



■ 33RD ANNUAL VALOR AWARDS REVIEW

Chamber Honors Arlington Heroes

On Wednesday, April 15, the Arlington Chamber of Commerce hosted the **33rd Annual Valor Awards** to recognize the men and women who so valiantly 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 extraordinary heroic efforts in the line of duty.

This year, the Chamber also honored Arlington County **Chief of Police M. Douglas Scott** who retired in March following a 40-year career in law enforcement, including 12 years as Arlington County Chief of Police.

"**Chief Scott** has truly done an excellent job serving the Arlington community," said Chamber President & CEO **Kate Roche**. "He has been a longtime friend to the Chamber and the Arlington business community. He will be missed and fondly remembered, but his legacy will live on through the great work of the Arlington County Police Department."

► Turn to page 6 for the list of winners, photos, and event sponsors.



(L-R) President & CEO Kate Roche,
2015 Chair Kevin Shooshan,
Retired Chief M. Douglas Scott

SPECIAL THANK YOU TO

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SAVE THE DATE

YOUNG ENTREPRENEURS ACADEMY (YEA!) TRADE SHOW

MAY 21

4:00 p.m. - 7:00 p.m.

Ballston BID Farmers Market

ARLINGTON COUNTY BOARD CANDIDATE FORUM

MAY 27

5:00 p.m. - 7:30 p.m.

ARTISPHERE

■ THE ARLINGTON BEST BUSINESS AWARDS PREVIEW

The Best in Arlington Business

May 19, 2015 • 7:30 a.m. - 9:30 a.m.

Sheraton Pentagon City

Join the Arlington Chamber of Commerce as we recognize outstanding businesses in the community at the prestigious **29th Annual Arlington Best Business Awards**, to be held on Tuesday, May 19 at the **Sheraton Pentagon City Hotel**. These awards celebrate 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 include **Sid Dewberry**, Chairman Emeritus and Founder of Dewberry, **Russell Hitt**, Founder of HITT Contracting, and the late **Ashton Jones** (honored posthumously), Arlington developer.

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



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MAY AT THE CHAMBER

GREEN BUSINESS COMMITTEE MEETING	1 FRIDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
AMBASSADOR COMMITTEE MEETING	4 MONDAY 4:15 p.m. - 5:15 p.m. Chamber Board Room
COMMUNICATIONS COUNCIL MEETING	5 TUESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING	6 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
SMART START	6 WEDNESDAY 4:00 p.m. - 5:15 p.m. Chamber Board Room
YOUNG ENTREPRENEURS ACADEMY INVESTOR PANEL	7 THURSDAY 6:00 p.m. - 8:00 p.m. Marymount University
MEMBERSHIP DEVELOPMENT COMMITTEE MEETING	12 TUESDAY 4:30 p.m. - 5:30 p.m. Chamber Board Room
EXECUTIVE COMMITTEE MEETING	13 WEDNESDAY 8:00 a.m. - 9:30 a.m. Chamber Board Room
BREAKFAST CONNECTION	14 THURSDAY 7:30 a.m. - 9:00 a.m. Holiday Inn Rosslyn
ARLINGTON BEST BUSINESS AWARDS	19 TUESDAY 7:30 a.m. - 9:30 a.m. Sheraton Pentagon City
CHINA TRIP INFORMATION SESSION	19 TUESDAY 6:00 p.m. - 7:00 p.m. Chamber Board Room
GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING CLOSED WORKING SESSION	20 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
BUSINESS AFTER BUSINESS - NONPROFIT FOCUSED	21 THURSDAY 5:00 p.m. - 7:00 p.m. EagleBank - Ballston
YOUNG ENTREPRENEURS ACADEMY TRADE SHOW	21 THURSDAY 4:00 p.m. - 7:00 p.m. Ballston BID Farmers Market
BOARD OF DIRECTORS MEETING	22 FRIDAY 11:45 a.m. - 2:00 p.m. TBD
COMMUNITY ACTION COMMITTEE	27 WEDNESDAY 8:30 a.m. - 9:30 a.m. Chamber Board Room
SMALL BUSINESS ROUNDTABLE	27 WEDNESDAY 11:45 a.m. - 1:00 p.m. Chamber Board Room
EDUCATION & WORKFORCE DEVELOPMENT COMMITTEE	27 WEDNESDAY 4:00 p.m. - 5:00 p.m. Arlington Career Center
CANDIDATE FORUM	27 WEDNESDAY 4:00 p.m. - 5:00 p.m. ARTISPHERE

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.

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

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GEORGE MASON MORTGAGE, LLC
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BREAKFAST CONNECTION

Promote your business before the workday even begins! The format of the Breakfast Connection gives attendees a chance to bring their business to the table, literally. This event focuses on roundtable power networking and provides attendees the chance to exchange business cards, develop new prospects and share a 60 second commercial with each table.

14 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 is a great opportunity for businesses and nonprofits to connect and create new business relationships.

21 THURSDAY
5:00 - 7:00 p.m.
EagleBank - Ballston
4420 N. Fairfax Dr.
Arlington, VA 22203

EAGLEBANK
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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.

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

The True Leaders of Arlington

Due to my current position as Chair in 2015, I've attended every Chamber signature event, to date. However, I'm embarrassed to tell you that due to the focus of my "day job" in real estate, for years I have attended only those events related to my own industry (real estate) such as the Chamber's Annual Gala, the Annual Meeting and the State of the County, to name a few. These are all great events full of value, but I now realize that not getting to more events was a mistake.

In the last two months I've had the honor of presenting at two great events put on by the Chamber, the Hospitality Awards and the Valor Awards. I can now tell you firsthand, if you've never attended these before, then you'll never truly understand why they're so special to Arlington. My last two messages have focused on big business issues, and while that's of course at the forefront of our minds while we read the Washington Post, Washington Business Journal, etc. each week, there is so much more going on in our community, and in our society, that we need to be aware of and honor.

Because most receiving this were not able to attend these events, I thought I share with you a few examples which really stuck with me, first from the Hospitality Awards:

Kenneth Little, of the Key Bridge Marriott, mentors new hires and goes the extra mile to make all of his team members feel like part of the family. One night, when a guest spilled mustard on his tie before a gala, Kenneth took off his own tie, ironed it, and gave it to the guest to wear. This kind of service is true hospitality.

Of course, a minor stain on a tie is not the end of the world, but this act of selflessness stuck with me. There's no incentive in place for this, no bonus potential, but Mr. Little just felt it was the right thing to do as a good person and good employee. And at the Valor Awards we heard this story of bravery:

Captain Craig Brightbill and Firefighter/EMTs Chad Aldridge and John Hirte, arrived first on scene, and quickly determined that the trapped victims may be in the upstairs bedroom on the rear of the house which had not yet been reached by the fire. Brightbill quickly made the decision to attempt a rescue without the protection of a hose line which had not yet arrived. Within seconds of entering the house to begin a search, Aldridge began to feel extreme heat being pushed on him and forcing him down to the floor....Aldridge was being burned through his protective clothing. The large fire was extinguished in a relatively short period of time once additional crews arrived without spreading to any other homes. They continued to find avenues to overcome obstacles in efforts to reach trapped occupants and to carry out their sworn duty to save lives and property.

Please keep these stories in mind as you go throughout your workday, remembering how to go a little above and beyond what's expected like Kenneth Little. And I hope we're all humbled by the courageous examples set by Captain Brightbill and firefighters Chad Aldridge and John Hirte.

"This is a wonderful day. I've never seen this one before." -Maya Angelou



Kevin Shooshan
The Shooshan Company



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

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



MAY MILESTONE ANNIVERSARIES

CONGRATULATIONS!

■ SEVENTY-FIVE YEARS

MERCEDES-BENZ OF ARLINGTON

■ FORTY YEARS

YMCA, ARLINGTON BRANCH

■ THIRTY YEARS

EMBASSY SUITES HOTEL

■ TWENTY-FIVE YEARS

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■ TEN YEARS

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■ LEGAL SERVICES

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MEMBERS IN THE NEWS

■ NORTHERN VIRGINIA COMMUNITY COLLEGE

Northern Virginia Community College Announces Appointment of New President

VCCS Chancellor Glenn DuBois announced that **Dr. Scott Ralls** has been appointed as the next president of **Northern Virginia Community College**. **Ralls** will assume his new post in early September, replacing **Dr. Robert G. Templin**, who retired in February. "We are delighted to have **Dr. Ralls** taking the helm at Northern Virginia, one of the nation's largest community colleges," said DuBois in making the announcement. "We expect that he will continue, and enhance, the institution's traditions of vision, leadership and impact."

■ ARLINGTON PUBLIC SCHOOLS

Arlington Public Schools Traveling Trolley Receives \$25,000 Grant

Arlington Public Schools has received a \$25,000 grant from **Graham Holdings Company** to support this year's Traveling Trolley summer literacy initiative. The award winning Traveling Trolley program is a unique collaborative program between **Arlington Public Schools** and the Arlington County public libraries developed to address the problems of "summer slide." The trolley helps to reduce the achievement gap by ensuring that families with children in Pre-K through grade 2 classes have opportunities and access to reading materials over the summer. The program also promotes best practices in reading for parents.

■ LINDEN RESOURCES

Linden Resources Announces Appointment of Susan L. Cherney as Senior Vice President and Chief Development Officer

Susan L. Cherney has joined **Linden Resources'** executive management team as Senior Vice President, Chief Development Officer. She will be responsible for developing comprehensive strategic fundraising plans and overseeing development initiatives at the organization. **Ms. Cherney** has more than 25 years experience in leadership roles in the non-profit and private sectors. Most recently, **Ms. Cherney** was Regional Director of Development for **Phoenix House Mid-Atlantic**, Phoenix House Foundation.

■ MARYMOUNT UNIVERSITY

Marymount Students Make Basketball Tournament Special

On Saturday, March 28, about 100 special needs athletes from Arlington and Fairfax counties participated in the 20th Annual Northern Virginia Special Olympics Basketball Invitational Tournament, sponsored by **Marymount University's** office of community engagement. More than 250 **Marymount** students volunteered to help, making the tournament memorable for the 10 participating teams. During opening ceremonies, **Sen. Barbara Favola** presented **Marymount President Matthew D. Shank** with a certificate of commendation from the Commonwealth of Virginia, recognizing **Marymount's** 20 years of organizing and hosting the tournament.

■ LAW OFFICE OF THOMAS J. KNIFFEN

Law Office of Thomas J. Kniffen Opens in Clarendon

Attorney **Thomas J. Kniffen**, recently retired from the U.S. Department of Veterans Affairs, opened a law office in Arlington, representing Veterans and Dependents of Veterans. **Tom** worked exclusively in the practice area of veterans benefits law and policy during his 16 year tenure as a VA attorney. Prior to joining VA, **Tom** served on active duty and in the reserves as an Air Force Judge Advocate.

VIRGINIA HOSPITAL CENTER

Virginia Hospital Center Partners With Jennifer Bush-Lawson Foundation

Virginia Hospital Center Foundation is now a strategic partner of the Jennifer Bush Lawson-Foundation. The Jennifer Bush Lawson Foundation (JBLF) was founded in 2014 and provides access to medical services, counseling and support for economically vulnerable mothers-to-be, newborn babies and postpartum mothers who don't have the means or resources to start their journey on solid footing. As part of the ongoing partnership, **Virginia Hospital Center** Foundation is planning joint events with the JBLF to support healthcare for mothers and babies. All donations support well-child and specialty care for the newborn infants of low-income families at Arlington Pediatric Center and help pregnant low-income mothers access prenatal and postpartum services at the Hospital's Outpatient Clinic.

DOORWAYS FOR WOMEN AND FAMILIES

Doorways for Women and Families Announces Arlington's New Domestic & Sexual Violence Hotline

After 37 years of providing Arlington residents with a 24-hour hotline and emergency response for domestic violence, **Doorways for Women and Families** is expanding to offer these services to survivors of sexual assault in the community. Recognizing the need for a comprehensive, single emergency response for survivors of sexual assault and domestic violence, Arlington County has chosen to partner with **Doorways for Women and Families** to provide this much needed community response.

Doorways 24-Hour Domestic Violence & Sexual Assault Hotline: 703-237-0881

ARLINGTON HISTORICAL SOCIETY

Arlington Historical Society and Black Heritage Museum of Arlington Inaugurate Permanent Exhibit on Black History in Arlington

The **Arlington Historical Society** and the Black Heritage Museum of Arlington inaugurated the first permanent museum exhibit on the black experience in Arlington County with a reception on Saturday, April 4 at the Arlington Historical Museum. Attendees included members of the Arlington County Board and School Board, the press, and history activists. The exhibit is open to the public at the Arlington Historical Museum at 1805 South Arlington Ridge Road, and is open from 1:00-4:00 pm Saturdays and Sundays.

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you register before June 15th!

Turn to page 9 for more information.

33RD ANNUAL VALOR AWARDS

Arlington's Heroes

The honorees at the 33rd Annual Valor Awards were recognized for their courageous, often lifesaving actions in the line of duty. Approximately two hundred attendees of the Valor Awards heard many testimonies of selfless acts of heroism. These men and women who serve Arlington were applauded for their commitment to protecting the families, neighbors and community.

One group of honorees from the Arlington County Police Department included **Corporals Brian Ames** and **Ryan Allen** and **Detective Darrel Taber**. On January 16, 2015, the Emergency Communications Center was contacted by Care Crisis Chat about a suicidal subject they were communicating with via live chat. Because of a shared IP address on an **Arlington Public Schools** issued device, Care Crisis Chat could not identify the exact user. **Detective Taber**, of the computer forensics unit, was working off-duty and was contacted to help find information necessary to locate the juvenile. After an hour and twenty minutes of searching, **Corporals Allen** and **Ames** located the student at the address found with the help of **Detective Taber**. The exhaustive efforts of **Detective Taber** and **Corporals Ames** and **Allen** helped locate a young man in crisis and got him the medical care needed to save his life. This incident is a very good example of dedicated county employees using new methods and technologies to overcome challenges.

2015 Valor Award Honorees

Arlington County Office of Emergency Management
Police Captain Bonnie Regan - Meritorious Service Award

Arlington County Office of the Sheriff
Major Michael Pinson - Meritorious Service Award
Corporal Phyllis Henderson - Life-Saving Award
Corporal Edwin Hill - Life-Saving Award

Arlington County Police Department
K9 Corporal Aaron Tingle - Meritorious Service Award
Corporal Brian Ames - Life-Saving Award
Corporal Ryan Allen - Life-Saving Award
Detective Darrel Taber - Life-Saving Award

Arlington County Fire Department
Medical Director Dr. Reed Smith - Meritorious Service Award
Firefighter/EMT Taylor Brown - Life-Saving Award
Captain Craig Brightbill - Valor Award
Firefighter/EMT Chad Aldridge - Valor Award
Firefighter/EMT John Hirte - Valor Award

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.



ACFD Chief Jim Schwartz hugs Firefighter/EMT Chad Aldridge after presenting the Valor Award.



Detective Darrel Taber and Corporals Brian Ames and Ryan Allen are presented their awards.



2015 Valor Award Winners with Chief Scott.

All Valor Award photos courtesy of Ethan Rothstein / ARLnow.com.

Special Thanks to Our Hospitality Award Sponsors

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Making a Difference in the Arlington Community

More than 140 local volunteers from various businesses and organizations lent a helping hand to area nonprofits as part of Volunteer Arlington Day 2015 on Earth Day, April 21. Sponsored by the Arlington Chamber of Commerce, this annual tradition matches members of the business community with rewarding half-day service projects throughout Arlington County.

The participating nonprofits had a variety of tasks for volunteers. Some helped with restocking and sorting food drive donations at the **Arlington Food Assistance Center (AFAC)**, others organized books in the library for elementary students with **AHC, Inc.**, while others helped with landscaping projects at various sites.

Other volunteers included employees from a variety of industries and businesses in Arlington who dedicated their time and joined in the fun for this event.

Member groups who participated include:

Ameriprise Financial
Argosy University
Arlington Law Group
Arlington Realty
BAE Systems
Ballston BID
Bank of Georgetown
Burdette Smith & Bish, LLC
Cardinal Bank
Carr Workplaces
DoubleTree by Hilton Washington DC-Crystal City
First Citizens Bank
Hyatt Regency Crystal City

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Main Street Bank
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Meaningful Evidence, LLC
NeoNiche Strategies
Segue Technologies
Self Storage Plus
Simplify You, Inc.
Strategic Consulting Partners
TD Bank
The Shooshan Company
Washington First Bank

Arlington nonprofits were excited to have so many enthusiastic volunteers helping at their sites. The nonprofit organizations who participated were:

AHC, Inc.
Arlington Arts Center
Arlington Food Assistance Center
Arlington Partnership for Affordable Housing (APAH)
Arlingtonians for a Clean Environment
A-SPAN

Community Residences
Culpepper Garden
Homeward Trails Animal Rescue
Linden Resources
Phoenix Bikes
The Reading Connection
Red Cross National Capital Region



Volunteers from Segue Technologies and Bank of Georgetown organize supplies at Homeward Trails Animal Rescue.



2015 Chair Kevin Shooshan moves furniture at A-SPAN.



Alexa Fox of Segue Technologies volunteers at Homeward Trails Animal Rescue.

Special Thanks to Our Volunteer Arlington Day Sponsors

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THE CHAMBER SCENE

■ THE CHAMBER SCENE MARCH-APRIL

Your Chamber in the Community

In many ways, the success of Arlington is directly tied to the success of its business community, and the success of the Arlington Chamber is directly tied to its membership base. This is why the Chamber's Directors, staff and members are dedicated to supporting community events and happenings. Below are a few highlights of the events Chamber staff and Board members participated in on behalf of the Chamber.

March 24 – Kate Roche and Chris Raines, Hotel General Managers Committee Co-Chair Chris Raines attended the Arlington County Budget Hearing and testified on behalf of the Chamber requesting additional funding to support tourism. A number of Hotel General Managers Committee members attended in support. The Arlington County Board later approved adding an additional \$200,000 to the Department of Economic Development budget in funding for travel and tourism as the Chamber requested.

March 25 – Kate Roche attended the Graham Holdings Grand Opening Reception on behalf of the Chamber. Virginia Governor Terry McAuliffe attended and gave remarks. A number of state and local elected officials were also in attendance.

March 25 - Mike Rosenow attended the Arlington Business and Civic Circle Breakfast at Curious Grape.

March 25 – Kate Roche presented to the Community Facility Study regarding economic challenges related to commercial office space.

March 26-27 – Kate Roche, Cassie Bate, Mike Rosenow, Meredith Smith and Alex Held attended the 2015 VACCE Institute in Harrisonburg, VA. Staff members met fellow Chamber staff from around Virginia and attended informative sessions related to their field of business. Kate Roche also led a session at the Institute.

April 7 – Cassie Bate, Meredith Smith and Alex Held attended the NextGenNow "Opening Day" Networking Social. 2015 Chair Kevin Shooshan was also in attendance representing NextGenNow. Several other Chamber Directors and members also attended.

April 7 – Mike Rosenow attended 36/86 Southern Series at Disruption Corporation.

April 8 – Mike Rosenow attended the OAR Fundraising Breakfast at the Sheraton Pentagon City.

April 8 – Kate Roche, Mike Rosenow, Alex Held and Chair-elect Todd Yeatts attended Arlington Premiere at TechShop on behalf of the Chamber. Kate Roche gave welcoming remarks to new businesses. Arlington Premiere is hosted by the Arlington Chamber of Commerce, Arlington Economic Development, Ballston Business Improvement District, Crystal City Business Improvement District, and Rosslyn Business Improvement District.

April 13 – Kate Roche and Alex Held attended the Cardinal Bank Lee-Glebe branch Grand Opening.



Ribbon cutting ceremony at Cardinal Bank Lee-Glebe Branch.

ARLINGTON COUNTY BOARD CANDIDATE FORUM

May 27, 2015 • 5:00 p.m. - 7:30 p.m. • **ARTISPHERE**

This year's general election, in which two County Board seats are open without an incumbent running, marks a historic point for Arlington. The **Arlington Chamber of Commerce**, with supporting partner **Rosslyn Business Improvement District**, will be holding a business-themed candidate forum which will feature a moderated discussion of topics important to the Arlington business community and will provide each candidate with the opportunity to engage with local business leaders and address the key issues for the business community. This event will offer attendees the chance to gain an inside look into the candidates' views on business in Arlington County.

This event is open to the general public, as well as the business community. Light refreshments will be provided.

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



SPECIAL THANK YOU TO

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Shifting Futures with Phoenix Bikes

by Meg Rapelye-Goguen, Executive Director, Phoenix Bikes



Nestled down by the tennis and basketball courts in Barcroft Park in South Arlington is a 630 square foot brick and cinderblock building. Some may remember it two decades ago as a concession stand for the adjacent baseball field. But when you peer into the former concession window now, instead of the smells of hotdogs on the grill and the sound of popcorn popping is the musk of degreasers and the clicking of bicycle gears shifting. Welcome to **Phoenix Bikes**!



The mission of **Phoenix Bikes** is to educate youth, promote bicycling, and build community. Organized by a dedicated group of local citizens and cyclists, **Phoenix Bikes** was built around the remnants of Community Spokes, a community bike shop sponsored by the Arlington County Department of Parks and Recreation (the organization's new beginning which inspired the name "Phoenix"). **Phoenix Bikes** has supported local youth since 2007 – providing a safe, nurturing, and educational environment that reinforces teamwork, hard work, community service, and entrepreneurship through bicycle maintenance education programs. Youth, ages 12 to 17, are invited to participate in bike refurbishment and retail operations as they contribute to the daily running of the non-profit community bike shop in Barcroft Park. **Phoenix Bikes** youth mechanics develop tangible mechanic and business management skills, as well as important success skills for life such as self-reliance and grit. Since its launch, **Phoenix Bikes** has had the opportunity to teach over 3000 local youth from low to moderate income families the basics of bike repair, hundreds of whom went on to earn their own bike. As part of the Earn-a-Bike curriculum, youth mechanics first work on refurbishing a bicycle for a community member in need of one for transportation or fitness.



Although **Phoenix Bikes** has called the repurposed concession stand in Barcroft Park home for over eight years, the limited space is limiting the organization's ability to grow its community impact. Therefore, **Phoenix Bikes** is undertaking a capital campaign to fund a new space in South Arlington. Chamber member participation in **Phoenix Bikes** is welcomed at a number of levels, including financial support for the capital campaign or annual fund, sponsoring community cycling events, serving as volunteers, donating used bikes and parts, or stopping by the community bike shop to get a tune-up or purchase a refurbished bike. Your participation will directly support **Phoenix Bikes'** mission and help shift the futures of more Arlington youth toward greater success. For more information about **Phoenix Bikes**, please go to www.phoenixbikes.org.

CHAMBER TRAVEL

Join Us on a Trip to China!

The Arlington Chamber of Commerce is excited to partner for the fifth time 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. If you have ever considered going on this trip in years past, this year is the time to go! For the first time ever, the trip will be departing from **Washington Dulles International Airport**. Don't miss this opportunity!

Journey with us:

October 12-20, 2015

From October 12-20, travelers will visit the cities of Beijing, Shanghai, Suzhou, and Hangzhou, tour memorable sites, both ancient and modern, including the Great Wall of China, the 2008 Olympic venues, and the Suzhou Silk Factory, and enjoy a multitude of unforgettable experiences. **We are convinced that this will be one of the most unique trips you will ever take!**



The trip package includes:

- Roundtrip international airfare with departure from Washington Dulles International Airport
- Chinese domestic airfare
- 5 star hotel accommodations
- Deluxe tour bus
- English-speaking tour guide in each city
- 3 meals each day
- Fees for all tour attractions on the itinerary
- Airport taxes
- Airfuel surcharge

If you are interested in going on the trip, please attend the upcoming free information session on **May 19** from 6:00 p.m. - 7:00 p.m. in the Chamber Board Room.

For more information, contact Hannah Dannenfels at hdannenfels@arlingtonchamber.org or call (703) 525-2400.

***Prices start at \$2,299.**
Early bird member rates end 6/15.
Rates based on double occupancy.

1776 Expands to Arlington, Acquires Disruption Corporation

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

In an exciting partnership designed at creating a stronger regional innovation economy, global startup incubator and seed fund 1776 has announced it will be expanding to Crystal City as part of the growing technology hub there. As part of the move, 1776 will acquire Disruption Corporation, integrating Crystal City's leading startup platform into 1776's larger portfolio of offerings and accelerating 1776's ability to support startups, corporations and private investors with game-changing tools.



"This region's growing innovation economy and its future economic growth are closely linked, which is why at 1776 we've focused our attention on creating new opportunities for regional innovation and unfettered access to the networks that exist across regional borders," said 1776 co-founder Donna Harris. "Between our partnership with **Vornado** and the acquisition of Disruption, this exciting new venture will allow us to bring together ALL the tremendous assets this region has to offer, from the NIH and MedStar in Bethesda to the Pentagon and Lockheed Martin in Crystal City, and create one of the most vibrant technology communities in the country."

1776 will partner with Washington-area real estate leader **Vornado/Charles E. Smith** to open a new campus in the rapidly emerging innovation hub of Crystal City, enabling 1776 to connect startups to the powerful talent, expertise, corporations, and government agencies in Crystal City and throughout Virginia.

1776's expansion into Crystal City is the latest in a number of startups operating in emerging industries. Because of the area's large concentration of the world's most important government agencies and corporations, Crystal City has become home to a growing community of startups operating in those industries where government is a key player.

"We're proud that this new partnership will be anchored in Crystal City, which is increasingly becoming a globally-recognized home for world-changing startups," said Virginia Governor Terry McAuliffe, who was on hand for the expansion announcement. "This new, unprecedented level of regional collaboration removes the traditional regional boundaries, creating tremendous opportunity for broad-based economic growth that benefits the entire region, and offering a model for future, long-term economic growth throughout Virginia and the DC Metro area."

"The tremendous growth we're seeing in Crystal City and throughout Arlington County is an example of the promise a vibrant innovation economy holds for our entire region," said Arlington County Board Chair Mary Hynes. "We believe that this new regional partnership will create new opportunities for growth that will cement Arlington County's leading position as a startup hub, with benefits not just for Arlington County but for the broader region as well."

1776 will partner with Arlington County to create new avenues for startups to grow and thrive. 1776 recently made a similar partnership with Montgomery County, MD in an effort to connect the entire DMV region.

OPPORTUNITY WORKS CORNER

ENERGY OF EXCELLENCE

Make the FIVE STAR connection.



The Opportunity Works 2015 Campaign continues as campaign volunteers make progress toward reaching our goal of \$252,015 by June 23. We are already more than halfway towards our goal, with a total of \$169,177 so far. That is a testament to the hard work and dedication of all our volunteers.

Special thanks to **M&T Bank's Glebe Lee branch** for being incredible hosts for our Opportunity Works Networking Rally in April. At the Networking Rally, guests mingled and enjoyed food and drink while testing their knowledge with some fun trivia. We recognized some of our top producers geared up for the rest of the campaign. Attendees also heard a success story from **Rick Reinsch** of **Digital Recollections** about turning a referral into a new membership. **Rick's** story was a great example of taking one of those business connections that each of you encounters every day in your business and turning it into a new Chamber member.

For more information about the Opportunity Works program, please contact Cassie Bate at 703-525-2400 or cbate@arlingtonchamber.org.

SPECIAL THANK YOU TO

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The KARMA of Paper Management for Home Based Businesses

During the March Small Business Roundtable, **C. Lee Cawley**, Certified Professional Organizer and 2014 Best Home Based Business Award Winner, of **Simplify You, Inc.** shared her unique tips for organizing the paper that piles up when running at home based business. **C. Lee** is one of only 343 Certified Professional Organizers worldwide, and through her presentation, attendees learned how to identify, sort and manage the five different types of paper in their homes.



The KARMA of Paper Management for Home Based Businesses

K – Krud: the clutter of our everyday usage of paper in our office and homes. Clutter is the result of postponed decisions.

A – Action: Where do the papers go? Make this an active project and divide your personal and business items up.

R – Reference: Label everything with a logical noun. Divide the folders by subject (Personal, home, finances, insurance etc.) Have a designated location for these (filing cabinet, ottoman.) Important to keep vital records handy, in case of emergency.

M – Memorabilia: This speaks to your heart, not your head. Have a document box for papers, art work, and portfolios. When it comes to memorabilia, display it for a little while, but be sure to take it down. If it is really special, then keep it.

A – Archive: Be sure to store away older archived materials such as tax returns. Bankers Boxes are great for these. Generally, you should not hold on to these longer than a decade.

C. Lee recommends scheduling a time each week to get to work on filing away papers. 750 pounds of paper is used annually per person in a professional setting, so you want to make sure you stay ahead of the curve. The 80/20 rule can also apply with your papers. If you think you will refer to it in the future, file it away. If not, throw it out.

C. Lee is available for free phone consultation on how to best organize your home or office and can be reached at 703-625-7336 or by email CLee@SimplifyYou.com.

SHOPCHAMBER

Thank you to everyone who supported the Chamber's Home & Personal Services members during the month of April! Please support the Chamber's Arts & Entertainment members during the month of May. A full list of Arts & Entertainment members can be found on the Chamber website.

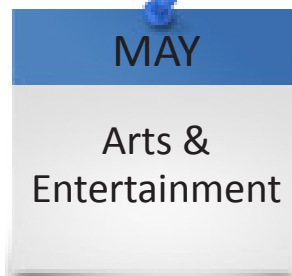
Here are some of the many ways that you can use ShopChamber during Arts & Entertainment month:

- **Monumental Sports** has two teams in the playoffs at the same time this year! Support the Wizards and Capitals in their push for a championship.
- Tickets are now on sale for **Signature Theatre** presents Cabaret May 12-June 28. Enjoy a night out at the theatre!
- Is your child interested in dance? Sign them up for a camp at **Bowen McCauley Dance** this summer.

Create buzz online! Use #ShopARL on social media every time you shop at a member retail location, attend an event at a member business, or refer a friend to a Chamber business. The first Friday of each month is ShopChamber Friday! For May, share with your followers some of the Arts & Entertainment members you enjoy using.



Invest in Arlington



ROUNDTABLE

GRAND SPONSOR



The Small Business Roundtable is an open forum discussion of topics essential to the success of small businesses. It is free for members, though registration is required, and is held the last Wednesday of each month in the Chamber Board Room.

REGISTER NOW:

MAY SMALL BUSINESS ROUNDTABLE

29 WEDNESDAY

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

Chamber Board Room

Topic: Create a Business Video for Under \$100 with **Patrick Frank** of **Patchbay Media**

SOCIAL MEDIA

Connect with the Chamber on all of our social media outlets!



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arlingtonchamber.org/blog



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Search companies for: Arlington Chamber of Commerce

POSTMASTER: Send address changes to *The Arlingtonian* c/o Arlington Chamber of Commerce, 2009 14th Street, North, Suite 100
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The Chamber
Arlington Chamber of Commerce
Opportunity. Leadership. Results.

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

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

THANK YOU!

- **Bean, Kinney & Korman, P.C.** for hosting the April Business After Business.
- **Capriotti's Sandwich Shop, 9Round Courthouse, and Arlington Promotional Products, LLC** for donating door prizes for the April Business After Business.
- **AHC Inc.** for hosting the April Board of Directors meeting.

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