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SAVE THE DATE

CHINA TRIP INFO SESSION

MAY 15
5:30 - 6:30 p.m.
Location TBD

THE ARLINGTON BEST BUSINESS AWARDS

MAY 21
7:30 - 9:30 a.m.
Sheraton Pentagon City Hotel



■ VALOR AWARDS REVIEW

Arlington Heroes Honored by the Chamber

On Wednesday, April 17, the Arlington Chamber of Commerce hosted the 31st 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.

➤ Please turn to page 7 for the winners, photos, and sponsors.



Sergeant Jack Lantz receiving his award from Dave DeCamp & Sheriff Beth Arthur

SPECIAL THANK YOU TO

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■ THE ARLINGTON BEST BUSINESS AWARDS PREVIEW

The Best in Arlington Business

The Arlington Chamber of Commerce will celebrate the best that Arlington businesses have to offer with the 27th Annual Arlington Best Business Awards, to be held on Tuesday, May 21 at the **Sheraton Pentagon City 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.

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

Experience China!

Journey with us:

October 11-19, 2013

Turn to page 10 for more info!

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MAY AT THE CHAMBER

SMART START	2 THURSDAY 4:00 - 5:15 p.m. Chamber Board Room
GREEN BUSINESS COMMITTEE MEETING	3 FRIDAY 9:00 - 10:00 a.m. Chamber Board Room
AMBASSADORS COMMITTEE MEETING	6 MONDAY 4:15 - 5:00 p.m. Chamber Board Room
EXECUTIVE COMMITTEE MEETING	8 WEDNESDAY 8:00 - 9:00 a.m. Chamber Board Room
BREAKFAST CONNECTION	9 THURSDAY 7:30 - 9:00 a.m. Holiday Inn Rosslyn
OPPORTUNITY WORKS PHONE BANK <i>*OW Volunteers Only</i>	15 WEDNESDAY 2:00 - 5:00 p.m. Chamber Board Room
CHINA TRIP INFORMATIONAL SESSION	15 WEDNESDAY 5:30 - 6:30 p.m. Location TBD
BUSINESS AFTER BUSINESS	16 THURSDAY 5:00 - 7:00 p.m. EagleBank
BOARD OF DIRECTORS MEETING	17 FRIDAY 11:30 a.m. - 2:00 p.m. William Jeffrey's
THE ARLINGTON BEST BUSINESS AWARDS	21 TUESDAY 7:30 - 9:30 a.m. Sheraton Pentagon City
EDUCATION & WORKFORCE DEV. COMMITTEE MEETING	22 WEDNESDAY 4:00 - 5:00 p.m. Arlington Career Center
OPPORTUNITY WORKS NETWORKING RALLY <i>*OW Volunteers Only</i>	22 WEDNESDAY 5:00 - 6:30 p.m. John Marshall Bank
GOV'T AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING	24 FRIDAY 8:00 - 9:00 a.m. Chamber Board Room
MEMORIAL DAY	27 MONDAY Chamber office closed
COMMUNITY ACTION COMMITTEE MEETING	29 WEDNESDAY 8:00 - 9:00 a.m. Chamber Board Room
SMALL BUSINESS ROUNDTABLE	29 WEDNESDAY 11:30 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.

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

GRAND SPONSOR

Greg Mullan -
GEORGE MASON MORTGAGE, LLC
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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.

9 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 mounting jackpot available each month. This month's Business After Business focuses on highlighting local nonprofits.

16 THURSDAY
5:00 - 7:00 p.m.
EagleBank
1919 Lynn Street
Arlington, VA 22209

HOST

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Don't forget to check the Chamber's website calendar for upcoming events and schedule updates.

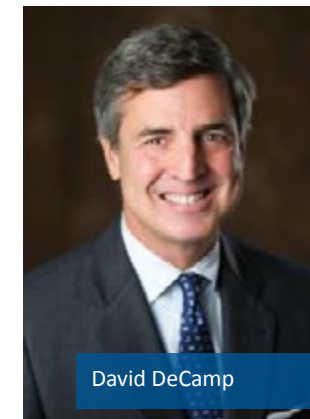
Fast and easy, the website allows you to register for events online and provides information on the location, time, and topic of a function.

CHAIR'S MESSAGE

Arlington Chamber Blog

The Arlington Chamber Blog launched in late April. Log on and take a look: www.arlingtonchamber.org. We each need to pitch in to make this successful. Here is the big picture strategy behind the blog:

- Make our Chamber more present & meaningful throughout the workday
- Be the source for business news in Arlington
- Energize our powerful network in order to give you advantages
- Add value to your Chamber membership



David DeCamp

Arlington's Chamber has long been known for the close camaraderie that flows naturally at our events and programs. The blog is designed to extend the reach of that special bond. Handled well, the Chamber blog will be an essential resource that we all check multiple times each week.

We know that government contracting impacts banking. Banking influences real estate. Arlington's economic vitality drives retailers, nonprofits, law firms, etcetera & so forth. We are all in this together. The blog is an invitation to each of you to help the rest of us see what is just over the horizon. Your expertise in your industry makes you a thought leader. The Chamber blog will connect the dots, build better business relationships and give you a competitive edge.

Think about what you can add to our blog. This is not the place for direct selling. This is the place for discussion about new business developments in Arlington, emerging trends, value-added analysis of commercial activity. Your profile will rise and you will benefit as readers profit from your insights.

For example, I gave some remarks last week that touched on the fiscal impact of Arlington businesses on our County's budget. Did you realize that 49% of all Arlington tax receipts come from businesses? That is enough to carry the annual costs of the entire Arlington Public School system. How many other Counties enjoy that kind of healthy ratio between business and residential revenues? This gives me (and - now - perhaps you) a heightened understanding of the business community's role in Arlington. I knew that we needed the greater Arlington community in order to be successful in business. Looks like they kinda need us too.

Blog posts should be 300 to 700 words. Figure that you have about 90 seconds to engage the reader. Find your voice. Let's have some fun while we learn. Besides providing content, we need your feedback. Tell us what you want in the blog and when something clicks - let us know. Comment on the blog posts. Add energy and insight. Keep it clean & positive. All blog content and comments will be reviewed before they are published.

Let's discuss the facts & fictions surrounding government spending and sequestration in 2013. Tell us about Arlington's blossoming housing market. Why is your recession over? Give me the three (3) things that make your website work so well? And bearing in mind that all-business-all-the-time makes Dave a dull boy, the new Chamber blog won't really be clicking until we select and comment on Arlington's top five (5) charity galas (made even better with some choice dance floor photos).

Continue this conversation by sharing it with others or by contacting me (daviddecamp@yahoo.com).

David DeCamp
Newmark Grubb Knight Frank

[Editor's Note: Anyone interested in submitting a post for the Chamber Blog should contact Communications Manager, Amy Fisher: afisher@arlingtonchamber.org, 703-525-2400.]

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

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

Members in the News article submissions must be emailed to communications@arlingtonchamber.org and received by the first of the month prior to the publication month (i.e. May 1 for June Arlingtonian).

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

WELCOME NEW MEMBERS

■ BANKS

FIRST CITIZENS BANK

Michelle Haley, Vice President
950 North Glebe Road, Suite #100
Arlington, VA 22203
Phone: (703) 650-1680
Email: michelle.haley@firstcitizens.com
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Banking solutions for more than a century means that customers trust that the bank we are today is the bank we'll be tomorrow.

■ CONSTRUCTION & CONTRACTORS
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Phone: (703) 841-5200
Email: bkrause@tcco.com
Website: www.turnerconstruction.com
SPONSOR: Tim Hughes, Bean Kinney & Korman
Turner Construction Company provides construction-management & general contracting services. With an office in Arlington, Turner ranks first or second in the industry's major market segments.

■ EMPLOYMENT SERVICES

TERRAN TALENT SOLUTIONS

Will Turner, President
930 N Danville Street
Arlington, VA 22201
Phone: (703) 543-5566
Email: willturner@terrantalent.com
Website: www.terrantalent.com
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■ FINANCIAL & INVESTMENT SERVICES
BERNSTEIN WEALTH MANAGEMENT

Ben Rodgers, Vice President
5015 13th St. N
Arlington, VA 22205
Phone: (202) 679-7314
Email: ben.rodgers@bernstein.com
Website: www.linkedin.com/in/bcroddgers
SPONSOR: Arianna Gleckel, Bean Kinney & Korman
Ben Rodgers provides investment and wealth planning advice to individuals and families, as well as foundations, endowments and retirement plans.

■ PAVLOV FINANCIAL PLANNING

Marcio Silveira, Founder & Financial Planner
1100 N. Glebe Rd. Suite 1010
Arlington, VA 22201
Phone: (703) 224-8187
Email: marcio@pavlovp.com
SPONSOR: Mark Hadeed, Hadeed Carpet Cleaning
Pavlov Financial Planning provides fee-only financial planning to individuals and families. The approach is grounded on the finest thinking of Financial Economics and Behavioral Finance.

■ GOVERNMENT OFFICES

USS ARLINGTON

Captain Kevin Reardon, Arlington Police Department 2nd District Commander
1425 N. Courthouse Road
Arlington, VA 22201
Phone: (703) 228-4091
Email: kreardon@arlingtonva.us
Website: www.ussarlingtonlpd24.org
SPONSOR: David Isaacson, Technology Management, Inc.

MEMBERS IN THE NEWS

■ WENDROFF & ASSOCIATES, LLC

Local Accounting Firm Finalist for Helios Apollo Awards

Wendroff & Associates, CPA, a small business accounting firm, has been named a finalist for the 2013 Helios Apollo Awards, the premier awards program for recognizing employers in the Washington metropolitan region that invest in employee development initiatives that make an impact. **Wendroff & Associates** is one of five finalists in the Ena Category. **Wendroff & Associates** was selected as a finalist by an independent panel for its support of employee development initiatives and its ability to communicate the overall impact of these programs. Helios will honor the finalists and announce the winners at the Apollo Awards breakfast ceremony on May 30 at the McLean Hilton.

■ BBG FITNESS

BBG Fitness Celebrates 10 Years of Keeping Arlington Fit

BBG Fitness celebrates the 10th anniversary of its year-round outdoor exercise classes in Arlington this spring. To mark the occasion, owner **Ginny Wright** is hosting the "More than a Run" 5K Obstacle race through the muddy trails of Potomac Overlook Park on Saturday, May 4 at 8:00 a.m. "This is the perfect way for our dedicated clients, their families and friends to challenge themselves and have fun in the great outdoors," **Wright** explains. "Teams or individuals will work together to climb over obstacles, crawl under ropes, retrieve flags from trees and carry them to the finish line."

■ SUE GRUSKIEWICZ, AAMS & BILL SWANSON, CFP, AAMS

Edward Jones Financial Advisors Ranked Highest in Overall Employee Satisfaction

For the fifth time in as many studies conducted, Edward Jones financial advisors rate the firm "Highest in Employee Advisor Satisfaction among Financial Investment Firms," according to a newly released study by J.D. Power and Associates. The J.D. Power and Associates 2013 Financial Advisor Satisfaction Study ranked Edward Jones Highest in Employee Advisor Satisfaction among Financial Investment Firms. Eight financial services firms ranked. This is the fifth time J.D. Power has conducted the study since 2007. **Sue Gruskiewicz, AAMS® & Bill Swanson, CFP, AAMS®** are financial advisors in Arlington, VA.

■ AHC, INC.

AHC Named Nonprofit Developer of the Year

AHC Inc., based in Arlington, VA, has won the "Nonprofit Developer of the Year" Award from the Housing Association of Nonprofit Developers (HAND). The award recognizes the most outstanding and innovative housing developments, programs and solutions across the Washington, DC metro area. In 2012, **AHC** initiated, preserved or opened five affordable housing projects, providing nearly 1,200 new or renovated apartments to the mid-Atlantic region. Two projects are in Arlington, 1 in Alexandria, 1 in Montgomery County and 1 in Baltimore.

■ VIRGINIA TECH NATIONAL CAPITAL REGION

Virginia Tech Team Aims to Help Startups

A **Virginia Tech** team is working on a better way to build a startup, one that takes less time and money to try new ideas and find customers. Organizers say the approach, already being applied in a **Virginia Tech** classroom, will create economic opportunities in Blacksburg, in Arlington, and across the state. "**Virginia Tech** is poised to extend its ability to bring its research into the marketplace to promote entrepreneurship and economic development," said **Afroze Mohammed**, associate director of strategic alliances in **Virginia Tech's** Office of Economic Development in Arlington. In what's known as "the startup class," **Virginia Tech** students search for a viable business model and then decide what's needed to execute it.

OPPORTUNITY WORKS CORNER

Over Half Way There!

Opportunity Works 2013 continues as campaign volunteers make progress toward reaching our ambitious goal of \$260,000. Over 50% of our goal was raised by the 5th week of the campaign! That is a testament to the hard work and dedication of all our volunteers and the leadership of Campaign Co-Chairs **Barbara Nicasastro**, the **Law Offices of Barbara E. Nicasastro**, and **Joe Prentice, State Department Federal Credit Union**.

May Opportunity Works Events:

Phone Bank - Wednesday, May 15, 2:00 - 5:00 p.m., Chamber Board Room

Networking Rally - Wednesday, May 22, 5:00 - 6:30 p.m.
John Marshall Bank, 2300 Wilson Blvd, Suite 120

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

SPECIAL THANK YOU TO

GRAND SPONSOR

**BACK TO BASICS:** *the Spoken Word*

PRESENTED BY THE COMMUNICATIONS COUNCIL

FRIDAY, JUNE 7

11:30 A.M. - 1:30 P.M.

NAVY LEAGUE BUILDING

1ST FLOOR CONFERENCE ROOM

Join our panel discussion to learn how to engage your target audience - from clients and potential customers to large audiences and staff members.

REGISTER: WWW.ARLINGTONCHAMBER.ORG**THE WESTIN HIVE FLEXIBLE SPACE PRODUCTIVE PLACE**

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As seen in USA Today and on CNBC

801 North Glebe Road
Arlington, VA 22203
westin.com/arlington

**STATE OF THE COUNTY**

TUESDAY, JUNE 11
7:30 - 9:30 A.M.
CRYSTAL GATEWAY MARRIOTT

REGISTER:
WWW.ARLINGTONCHAMBER.ORG

Leadership Arlington

WELCOME NEW MEMBERS

■ GRAPHIC DESIGN & ILLUSTRATION

SUE GUBISCH DESIGN

Sue Gubisch, Principal
1404 12th Street N #25
Arlington, VA 22209
Phone: (703) 524-9422
Email: suegubisch@gmail.com
Website: www.suegubischdesign.com
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Sue's mission is to help you communicate your message clearly and effectively through award-winning graphic design.

■ LEGAL SERVICES

MULLET DOVE MEACHAM & BRADLEY, PLLC

Jennifer Bradley, Partner
1100 N. Glebe Road, Suite 1060
Arlington, VA 22201
Phone: (703) 522-8100

Email: jbradley@mdmblaw.com
Website: www.mdmblaw.com

SPONSOR: Chris Hunter, Staff

Mullet Dove Meacham & Bradley is a full service boutique law firm concentrating its practice exclusively in the areas of matrimonial law and domestic relations matters in the Northern Virginia area.

■ NONPROFIT ORGANIZATIONS

LIVING VICKY

Sheila Berry, Executive Director
4141 North Hendersson Road, Suite 1125
Arlington, VA 22206
Phone: (703) 945-7181

Email: sheilaberry@livingvicky.org
Website: www.livingvicky.org

SPONSOR: Chris Hunter, Staff

Living Vicky is an Arlington-based nonprofit that provides practical skills mentorship to young US women aged 18-20, using travel incentive programs.

MILESTONE ANNIVERSARIES



■ TWENTY-FIVE YEARS

WASHINGTON BUSINESS JOURNAL

■ TWENTY YEARS

COMMONWEALTH RESTORATIONS, L.C.**FILLMORE GARDEN APARTMENTS****RUTH'S CHRIS STEAK HOUSE**

■ FIFTEEN YEARS

DAVID DECAMP - NEWMARK GRUBB KNIGHT FRANK**PNC BANK**

■ TEN YEARS

ARLINGTON SPORT & HEALTH CLUB**CASSIANN SPA & SALAN**

■ FIVE YEARS

DOMINION TITLE CORPORATION**LIBERTY TAVERN****ME JANA**

Dear fellow Arlington Chamber of Commerce members,

We both attended the USS Arlington Commissioning and sat surrounded by family members of those who were killed, Arlington police officers and firefighters who responded, and the proud relatives of the USS Arlington crew. The pride and honor of those there was clearly evident.



The USS Arlington Commissioning Committee is still working to raise the approximately \$100,000 needed to complete the 9/11 Tribute Room on the ship. This room, to honor those who lost their lives at the Pentagon on 9/11 and to recognize the efforts of the first responders, is empty.



From the USS Arlington

We support this effort and encourage our fellow Chamber members to help so we can ensure that the Tribute Room is completed. As you give thought to your support keep in mind that the police officers and fire fighters of Arlington have themselves donated over \$15,000 to this fundraising effort.

As the USS Arlington travels the world, carrying the name Arlington across the seas, the Tribute Room will show how we in Arlington honor those who were lost on 9/11 and the pride we have in our first responders.

We encourage our fellow members to support this effort as we have.

Sincerely,

David Isaacson



Sonia Johnston



If you or your business would like more information please contact USS Arlington Commissioning Committee members Frank O'Leary 703-228-0788 or Kevin Reardon 571-221-4724.

31ST ANNUAL VALOR AWARDS

Arlington's Heroes

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 possible, including our sponsors.

2013 Valor Award Honorees

Arlington County Office of Emergency Management
Mr. Donald Winsock - Life-Saving Award

Arlington County Fire Department
Captain Trevor Burrell - Meritorious Service Award
Firefighter Joshua Wise - Valor with Life-Saving Award

Arlington County Office of the Sheriff
Sergeant Jack Lantz - Meritorious Service Award
Sergeant Richard Laureano - Valor Award
Sergeant David Bowers, DS II Efthimios Alpos, DS II Monica Lysons-Carr, and DS II Arthur Pitts - Valor with Life-Saving Award

Arlington County Police Department
Captain Kevin Reardon - Meritorious Service Award
Corporal Richard St. Clair and Officer Patrick Maxwell - Valor Award
Corporal David Munn, Officer Daniel Gardner, and Officer Hilary Maloney - Valor with Life-Saving Award



The 2013 Valor Award Honorees



Left - Firefighter Joseph Wise receiving his Valor with Life-Saving.

Below - Patron Sponsors David and Ann Isaacson, Technology Management,



Left - Sergeant David Bowers, DS II Efthimios Alpos, DS II Monica Lysons-Carr, and DS II Arthur Pitts receiving their Valor with Life-Saving Awards



Special Thanks to Our Valor Award Sponsors

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Think Arlington: Intersections Campaign Underway

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

Arlington Economic Development will launch the second phase of its successful "Think Arlington" campaign in May with a series of ads promoting the area as a desirable destination for businesses and individuals. The campaign, titled "Intersections," demonstrates the wide variety of companies and industries located in Arlington and highlight's Arlington's diversity of culture-rich amenities.



Arlington's series of six unique advertisements will run in a variety of print and online media outlets, as well as on board WMATA rail cars, through the rest of the year. The creative concept pairs individuals from throughout Arlington, demonstrating the convergence and coexistence of the features that make Arlington desirable, from having a highly-educated workforce and opportunities for the creative class to cultural amenities, global cuisine and world-class schools. These "intersections" are what makes Arlington unique.

"Many national high-tech and research companies are attracted to not only the incredible talent and resources, but also to Arlington as a place," said Terry Holzheimer, director of AED. "Arlington is the heart of the growing eastern tech corridor and boasts one of the best creative class communities in the nation." Companies considering a relocation or expansion can grow by selecting an Arlington, Virginia presence supported with the many amenities available here."

Creative concept and design for the Think Arlington campaign was developed by The Design Channel.



2013 CAN PARADE OF HOMES

Tour Affordable Rental Housing in Arlington

by Linda Kelleher, Director, Community & Resident Relations, Arlington Partnership for Affordable Housing

The Community Action Network, a metro-area affordable housing group, is sponsoring the 2013 CAN Parade of Homes on Saturday, May 18, from 11:00 a.m. - 3:00 p.m., in which selected affordable communities will proudly open their doors and invite the community to come in!



< Parc Rosslyn (1531 N. Pierce St., 22209, pictured left) an award-winning, 14-story, mixed income apartment building, was Arlington's first Silver LEED certified, multi-family community. The 238-unit property, owned by Arlington Partnership for Affordable Housing (APAH), replaced a 28-unit apartment complex with 96 committed affordable apartments and 142 market rate apartments. All residents enjoy the Metro-accessible location, exercise room, swimming pool and club room. (Tours begin in the lobby.)

• Buchanan Gardens (926 S. Buchanan Street, 22204), a newly renovated 111-unit affordable garden apartment community just off Columbia Pike, is owned by Arlington Partnership for Affordable Housing (APAH).

Renovations included increased energy efficiency, environmentally-sensitive landscaping, larger family-size units, a new playground and a community room where after school and evening programs take place. (Tours begin in the community room at 926 S. Buchanan St.)

• vPoint (1210 N. Highland St., 22201) is a LEED Gold certified mixed-income rental community that contains 70 affordable homes and 46 market-rate apartments with underground parking. Located one block from the Clarendon Metro, the vision for the development grew from the Church at Clarendon's desire to expand their ministry into affordable housing as well as preserving their church home and sanctuary. (Tours being in the lobby.)

> Colonial Village Apartments (2101 N. 18th St., 22201, pictured) owned by Wesley Housing is a newly renovated, 129-unit affordable community, located within the larger master planned development, Colonial Village, that is listed on the National Register of Historic Places. Accessible to the Courthouse Metro, the community was named 2013 EarthCraft Multifamily Renovation Project of the Year. (Tour begins at the Community Resource Center on the lower level.)



What is "committed" affordable housing?

Committed affordable rental apartments are just like other apartment communities, but with the promise that rents will remain low for 30-60 years so that individuals and families with a lower household income can afford to live there. Most apartments are affordable to households earning \$20,000-\$64,000 a year, meaning that households should be paying approximately 30%-40% of their gross income on housing costs. In Arlington, there is no housing authority, so affordable housing is developed by nonprofits.

Why is affordable housing important?

Our community thrives when there are housing opportunities for people of all income levels.

- Housing costs increased much faster than incomes in Arlington. Average rents increased 69% while increase increased 46% over the past 40 years.
- There is a growing shortage of affordable, workforce housing. Arlington lost 10,000 affordable housing apartments to redevelopment or repositioning for a higher income market in the last 10 years.
- Stable, affordable housing is directly linked to diversity in our community, providing a ready source of employees, increased academic achievement and reducing traffic congestion.

■ For more information visit www.apah.org or www.caninitiative.org.

Take better hearing for a test drive. ⁷⁵ DAY TRIAL*

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NYCartsculturetraveler.com is a NY-based itinerary planner promoting itself to Chamber members who enjoy new travel experiences and discoveries.

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2013 CHINA TRIP

Experience China on this Unforgettable Trip

The Arlington Chamber of Commerce is excited to partner with Citslinc International, Inc. to offer our members and the community a unique opportunity to travel to China with fellow business colleagues and community members. From **October 11 - 19** you will visit memorable sites, both ancient and modern, and enjoy a multitude of unforgettable experiences. On this trip, you can travel as a business professional, a regular tourist, or a little bit of both. **We are convinced that this will be one of the most unique trips you will ever take!**

Your unforgettable trip to China doesn't have to be stressful. With this package, your travel and destinations are planned for you, so all you have to do is enjoy the amazing sights!

Package includes:

- * Roundtrip international airfare
- * Chinese domestic airfare
- * 5 or 4 star hotel accommodations
- * Deluxe tour bus
- * English-speaking tour guide in each city
- * Three meals every day
- * Fees for all tour attractions on the itinerary
- * Airport taxes
- * Airfuel surcharge



Join us for the China Trip Informational Session on Wednesday, May 15 at 5:30 p.m. Here you'll learn details about the trip to help you decide if this experience of a lifetime is right for you.

Registration:

Contact the Chamber at 703-525-2400 or chamber@arlingtonchamber.org for a registration form. A non-refundable deposit of \$200 per person is required and due at the time of registration. The deposit will be deducted from your total trip fare, the balance of which will be due by the registration deadline, July 20, 2013. Valid passport and visa are required.

Join us for the China trip info session on
May 15 - 5:30pm

* Pricing for Chamber members, their families, and their guests based on double occupancy. Non-member price is \$2,599 based on double occupancy. \$100 discount will be applied to registrations received before May 31. Other terms and conditions apply. Full information available from the Chamber: 703-525-2400.

SMALL BUSINESS ROUNDTABLE

Leadership Skills that Help a Business Grow

by Jim Whelan, Proactive Smart Business Thinking, LLC

At the March Roundtable, **Liz Nohra**, Chief Operating Officer, **Leadership Arlington**, led a discussion outlining how the essence of leadership skills can help a grow a business.

Team Building:

- o Every business needs productive employees. Employees should be able to work as a team towards the organization's goals and objectives.
- o A cohesive team of employees is important for the success of a business. Small business organizations find team-building activities important.
- o Some ways to build your team:
 - Understand the way employees interact and make decisions (DISC For example)
 - Staff involvement in strategic planning
 - Good system of communicating

Negotiation:

- o Many people are not comfortable negotiating because it is viewed as adversarial. However, it is difficult to operate a business and not negotiate with vendors, employees, customers etc.
- o In negotiating, consider the steps to ultimately get to a win-win:
 - Research (what you want; what the other party wants)
 - Leverage your unique selling point
 - Decide what is actually negotiable based on what is most important to you
 - Set goals
 - Build a negotiating team if necessary
 - Brush up on negotiation tactics; understand components of a contract
 - Know when to walk away

Collaboration:

- o Most small business owners feel the weight of the business is entirely on their shoulders. You do everything – from planning, and sales, to marketing and finances. In an ideal world you could hire all the people you need so you can focus on what you do best. But that's not usually possible. Collaboration can help share the load of your business?

Facilitation:

- o A facilitator uses knowledge of group processes to formulate and deliver the needed structure for meeting interactions to be effective. The facilitator focuses on effective processes (meeting dynamics). This allows the participants to focus on their work together
- o Meetings can be a time-waster and expensive to the company. Here's a tool that will help you calculate the cost of meetings to your company:
<http://www.effectivemeetings.com/diversions/meetingcost.asp>

Bottom Line from this Roundtable

Leadership capacities were identified based on research by the Fanning Institute. Continuing to cultivate and hone some of these skills can help grow a business and develop leadership potential.

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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 Proactive Smart Business Thinking, LLC, allows business people to learn from their peers and knowledgeable experts for free!

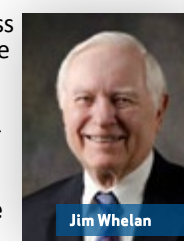
REGISTER NOW:

MAY
SMALL BUSINESS ROUNDTABLE

MAY 29

11:45 a.m. - 1:15 p.m.
Chamber Board Room

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 **Proactive Smart Business Thinking, LLC**, discusses topics essential to the success of small businesses. It is free for members, though registration is required, and is held the last Wednesday of each month in the Chamber Board Room.

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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.



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THANK YOU!

- Joint Base Myer-Henderson Hall for hosting the March Board of Directors Meeting
- Bean, Kinney & Korman for hosting the March Business After Business
- John Marshall Bank, Michael Garcia - State Farm Insurance, Bowen McCauley Dance and Dimension Creative Promotions for donating door prizes for the March Business After Business