer loyalty, grow sales & strategically plan their future.

■ CONSTRUCTION & CONTRACTORS
THOMAS COMMERCIAL INTERIORS, INC.

Scott Thomas, President
2010 Corporate Ridge, Suite 700
McLean, VA 22102
Phone: (703) 992-6474
Fax: (703) 992-6474
Email: scott@TCI-GC.com
Web Address: www.TCI-GC.com
SPONSOR: Tom Grantham, Cardinal Bank
General contracting and construction management firm whose mission is to facilitate, through professional and flexible management techniques, the successful construction of our clients building projects.

■ RESTAURANTS & FOOD SERVICES

WILSON TAVERN

Sandy Lewis, Owner
2403 Wilson, Boulevard
Arlington, VA 22201
Phone: (703) 938-2999
Email: slewis@wilsonstavern.com
Web Address: www.wilsonstavern.com
SPONSOR: Sonia Johnston, John Marshall Bank
Wilson Tavern features updated American classics in a warm, neighborhood friendly atmosphere.

MEMBERS IN THE NEWS

■ ARLINGTON COMMUNITY FOUNDATION & THE SHOOSHAN COMPANY

ACF Announces the 100 Homes Campaign Fund

The Board of Trustees of the **Arlington Community Foundation (ACF)** announced at the beginning of April the creation of a new fund, The 100 Homes Campaign Fund, dedicated to housing Arlington's most vulnerable homeless citizens. The creation of the Fund was led by the efforts of **John G. Shooshan** of Arlington-based **The Shooshan Company**, a local developer strongly committed to alleviating homelessness in our community. The \$500,000 gift to establish the Fund represents the private sector's match from Arlington County's pledge to also dedicate \$500,000 toward this same goal. The 100 Homes Campaign is Arlington's part of the state-wide 1,000 Homes for 1,000 Virginians Campaign as an initiative of the national 100,000 Homes Campaign to get the most vulnerable and long-term homeless individuals into permanent, supportive housing.

■ ROSSLYN BID

Peter N. Greenwald Appointed to Arlington Economic Development Commission

The Arlington County Board appointed Peter N. Greenwald, Penzance Senior Advisor and **Rosslyn Business Improvement District (BID)** President, to the Economic Development Commission. Greenwald serves on the advisory board of Artisphere, Arlington's cultural center in Rosslyn, and has represented Penzance on the **BID** board since 2006. He has 30 years of management, operational and legal experience. He founded the New York law firm of Greenwald and Strongin, and is a former partner at Rosenman & Colin, now KMZ Rosenman. Greenwald was also executive vice president, general counsel and secretary of Virginia-based Retired Persons Services, Inc.

■ JOHN MARSHALL BANK

Grand Opening of New Corporate Headquarters

On Thursday, March 15, 2012 elected officials, chamber presidents and businesses gathered to celebrate the opening of **John Marshall Bank's** new corporate headquarters and branch located at 1943 Isaac Newton Square, Reston, Va. The new corporate offices and branch occupy 19,000 square feet, dominating the office building's lobby level. Previously, the bank's corporate offices had been in Annandale. **John Marshall Bank** first opened to the public under that name in Falls Church, Virginia in May 2008. Since that time, customer service, satisfaction and success have inspired the bank's leaders who have helped it to grow into one of the areas most respected and well capitalized banks.

■ WELLFIRE INTERACTIVE

Wellfire Interactive Launches Port City Brewing Website

Just in time for St. Patrick's Day, **Wellfire Interactive** launched a new website for Port City Brewing Company. Established in 2011, Alexandria-based Port City Brewing is already recognized as one of the Mid-Atlantic's top brewers. Their website now perfectly conveys the brewery's brand and character, and is optimized for smart phones and tablets. The content management system **Wellfire** customized provides easy and complete editorial and SEO control, as well as an e-commerce brewery shop, geo-location aware beer sales locations, and event management.

■ VIRGINIA COMMERCE BANK

Virginia Commerce Bank Named 2012 Best of Arlington

Virginia Commerce Bank (VCB) has been selected as a winner of the 2012 Best of Arlington Awards in the Banks category by the US Commerce Association (USCA). **VCB's** selection as a 2012 winner is a reflection of not only **VCB's** hard work, but shows the number of people who have supported their business and contributed to their subsequent success. The USCA "Best of Local Business" Awards Program recognizes outstanding local businesses throughout the country. Each year, the USCA identifies companies that we believe have achieved exceptional marketing success in their local community and business category. These are local companies that enhance the positive image of small business through service to their customers and community.

VALOR AWARDS

■ VALOR AWARDS REVIEW

30th Annual Valor Awards

The Chamber would like to thank the men and women who risk their lives daily for the safety of the Arlington Community. Without their heroic efforts, Arlington would not be the safe community that it is. Special thank you goes out to all of those who made the Valor Awards Ceremony and Luncheon possible, including our sponsors (listed on page 8).

2012 Valor Honorees:**The Arlington County Office of Emergency Management****Life-Saving Award: Emergency Communications Team**

On January 10, 2012 the Emergency Communications Center (ECC) received a call reporting a suicide threat about a young man who told his ex-girlfriend's sister that he was going to jump off the Key Bridge, then disappeared from the premises. At the same time, personnel in the ECC were working on another high priority call of a missing adult female who was bipolar, had stopped taking her medication, and had fled from her sister's car. The dispatchers diligently worked to communicate with officers, showing excellent teamwork and investigative skills by gathering information quickly and accurately to locate the individuals. Due to their quick actions, both missing persons were found unharmed.

The Arlington County Fire Department**Meritorious Service Award: Battalion Chief Christopher Devers**

Chief Devers has served as the Fire Department's Special Operations Chief since his promotion to the rank of Battalion Chief in 2010. He is always a professional representative of the Fire Department while displaying exceptional judgement, performance, teamwork and dedication. One of his recent accomplishments was his work to incorporate training and performance competencies for the hazardous material and technical rescue teams.

Life-Saving Award: Firefighter I Joaquin Ibarra & Firefighter II Corey Sherrill

Engine 109 was on the way to an assignment in Fairfax County on September 8, 2011 to assist in rescue efforts resulting from severe flooding in the area when they encountered twelve people stranded on top of their cars. They devised an action plan including personal flotation devices, tag lines and rope anchors to remove the victims from the fast and rising floodwaters. Because of their decisive and competent action, all twelve victims were brought to safety.

Life-Saving Award: Firefighter II Alexander Dimoff, Lieutenant Jacob Johnson, Battalion Chief Stuart Insley, Firefighter II Mark Jaquays & Firefighter II Chad Stamps

In the early morning hours on June 1, 2011, Arlington County Fire Department units responded to a reported house on fire. When they arrived on the scene, a man came up to Engine 102 officer and said his wife was still trapped inside. Through their swift and competent actions, the firefighters of Engine 102 worked together to find and rescue the trapped 53 year old woman, who surely would have otherwise perished.

The Arlington County Sheriff's Office**Meritorious Service Award: LaShawn Fisher**

LaShawn Fisher has been employed with the Arlington County Sheriff's Office since September 2001 in the Inmate Services section. Throughout her time there, she has been promoted a number of times and is currently the Inmate Services Supervisor. Known for her dependability and commitment to the agency, Fisher is often called upon to work on outside committees and conduct interviews for hiring new employees.



Lt. Barrett receiving his Valor Award

Valor Award: Lieutenant Jimmie Barrett, Jr.

On his way home one day, Lieutenant Jimmie Barrett, Jr. was riding the metro when the train operator announced a person either fell or jumped onto the tracks and was either struck or run over. Off duty but still in uniform, Lt. Barrett immediately took action. After learning the victim was still alive and trapped under the train, he climbed onto the tracks - knowing that the third rail was still powered - to make contact with the victim. He assessed that the victim's injuries and position were life threatening, and could tell the victim had significant mental health issues. Lt. Barrett stayed with the victim, trying to keep him engaged to ensure he would not further harm himself, until he was extracted and transported to the hospital. Unfortunately, the victim succumbed to his injuries. The police captain who responded to the incident reported that the victim's chances for survival were significantly increased by Lt. Barrett's efforts.



Firefighters of Engine 102

GET LINKED

Are you LinkedIn?



The Chamber's LinkedIn group is a great way to network with fellow chamber members, jump in on interesting discussions, keep up to date on chamber news and events and promote your business! Get started today, visit the Chamber website for a direct link to the LinkedIn group!

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FEATURED MEMBER BENEFIT

Mark Our Calendar!



Have an upcoming event you need to spread the word about? Take advantage of the Chamber's Community Calendar as a great way for your company's event to reach not only Chamber members, but the number of Arlington residents and visitors who visit the Chamber's website.

The Community Calendar is located on the Chamber website and is exclusive to events held by Chamber members. To add an event, visit the Members Only section of the Chamber's website:
www.arlingtonchamber.org

VALOR AWARDS (CONTINUED)

VALOR AWARDS REVIEW

30th Annual Valor Awards

2012 Valor Honorees (continued):

The Arlington County Police Department

Meritorious Service Award: Ann Mountjoy

Ann Mountjoy was hired with the Arlington County Police Department in 1975. For 37 years she has always performed above and beyond what was expected of her. Her exceptional level of service has been noticed throughout the years by both her co-workers and citizens she has assisted. In October 2012, Mountjoy will retire. She will be greatly missed, but her legacy will live on.

Life-Saving Award: Officer Sara Balch & Officer Sean Gilligan

On February 24, 2012 Officer Balch responded to a report of a man who was standing on a telephone pole with a rope tied around his neck. Just as she arrived on scene, the victim stepped off the pole and fell, left hanging by a rope tied around his neck. While Officer Balch attempted to reach the victim by jumping on nearby trash cans, Officer Gilligan arrived on scene. He climbed the telephone pole's ladder and cut the rope with his knife as several citizens supported the victim. Officer Balch, assisted by others, caught the victim as he fell. Thanks to the quick actions of these officers, the victim is expected to live.

Life-Saving Award: Officer Jason Cox, Corporal Jim Mastoras & Corporal Al Taber

Valor with Life-Saving Award: Corporal Steve Gomez & Corporal Mindy Woods
 On January 10, 2012, Officer Jason Cox responded to a report of a subject planning to jump from the Key Bridge where he met up with the reporting party. He remained with them until the reporting party received a picture text from what appeared to be the middle of a bridge. Corporal Steve Gomez was the first to arrive at Key Bridge, where he observed a subject fitting the appropriate description. The subject began scaling the safety fence in an attempt to jump the bridge, so Corporal Gomez ran over and grabbed him around the waist. The subject's intent to go over was so intense he pulled the Corporal off the ground. Corporal Mindy Woods arrived to assist, while the subject continued to fight and resist. Corporal Woods was able to get a handcuff on one of his wrists as the struggle continued. Pulling both officers with him in his attempt to get over the fence, Corporal Woods was finally able to secure the loose end of the handcuff to the guardrail. At this time, Corporal Jim Mastoras and Corporal Al Taber arrived on scene. With significant effort, the four officers pulled the subject from the fence and properly secure him in handcuffs. Without their quick response and teamwork, this suicidal subject likely would have jumped to his death.

Valor with Life-Saving Award: Corporal Kevin Riley

While on patrol, Corporal Kevin Riley was driving on George Washington Memorial Parkway when he observed vehicles along the shoulder. As he approached, he discovered a SUV had gone off the roadway, traveled down the embankment and was in a wooded area only feet from the Potomac River. Immediately he began rescue efforts, pulling the three injured passengers from the burning SUV. Corporal Riley's exemplary performance at the scene saving these three lives reflects his high standards of commitment and dedication to duty and honor.



Officer Sara Balch & Officer Sean Gilligan receive their award

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NONPROFIT SPOTLIGHT

THE ALLIANCE FOR HOUSING SOLUTIONS

Arlington for Everyone
Housing for a Diverse and Sustainable Community

By Mary Rouleau, Executive Director

The Alliance for Housing Solutions (AHS) provides public education, facilitation and advocacy in support of affordable housing in Arlington County and Northern Virginia.

In May and with the support of our community partners, AHS is launching "Arlington for Everyone," a multi-media, six-month public education campaign to help our community better understand the bricks-n-mortar of providing affordable housing.

This campaign will highlight how an adequate mix of housing choices is necessary to Arlington's economic vitality and sustainability. An event focused on housing and projected job growth will be a part of Affordable Housing Week, September 15-21, 2012.

Please join us this month at our kickoff event:

The State of Affordable Housing in Arlington, 2012

Wednesday May 16 @ 6:30-8pm
 Walter Reed Community Center
 2909 South 16th Street, 22206 [off Walter Reed Drive]

County staff and affordable housing providers will provide property updates, and AHS staff will preview the education campaign.

RSVPs are appreciated. Please send to katedahs@gmail.com.

For more information, contact Mary at maryrahs@gmail.com 703-859-0452
 Visit AHS's website at www.allianceforhousingolutions.org



BUSINESS AFTER BUSINESS

Showcase Your Business to Arlington Professionals

Want a sure-fire way to get a large group of Arlington business people through your door and into your business?

Host the Chamber's monthly networking event, Business After Business. This event is designed to bring Arlington professionals together from a variety of industries and organizations to network over delicious food and refreshments.

What does hosting mean for your business? Besides the great exposure you'll receive simply by hosting the event, you have the opportunity to provide a short welcome to the group introducing yourself and your business. The host also provides the space, food, drinks (including beer, wine and soft drinks), free parking and \$100 for the mounting cash jackpot.

The Chamber's monthly Business After Business networking event is a great way to end a work day and maximize Chamber membership, meeting fellow Chamber members and prospective members. Attendees enjoy delicious food, refreshments and networking along with the chance to win the cash jackpot.

For more information or to find out what months are still available to host this event, contact Kate Roche at events@arlingtonchamber.org 703-525-2400.

FEATURED MEMBER BENEFIT



Welcome Them Home

A "Chamber Welcome" is a relocation packet that was developed for potential Arlington County residents who request information about Arlington by the Chamber. We receive more than 500 requests every year, and requests have come from all 50 states. Packets include real estate and demographic information, as well as cultural, recreational, educational opportunities, and much more information that people moving to Arlington need to know.

Take this opportunity to be among the first to introduce yourself and your company to potential new residents of our area. There are a variety of opportunities the Chamber offers for members to advertise, including having a flyer inserted into the packets, becoming a Grand Sponsor, or receiving monthly mailing lists of those who requested our packets.

To be included in the "Chamber Welcome," contact Leticia Cano:

chamber@arlingtonchamber.org
 703-525-2400

WEB FEATURE

Find ChamberConnect on the Find A Business page.

Information...price quotes...referrals...



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ARLINGTON ECONOMIC DEVELOPMENT

Accenture Metro-DC Office Moves to Arlington

by Kelly Rindfus, Communications Director, Arlington Economic Development

On April 9, invited guests comprised of local government and business leaders attended the ribbon-cutting ceremonies for Accenture's new Metro Washington, D.C. office, located at 800 N. Glebe Rd. in Ballston. The global management consulting, technology services and outsourcing company, occupies approximately 99,000 of the 316,000 square feet building developed by The JBG Companies and designed by Cooper Carry. The iconic elegance of the newly constructed tower is a befitting home for the consulting titan at the confluence of key government agencies and technology companies, and in a strategic location desired by their growing workforce.

According to Accenture officials, the new space was designed to offer an interactive, efficient work environment that encourages team-based collaboration and interoffice networking – the new Arlington space is the company's largest "office of the future" implementation in the United States. The office embraces the changing demographics and new workplace preferences of today's workforce by offering improved collaboration, sustainability and technology.

The new space is less than half of what Accenture previously occupied at Boston Properties Inc.'s 11951 Freedom Drive in Reston, demonstrating the company's commitment to pioneering innovation for efficient and effective use of space. Approximately 4,000 employees will be based out of the Ballston office, although only a fraction will utilize the facility at any given time as many will be located at a client site or take advantage of teleworking options.

The guests to the ribbon-cutting event, including Representative Jim Moran, State Senator Barbara Favola, members of the Arlington County Board, Arlington Chamber President Rich Doud and Arlington Economic Development's Terry Holzheimer and Jennifer Ives, were treated to a dazzling tour of cutting-edge and innovative workplace technology. Among several highlights of the office environment of tomorrow:

- Walk-stations, where you can get a little exercise while on a conference call;
- Less telephones, as laptop technology allows for employees to place and receive calls from their laptops allowing them to be reached no matter where they are working;
- Computerized touch screens to book workspace in real-time;
- Flexible spaces, such as a cafe that doubles as a working space;
- Beautifully designed combination open areas, semi enclosed or enclosed work areas, allowing employees to work in informal groups; and
- A sustainable office environment, which includes renewable materials such as flooring made out of cork and recycled glass countertops.

"Accenture's new location in Arlington allows us to be closer to our clients, our employees and the Metro," said Stu Solomon, Managing Director of Accenture's Metro D.C. office. "In addition, as a leader in workplace innovation, Accenture's new Ballston office is also located in a LEED Gold Certified building and offers our employees and clients improved collaboration, sustainability and technology designed to enhance work-life balance and performance." With more than 246,000 people serving clients in more than 120 countries, Accenture is a welcome addition to Ballston, Arlington's science and technology hub. As the global giant continues to collaborate with clients to help them become high-performance businesses and governments, their new working environment will undoubtedly provide the collaborative setting necessary for innovation to flourish.



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Congressman Jim Moran at Ribbon Cutting

SMALL BUSINESS ROUNDTABLE

Take the Guesswork Out of Using Your Bank to Increase Your Business

by Jim Whelan, The ProActive Corporation of America

Athena Ullrich, Rosemary Cruz and Greg Bernhard of The Business Bank briefed roundtable attendees on the ways a small business can work with their bank to increase business success.

A bank lending officer analyses the following to determine if the small business is an attractive applicant:

- You are the business – small businesses by their very nature are an extension of the founder(s). The analysis of the business is, in reality, an analysis of you and your ability to repay the loan.
- Although the bank requires collateral to back up the loan, no bank wants to own it. Even within collateral there are levels of soundness i.e. a house valued at current market conditions provides stronger security than a yacht.

Banks evaluate the seven "Cs" of loan approval:

1. Credit Score – is it acceptable?
2. Capacity – can the business remain profitable given the added interest expense?
3. Capital – money the principals have invested in the business
4. Collateral – assets used to secure the loan
5. Character – the reputation of the owner(s)
6. Conditions – the economy the business is operating in
7. Commitment – the owner(s) are required to personally guarantee the obligation

The bottom line from this roundtable?

Understanding what the lender is looking for and having the ability to satisfy those conditions will show the lender you are serious about the business and someone the lender will want to do business with.

ARLINGTON'S BEST BUSINESS AWARDS

A Brief History of Arlington's Best Business Awards (the ABBIEs)

In 1987, the Small Business Council of the Arlington Chamber of Commerce proposed to the Board of Directors a new event celebrating the best of Arlington's small businesses. The first award was presented in the spring of 1987, and so began Arlington's Small Business of the Year Awards. Today, the awards have expanded to include a number of categories, from green businesses to nonprofit organizations, as well as large businesses.

Ten years after the inception of the awards, the Arlington County government expressed a desire to make awards for members of our business community. Instead of having two separate awards programs, the County accepted the Chamber's invitation to collaborate on the existing program and rename it the ABBIE Awards and expand it to include medium and large businesses.

In 2008, the County came up with a new way to recognize Arlington Businesses - through the "People's Choice ABBIE Awards." Since then, every Fall, the Arlington County government holds the People's Choice ABBIEs, which are awarded based on popular vote, and the Chamber continues to host the Arlington's Best Business (ABBIE) Awards every Spring. The Chamber's awards remain merit-based, as we hold true to the prestige and framework of our award program that has existed for 25 years.

The Chamber's selection committee consists of previous Best Business Award winners. All qualifying entries are scored based on how well the entrant meets the published criteria. Not all awards are presented each year when, in the opinion of the selection committee, a given award is not merited.

ROUNDTABLE

■ The Chamber's monthly Small Business Roundtable offers an important educational opportunity to smaller businesses. The roundtable discussion, facilitated by Jim Whelan, expert strategic planner with the ProActive Corporation of America, allows business people to learn from their peers and knowledgeable experts for free!

REGISTER NOW:

MAY SMALL BUSINESS ROUNDTABLE

30 WEDNESDAY

11:45 a.m. – 1:15 p.m.

Chamber Board Room

2009 14th St. N., Suite 111
Arlington, VA 22201

The Small Business Roundtable, a free member benefit of the Arlington Chamber of Commerce, is an open forum discussion sponsored by **The Business Bank**.



Jim Whelan

The roundtable, facilitated by **Jim Whelan of The ProActive Corporation of America**, 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.



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The mission of the Arlington Chamber of Commerce is to promote businesses and economic development within Arlington County. The Chamber will represent the interests of Arlington County businesses by: participating as a business advocate to government; endorsing regional solutions to infrastructure and educational challenges; and striving to create the conditions that encourage a healthy community and business environment within the County and the Commonwealth of Virginia."

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THANK YOU!

- Bean, Kinney & Korman for hosting the March Business After Business
- Bean, Kinney & Korman, Bernie Cohen – Insurance Solutions, Dimension Creative Promotions, John Marshall Bank, Princess Jewelers, & W.B. Mason for providing door prizes at the March Business After Business.
- Lebanese Taverna and WETA for co-hosting the March Board of Directors Meeting.