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SAVE THE DATE

FALL GOLF OUTING

OCTOBER 22

8:30 a.m. Registration
9:45 a.m. Shotgun Start
Fort Belvoir Golf Club

INTELLECTUAL PROPERTY SEMINAR: ADVERTISING LAWS

OCTOBER 31

7:30 - 9:30 a.m.
Chamber Board Room



■ SCHOLAR'S CUP REVIEW

8th Annual Scholar's Cup Mini-Golf Tournament

Over 90 golfers of all ages attended the Chamber's annual Scholar's Cup Mini-Golf Tournament at **Upton Hill Regional Park** on September 18. The event featured an exciting 18 hole mini-golf competition. Throughout the evening, golfers enjoyed a delicious barbeque dinner provided by **ROCKLANDS Barbeque and Grilling Company**.

The event was a great success, with 100% of the net proceeds going toward the Chamber's Scholarship Fund, which annually awards two scholarships to Arlington high school seniors. In Spring 2013, seniors from Yorktown High School and Wakefield High School were awarded scholarships to apply to their tuition at the schools of their choice: the University of Mary Washington and Furman University. The Chamber looks forward to honoring two more high school seniors next year using the funds raised at this year's Scholar's Cup.

- Turn to page 6 to view photos and see a list of the winners and sponsors.



Kim Durand and Whitney Strand from READY Coalition, the T-shirt Sponsor for the event

SPECIAL THANK YOU TO GRAND SPONSOR



■ FALL OUTING PREVIEW

The 62nd Annual Fall Golf Outing

Join us for a day of networking with fellow members and business people while enjoying a fun day of golf. The Fall Outing Golf Tournament is an all-day event on Tuesday, October 22 at Fort Belvoir Golf Club featuring a friendly 18-hole competition, followed by a BBQ reception and awards ceremony. Registration for golfers includes 18 holes of golf, driving range fees, golf cart rental, food and beverages (beer included) throughout the day, and the BBQ reception (beer and wine included).



And don't forget to purchase your tickets for the **Washington Capitals** Hockey Stick Raffle for your chance to win a stick autographed by defenseman **Mike Green**. The drawing will be held during the BBQ reception. Raffle tickets are \$10 each or three for \$25. Purchase tickets through the Fall Outing event registration webpage or by calling the Chamber office at 703-525-2400. You do not need to be present to win the raffle.

- To register, visit www.arlingtonchamber.org/events or call ■ 703-525-2400. For more info about the Fall Outing, contact Kate Roche, Vice President, at ■ kroche@arlingtonchamber.org.

THE CHAMBER

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Lindsey Rheame, Treasurer
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■ **U.S. ARMY LIAISON TO THE BOARD**

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■ **STAFF**

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Kate Roche, Vice President
Chris Hunter, Director of Membership
Amy Fisher, Communications Manager
Cassie Bate, Member Services Administrator
Kristina Villavicencio, Events Associate

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

OCTOBER AT THE CHAMBER

AMBASSADOR COMMITTEE MEETING	1 TUESDAY 4:00 - 5:00 p.m. Chamber Board Room
COMMUNICATIONS COUNCIL MEETING	2 WEDNESDAY 8:00 - 9:00 a.m. Chamber Board Room
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
BACK TO BASICS: THE ART OF THE WRITTEN WORD	4 FRIDAY 11:30 a.m. - 1:30 p.m. WETA
MEMBERSHIP DEVELOPMENT COMMITTEE MEETING	8 TUESDAY 5:00 - 6:00 p.m. Chamber Board Room
EXECUTIVE COMMITTEE MEETING	9 WEDNESDAY 8:00 - 9:00 a.m. Chamber Board Room
BREAKFAST CONNECTION Combined with the Alexandria Chamber	10 THURSDAY 7:30 - 9:00 a.m. Holiday Inn Rosslyn
BOARD OF DIRECTORS MEETING	18 FRIDAY 11:45 a.m. - 1:30 p.m. TBA
FALL GOLF OUTING	22 TUESDAY 8:30 a.m. - 4:00 p.m. Fort Belvoir Golf Club
EDUCATION & WORKFORCE DEV. COMMITTEE MEETING	23 WEDNESDAY 4:00 - 5:00 p.m. Arlington Career Center
OW MEMBERSHIP INFORMATION RECEPTION <i>OW Volunteers only</i>	23 WEDNESDAY 5:00 - 6:30 p.m. Marymount University
BUSINESS AFTER BUSINESS	24 THURSDAY 5:00 - 7:00 p.m. Residence Inn Arlington Ballston
GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING	25 FRIDAY 8:30 - 9:30 a.m. Chamber Board Room
COMMUNITY ACTION COMMITTEE MEETING	30 WEDNESDAY 8:30 - 9:30 a.m. Chamber Board Room
SMALL BUSINESS ROUNDTABLE	30 WEDNESDAY 11:45 a.m. - 1:15 p.m. Chamber Board Room
INTELLECTUAL PROPERTY SEMINAR	31 THURSDAY 7:30 - 9:30 a.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
4600 Fairfax Drive
Suite 804
Arlington, VA 22203

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 Greg Mullan -

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 Michael Garcia-State Farm Insurance

BREAKFAST CONNECTION

This speed-networking event begs attendees to come prepared to mix and mingle. You'll have the opportunity to give your elevator pitch and exchange information with several tables of people. This month, network with fellow business professionals from Arlington and Alexandria.

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

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HOST SPONSORS
 Michael Garcia-State Farm Insurance & Mobility Lab

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.

24 THURSDAY
5:00 - 7:00 p.m.
Residence Inn Arlington Ballston
650 N. Quincy St
Arlington, VA 22203

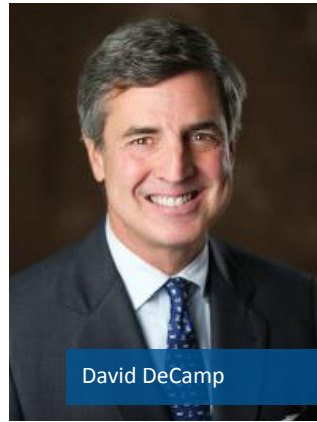


Don't forget to check the Chamber's website calendar for upcoming events and schedule updates.

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

9/11 in Arlington

As you read this, the anniversary has passed. And the days march on. However, I am writing this message on September 11th. Join my stream of consciousness. Remember that day in 2001. Clear, cool blue skies turned to confusion, shock, fear, anger and grief. While smoke billowed from the Pentagon, I picked my 4-year-old son up from pre-school and drove him home. My wife and I watched on television as the towers burned. Then fell. I went outside. I saw a neighbor – a dad from down the street. We looked at each other, shook hands and didn't say a word. I don't remember eating. Three or four days later I sat with my children on the hill near the Navy Annex. An enormous American flag hung from the cornice next to the caved-in wall.



David DeCamp

Why? I told my 6-year-old daughter that the men who did it are consumed by hatred for America. Why? I told her they hate our way of life, our freedom. Why? I told her they are so threatened by the fact that she is free to grow up and become a doctor, a mom, and even the President – that they attacked us. Did I say too much? Enough? Anyway, that's what I told her.

And the days and the months and the years march on. Twelve years later, my daughter just started college. Life marched on. September 11, 2013 was hot and humid. My day started in Arlington with a Chamber Executive Committee meeting. I'm glad we don't stop working on 9/11. The banks and stock exchanges were open. The restaurants and groceries bustled. At some level, the bad guys win if we stop working. We remember, we grieve, we respect, and we get back to work and play and life. I am pleased to see impromptu memorials - large flags draped over Arlington buildings. No one said we should do this. No one said a word. This marks for me the unity felt after 9/11. A proof that what unites us is much more profound than the things that divide us.

Arlington healed and grew stronger. We aren't perfect and we fuss at one another. But we didn't cut and run. Instead of shrinking, we grew Arlington's population about 1% per year by using smart-growth principles. In twelve years we've added over 5 million square feet of new office space. And get this – since 2001 – we drove the county's taxable sales receipts from \$2.3 to almost \$3.3 billion.

They struck America. Arlington took a big hit. New York took an even bigger hit. A site near Shanksville, Pennsylvania in Somerset County honors the heroes who protected people they didn't even know. For me, the essence of 9/11 is the humanity, the resilience and common, confident faith that emerged from the wreckage and the loss. This day reminds me.

David DeCamp
Newmark Grubb Knight Frank

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



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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.

WELCOME NEW MEMBERS

■ CATERING

COSI, INC.

Debbie Lewis, Catering Account Executive
4250 N. Fairfax Dr.
Arlington, VA 22203
Phone: (703) 527-9717
Email: XCB00046@getcosi.com
Website: www.getcosi.com

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■ CONSULTING

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Patricia Leeman, Principal
2400 Clarendon Blvd, Suite 516
Arlington, VA 22201
Phone: (703) 622-0281
Email: patricia.leeman@leemanconsulting.net
Website: www.leemanconsulting.net

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Strategic development of new products and services, technical and proposal writing, and financial analysis, mainly for nonprofit associations and engineering companies.

■ EDUCATION

ENCORE LEARNING

Michael Morton, Vice President
2110 Washington Blvd.
Arlington, VA 22204
Phone: (703) 228-2144
Email: info@encorelearning.net
Website: www.encorelearning.net

SPONSOR: Rich Doud, Staff

Encore Learning provides daytime college-level noncredit courses, clubs and special events for those of 50+ in the metro area. Affiliated with GMU, APS & Arlington County.

■ FINANCIAL & INVESTMENT SERVICES

NICK SPOSA – EDWARD JONES

Nick Sposa, Financial Advisor
900 N. Taylor St., Suite 100
Arlington, VA 22203
Phone: (703) 465-7626
Email: nick.sposa@edwardjones.com
Website: www.edwardjones.com

SPONSOR: Scott McGeary, Washington Gas

Nick Sposa manages the investments of a few select families in the DC Metropolitan Area. He strives to meet all of his clients' financial needs and encourage them to work towards achieving their long term goals.

■ HEALTHCARE SERVICES

HUMANA

Mark McMullin, Market Manager
4191 Innslake Dr., Suite 100
Glen Allen, VA 23060
Phone: (800) 350-7213
Email: mcmullin@humana.com
Website: www.humana.com

SPONSOR: Chris Hunter, Staff

■ LANGUAGE SERVICES

OLD DOMINION LANGUAGE CENTER

Aisha Sherbiny, Founder
1655 N. Fort Myer Dr.
Arlington, VA 22209
Phone: (703) 850-0501
Email: learn@olddominionlanguagecenter.com
Website: www.olddominionlanguagecenter.com

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■ LEGAL SERVICES

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Alison Villarivera, Associate
2000 N. 14th St., Suite 210
Arlington, VA 22201
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Email: gdoumar@doumarmartin.com
Website: www.doumarmartin.com

SPONSOR: Chris Hunter, Staff

Doumar Martin handles business law, from incorporating companies, negotiating and enforcing contracts, and litigating employment issues, to resolving complex disputes.

MEMBERS IN THE NEWS

■ SEGUE TECHNOLOGIES & A-SPAN

Segue Technologies Joins A-SPAN in the Fight Against Homelessness in Arlington

Segue Technologies, Inc. recently competed in the American City Business Journal's second annual social media competition and pledged their support to the **Arlington Street People's Assistance Network (A-SPAN)**. **Segue Technologies** won the Washington, DC area round for Medium-Sized Businesses, winning a \$1,000 donation to support **A-SPAN** and their mission of ending homelessness in Arlington and beyond. The competition contained regional and national rounds, where businesses with similar social media followings were scored on their ability to effectively use these platforms as marketing and communication tools.

■ LEADERSHIP ARLINGTON

"Arlington's Got Talent" Returns

Are you a fan of live entertainment? **Leadership Arlington** will host the second annual "Arlington's Got Talent" competition on Monday, November 18 at Clarendon Ballroom. A pre-show social will begin at 6:30 p.m., and the talent show will start at 7:30 p.m. The winner of the talent show will receive a prize of \$500. Talent submissions are being accepted through Monday, October 28 online at www.leadershiparlington.org/agt. Proceeds benefit the Leadership Arlington Young Professionals Program scholarship fund. For more information or to purchase tickets, visit www.leadershiparlington.org or email talent@leadershiparlington.org.

■ BB&T BANK

BB&T Gives "the Most Love" to D.C.-area Small Businesses

Newly released data about loans of less than \$1 million made to Greater Washington D.C.-area businesses during 2012 shows that Winston-Salem, N.C.-based **BB&T Corp.** was ahead of the pack in terms of the amount lent, doling out \$580 million to local small businesses through 5,228 loans during the year. The data gives the broadest picture available of local small business lending. The figures, which all banks with at least \$1 billion in assets are required to report as part of the Community Reinvestment Act, include commercial credit card loans. The report is published every August by the Federal Financial Institutions Examination Council, and the data referenced in this story includes loans made in the Washington Metropolitan Statistical Area, excluding Frederick County, Md.

■ BEAN, KINNEY, & KORMAN P.C.

James R. Schroll Named "Leader in the Law"

Bean, Kinney & Korman announced that **James R. Schroll** has been recognized as a "Leader in the Law" honoree by *Virginia Lawyers Weekly*. Each year, *Virginia Lawyers Weekly* presents this award to those in the legal field who are changing and advancing the law, improving the justice system, serving the community and setting the standard for other lawyers. **Schroll**, along with the other honorees, will be celebrated at a reception on October 17 at the Science Museum of Virginia in Richmond. **Schroll** is a shareholder of the firm and practices in commercial litigation with an emphasis on bankruptcy and the enforcement of creditors' rights. He was honored for his achievements as counsel on a number of high-profile bankruptcy litigation cases in Northern Virginia, as well as his experience giving back to the legal and local communities.

■ CARDINAL BANK

Cardinal Financial Ranked 5th in Bank Performance

Bankdirector.com issued its 2013 Bank Performance Scorecard, which ranked **Cardinal Financial Corporation** 5th on its list of Top Performing Banks with assets between \$1 billion and \$5 billion. **Cardinal** was ranked 12th in the 2012 rankings. The Bank Performance Scorecard is a ranking of publicly traded banks listed on the NASDAQ OMX or NYSE EURONEXT stock exchanges based on profitability, asset quality and capitalization, divided by asset size. 187 banks were ranked in the \$1 billion to \$5 billion category, and were evaluated using 2012 calendar data.

■ DOORWAYS FOR WOMEN AND FAMILIES

Doorways' 35th Anniversary Breakfast a Huge Success

On September 13, **Doorways for Women and Families** joined over 320 members of the Arlington community at its 35th Anniversary Brighter Futures Breakfast, spotlighting just what is possible when compassionate neighbors come together to help women, men and children in our community overcome crises and thrive. In an outpouring of community support, **Doorways** hosted an array of local business leaders, government officials, civic associations, faith community members, and generous individuals to raise \$180,000 to help women and families fleeing domestic violence and homeless situations. Since the purchase of their first emergency shelter in 1982, **Doorways** has provided safe, immediate shelter to more than 3,200 women, men and children at their Domestic Violence Safehouse and Freddie Mac Foundation Family Home.

■ ARLINGTON COMMUNITY FOUNDATION

John Andelin & Ginger Geoffrey to Receive 2013 Spirit of the Community Award

The Board of Trustees of the **Arlington Community Foundation (ACF)** is pleased to announce that John Andelin and Ginger Geoffrey will receive the 2013 William T. Newman, Jr. Spirit of Community Award. The award will be presented at the 2013 Spirit of Community luncheon on Thursday, November 14 at the **Sheraton Pentagon City**. Business leader and noted philanthropist, **John Shooshan**, Founder and Chairman of **The Shooshan Company**, will be the keynote speaker. Mr. Andelin and Ms. Geoffrey are well known and recognized for their leadership and active involvement with organizations and programs that support children and families, including the Arlington Community Foundation itself, the **Arlington Partnership for Children, Youth and Families**, the **Virginia Cooperative Extension**, the Arlington Consortium to Prevent Homelessness and numerous **Arlington Public School** advisory committees.

■ MARYMOUNT UNIVERSITY

Marymount University Receives Grant for New Curriculum

Marymount University has received a \$13,000 grant from the **Dominion Foundation** to develop mathematics courses specifically for business majors, so they will have the knowledge and skills to apply math on the job and across business disciplines. Given the specialized math requirements of the business world, faculty in **Marymount's** School of Business Administration and Department of Mathematics are working collaboratively to revise the mathematics curriculum for undergraduate business students. With the Dominion Foundation grant, they are creating two tracks by which students can achieve a higher level of mathematical competence: a Quantitative Methods for Business course and a Calculus sequence. Both will be available to students in Spring 2014.

■ BOWEN MCCAULEY DANCE

Bowen McCauley Dance Receives 2013 Dominion ArtStars Award

Virginians for the Arts (VFTA) named **Bowen McCauley Dance (BMD)** a 2013 Dominion ArtStars Award recipient. The awards recognize arts organizations throughout the Commonwealth that best demonstrate the ability to enhance communities, lift our spirits and build a better quality of life. Through the generosity of **Dominion**, a longtime supporter of the arts in Virginia, a cash prize of \$5,000 will be presented to **BMD** as the "Shining Star" winner at an upcoming performance by **BMD** on November 16, 2013 at the CenterStage at Reston Community Center (RCC). **BMD** will perform in celebration of the 100th Anniversary of *The Rite of Spring* as part of RCC's double feature program; they will be followed by The Bohemian Jazz Orchestra. Winners also will be recognized at the January 2014 ArtWorks conference in Richmond.

■ MOVING & HAULING

HILLDRUP

Nick Hinkley, Director, Business Development
901 N. Pollard, Apt. 1811
Arlington, VA 22203
Phone: (540) 604-6518
Email: Nick.Hinkley@hilldrup.com
Website: www.hilldrup.com

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Email: k9fitclubdc@gmail.com
Website: www.k9fitclub.com

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■ REAL ESTATE - RESIDENTIAL

CHRISTINE HOPKINS - KELLER WILLIAMS REALTY

Christine Hopkins, Realtor
2101 Wilson Blvd.
Arlington, VA 22201
Phone: (703) 997-7022
Email: christineannhopkins@gmail.com
Website: www.mynorthernvahome.com

SPONSOR: Chris Hunter, Staff**SARAH JERNIGAN - KELLER WILLIAMS REALTY**

Sarah Jernigan, Realtor
2101 Wilson Blvd.
Arlington, VA 22201
Phone: (703) 997-7022
Email: sarah.jernigan@gmail.com
Website: www.mynorthernvahome.com

SPONSOR: Chris Hunter, Staff

■ RESTAURANTS & FOOD SERVICES

BAILEY'S PUB AND GRILLE

Grayson Garbini, Managing Partner
4238 Wilson Blvd.
Arlington, VA 22203
Phone: (703) 465-1300
Email: 65062@fhrng.com
Website: www.fhrng.com

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Doug Povich, Chairman
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Alexandria, VA 22315
Phone: (202) 422-8787
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Website: www.dcfoodtrucks.org

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A 501(c)(6) membership-based business league striving to improve business conditions for mobile food vendors.

■ WEBSITE SERVICES

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Chantilly, VA 20151
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Email: sales@imageworkscreative.com
Website: www.imageworkscreative.com

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SCHOLAR'S CUP

Thanks to All Who Supported the Chamber's Scholarship Fund

The 8th Annual Scholar's Cup Mini-Golf Tournament had an excellent turnout, with over 90 golfers and all 18 hole sponsorships filled. Congratulations to all of the 2013 winners!

1st Place: Virginia Heritage Bank Team
Kelly Matthews, Karly Tomlin, Darren Tulley and Bobby Wright, Virginia Heritage Bank

2nd Place: EagleBank Team
Scott Miller, EagleBank
 Hope Holleck, Clerk to Arlington County Board
John Smoot, Habitat for Humanity
Neil Trent, Animal Welfare League of Arlington

Highest Individual Score: Stephen MacDonald, U.S. Department of Agriculture

Best Individual Score: Neil Trent, Animal Welfare League of Arlington

The Chamber would like to thank volunteers from the Education and Workforce Development Committee, including Past Chair **Kim Durand** with **Arlington Partnership for Children, Youth and Families**, for assisting with this fundraising event. In addition, thanks to **ROCKLANDS Barbeque and Grilling Company** for providing the delicious picnic food, A Sound Plan for deejaying the event, and balloon artist Leandra Finder for the fun balloon creations. We hope everyone had a great time!



The 2nd place winners on the EagleBank team (L-R) Neil Trent, John Smoot, Hope Holleck and Scott Miller.



The Inova Health Systems team, the Grand Sponsor for the event



Neil Trent with Best Individual Score & 2nd Place Team trophies



The Digital Recollections team (L-R) Jennifer Beck-Wilson, Ron Novak, Steve Hurt and Rick Reinsch



The Menards



Guests enjoy BBQ

Special Thanks to Our Sponsors:

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HSBC Bank | KB Concepts PR
Melissa Voight, CFP®, TBB Investments
Nordlinger Consulting Group | Residence Inn Arlington Ballston
Sean Hosty, Morgan Stanley Wealth Management
A Main Event Caterers | Todd Ihrig, H.D. Vest Investments
Virginia Heritage Bank | WETA

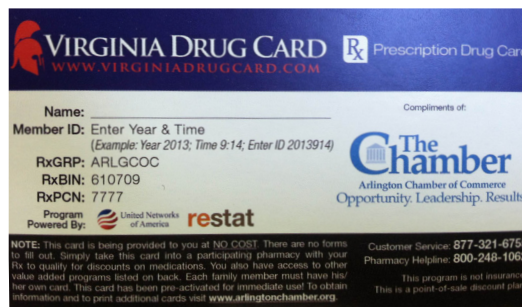
Chamber Now Offering FREE Prescription Drug Card for Members

The Arlington Chamber is now providing all members access to the Virginia Drug Card, a free prescription assistance program. The card provides savings up to 75% on prescription drugs and is accepted at over 56,000 pharmacies nationwide. This program has no income requirements, no age limitations, and there are no applications to fill out.

The Virginia Drug Card was launched in 2007 to help uninsured and under-insured individuals afford their prescription medications. However, the program can also be used by people who have health insurance coverage with no prescription benefits, which is common in many health savings accounts (HSA) and high deductible health plans. Additionally, people who have prescription coverage can use this program to save on non-covered drugs. If your pharmacy carries pet medication, the card will cover those prescriptions as well.

Members can download one of these cards by visiting our website www.arlingtonchamber.org, logging in to the Members Only Portal, and clicking on the Virginia Drug Card button in the right column (or the "Download VA Drug Card" link). Cards are also available for pick up at the Chamber office: 4600 Fairfax Drive, Suite 804, Arlington, VA 22203.

- Questions? Contact Cassie Bate, Member Services Administrator: 703-525-2400, chamber@arlingtonchamber.org. For a full list of pharmacies that accept the card, please visit our website www.arlingtonchamber.org.



BACK TO BASICS: *the Written Word*

FRIDAY, OCTOBER 4
11:30 A.M. - 1:30 P.M.
WETA 2775 S. QUINCY ST.

PRESENTED BY THE COMMUNICATIONS COUNCIL
Join us to refine your writing skills for business, from promotional copy to business emails and more.



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THE CHAMBER SCENE

■ THE CHAMBER SCENE AUGUST - SEPTEMBER

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.

August 27 - Leadership Arlington Board of Regents. President Rich Doud represents the Chamber on their Board, which includes Past Chairs **Michael Foster** and **Doug Brammer** and Chair-Elect **Tim Hughes**.

September 6 - U.S.S. Arlington reception. President Rich Doud served on the Commissioning Committee and attended the event on behalf of the Chamber. Directors **David Isaacson**, **Sonia Johnston**, **Greta Menard**, and Past Chair **Michael Foster** were also in attendance at the reception.

September 10 - Connect Northern Virginia Launch Event. Membership Director Chris Hunter attended on behalf of the Chamber.



Doorways' Brighter Futures Breakfast on September 13, which opened with the song "Wind Beneath My Wings"

September 10 - Economic Development Commission meeting. President Rich Doud represents the Chamber. Other Chamber Commission members include Directors **Michael Foster**, **Todd Yeatts**, and **Lucy Bowen McCauley**, along with eight other Chamber members.

September 10 - Ballston BID LaunchPad Marketing & Branding event. Staff Kate Roche, Chris Hunter, and Cassie Bate attended on behalf of the Chamber.

September 10 - The Arlington Community Foundation's Jaleo Night in Crystal City. Communications Manager Amy Fisher attended on behalf of the Chamber.

September 13 - Doorways for Women and Families' 35th Anniversary Brighter Futures Breakfast. Staff Kate Roche, Chris Hunter and Cassie Bate attended on behalf of the Chamber. A number of Directors and members were also in attendance.

■ DOMESTIC VIOLENCE AWARENESS MONTH

Purple is the New Black

by Melanie Carlson, Client Services Counselor at Doorways' Domestic Violence SafeHouse

Since 1987, the month of October has been denoted Domestic Violence Awareness Month. The first piece of commemorative legislation for Domestic Violence Awareness Month was passed by the United States Congress in 1989. It is a period of time that is utilized by a multitude of national, state and local groups to educate the public on the dynamics and prevalence of domestic violence while also remembering the victims of domestic violence, celebrating survivors, and conducting outreach in communities.



Domestic Violence is a pattern of abusive behaviors that escalate over a period of time. Domestic violence is prevalent across all demographics (although the victims are more likely to be female) and can take the form of physical, emotional, sexual and/or financial abuse, but stems from a desire of the abusive partner to exert power and control over their victim. According to the National Institute of Justice and the Centers for Disease Control and Prevention 1 in every 4 women will be a victim of domestic violence at some point in her lifetime. **According to the United States Census in 2010, there were 86,625 women living in Arlington, of which an estimated 21,656 will experience domestic violence in their lifetime.**

One of the predominant reasons women stay in abusive relationships is because they would otherwise have no housing or economic supports. Therefore the shelter movement started in the 1970s as an outgrowth of the wider women's movement. **Domestic Violence shelters are an integral part of supporting survivors as they transition into being self-sufficient.** The National Network to End Domestic Violence conducts an annual 24 hour census and in 2012 there were 10,471 unmet requests for services in a single 24 hour period due to high demand.

Doorways for Women operates the only domestic violence shelter in Arlington, along with a local 24-hour hotline and a court advocacy program. Since last year, **Doorways** has seen a 45% increase in requests for services from our hotline.

This year for Domestic Violence Awareness Month, **Doorways** will be holding a Howl-O-Ween Dog Walk for the Homeless at Big Walnut Park on October 26, as well as displaying the Clothesline Project at local area libraries.

■ If you or someone you know is in need of domestic violence services, please call the Doorways 24 hour hotline at 703-237-0881.



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Advertising on the Chamber's website gives your business long term exposure for a very small investment. There are a range of advertising levels to fit the needs and budget of any business.

For a full list, take a look at the Chamber website.

■ www.arlingtonchamber.com
About the Chamber > Newsroom > Promotional Opportunities

To advertise, contact:

AMY FISHER
■ communications
@arlingtonchamber.org

CHAMBER CHINA TRIP



Chamber Group Goes to China

On October 11, fourteen Chamber travelers will embark on a nine day journey to China. The group will enjoy the cultural experience of a lifetime, which includes tours to sightseeing destinations in Beijing, Shanghai, Suzhou, and Hangzhou.

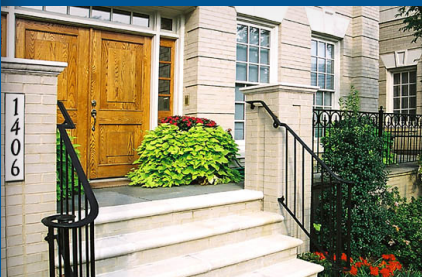
The 2013 travelers are:

Maureen Agina (The Jefferson), Evelyn Asika, Robert Cassel, Mary Davis, **Sally Duran (SJD Associates)**, Ariel Gould, **Jasmine Gould (Strategic Consulting Partners)**, **Monica Gould (Strategic Consulting Partners)**, Ken Horn, Anne Irving, **Monica Larriue (Arlington Public Schools)**, Eleni Martin, Lynne Mohler (Capital Management and Communications), **Emma Violand-Sanchez (Arlington School Board)**.

The Chamber is excited to offer this trip for the third time thanks to the partnership with **Cistlinc International, Inc.** For more information about the China trip and future international traveling opportunities, contact:

CASSIE BATE
 ■ chamber@arlingtonchamber.org

WELCOME THEM HOME



Be among the first to introduce your company to new and potential residents of Arlington County by advertising in the Chamber's Relocation Packet. The packet is sent to approximately 250 new and potential Arlington residents who request them per year. For more details, contact:

AMY FISHER
 ■ communications
 @arlingtonchamber.org

ARLINGTON ECONOMIC DEVELOPMENT

Businesses Moving to Arlington

by Terry Holzeimer, Director, Arlington Economic Development

Arlington Economic Development works with hundreds of business prospects each year, and over the years, we have been quite successful. Some are routine; others stand out in some way. I thought that I would highlight a few that I am especially proud of.

Arlington recently attracted several innovative, high growth technology companies from New Zealand that wanted to expand work with U.S. federal, state and local government and contractors on some of the most pressing security problems. Three companies have formed the Security Technology Alliance (STA) to deliver security technology for government, contractors and commercial markets. The three founding members, Gallagher, Tait Communications and Wynyard Group together represent more than \$350M in global revenues and employ over 2,000 people worldwide. The alliance will give New Zealand tech companies a foothold in the U.S. government market and open the door for U.S. contractors to pursue opportunities in New Zealand and access to the Asia-Pacific market. The alliance selected Rosslyn/Courthouse (1530 Wilson Boulevard) for its offices.



In Crystal City, Decisive Analytics Corporation (DAC) is an employee-owned company providing engineering services, and analytical products to the Department of Defense, Homeland Security and other government agencies and commercial businesses. In October 2013, it will be the first tenant to move into the newly refurbished building by Lowes Enterprise at 1400 Crystal Drive, occupying the top floor at around 25,000 square feet. For the past few years, DAC has consistently won awards such as **The Washington Business Journal's** Top 50 Best Places to Work, *Diversity Business'* Top 100 Companies in Virginia; the *Washingtonian's* Great Places to Work award; the Tibbetts Award for excellence in Small Business Innovative Research programs; Volt Awards Leaders in Technology; Arlington Green Games Silver Award; and Top Contractor according to *Federal Times*.

Evolent Health and Privia Health, are recent spin-offs from the Advisory Board Corporation that have moved into 800 N. Glebe Road in Ballston. Both are leading edge health care related companies that serve providers through technology and new models of providing lower cost care in a highly competitive industry. Evolent Health has expanded from 8,000 to 38,000 square feet, and Privia Health is all new with 11,000 square feet. These are both young companies in a hot industry with enormous growth potential.

Other significant expansions of existing firms include additions of 31,200 square feet for Rosetta Stone in Rosslyn and 14,000 square feet for Raytheon, also in Rosslyn, as well as Italian defense contractor DRS Technologies with 50,000 square feet in Crystal City. New to Arlington is the Association for Unmanned Vehicle Systems International in Shirlington. Two important retentions were 100,000 square feet for CACI and 94,000 square feet headquarters for AES, both headquarters operations in Ballston.

There are an interesting array of companies in a variety of industries spread throughout our urban villages. They will serve us well as we reposition our economy away from a reliance on federal agencies while still recognizing that the federal presence remains important through the contractor community.

Showcase Your Involvement in the Business Community

Highlight your Chamber membership and engagement in the business community by featuring the new Arlington Chamber of Commerce Member Logo on your website, in your email signature, on your printed marketing materials, and more.



The Chamber Member Logo is available for current members to use anytime, provided the logo usage agreement is being followed. As a reminder, **the Chamber's official logo can not be used for any reason without permission from the Chamber.**

To Download the Logo

Log in to the Members Only portal of our website at www.arlingtonchamber.org. Once you are logged in, click "Logo Link" in the Quick Links column on the right side. Read the guidelines for usage, then download the logo.

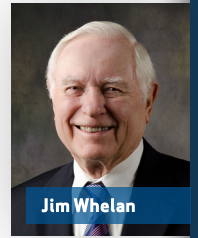
Logo questions or comments?

Contact Amy Fisher, Communications Manager at afisher@arlingtonchamber.org.

Need help logging in to the Members Only portal?

To log in to the Members Only portal, you will need your business's login information. If you are having troubles or need to find out your login information, contact Cassie Bate, Member Services Administrator: cbate@arlingtonchamber.org or 703-525-2400.

The Small Business Roundtable, a free member benefit of the Arlington Chamber, 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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OCTOBER 30

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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.

Celebrating 5 years in Arlington!

Our team knows Arlington business and cares about its community. We are accessible, approachable and helpful. Please stop by for a visit or give us a call. We're here for you.



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Paul Velasquez, *Relationship Manager*
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THANK YOU!

- The Greene Turtle for hosting the August Business After Business
- Michael Garcia - State Farm Insurance and Dimension Creative Promotions for donating door prizes for the August Business After Business
- American Red Cross of the National Capital Region for donating door prizes for the September Breakfast Connection.