

2022

Arlington Chamber of Commerce ANNUAL REPORT



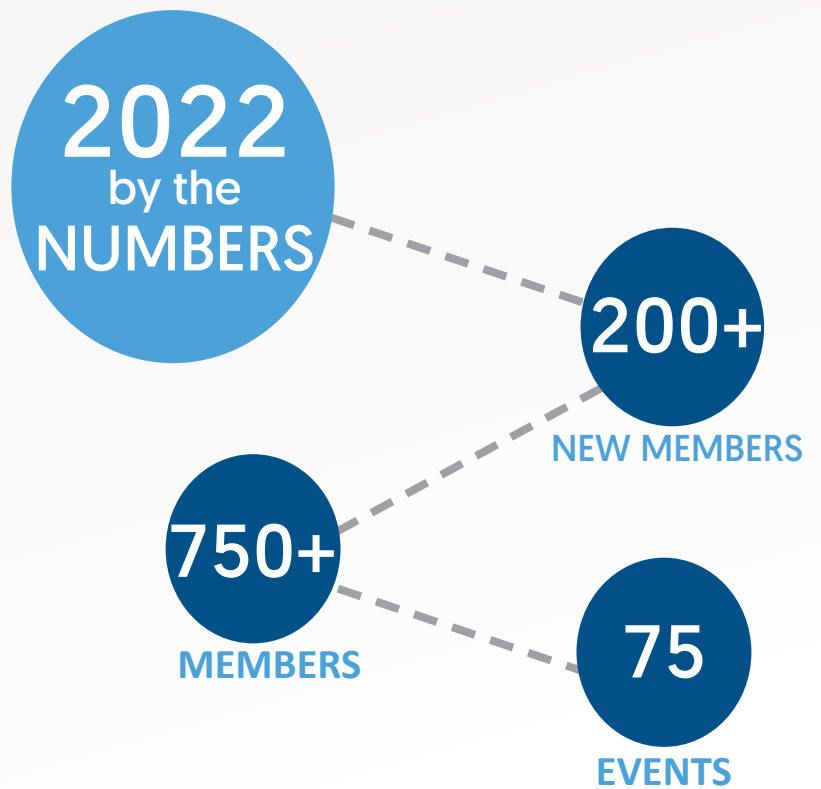
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2022 CHAIR'S MESSAGE

Looking back at 2022, it's difficult to believe that it's already over. I remember when I was asked to chair this past year. I thought about the commitment I would be making, and the responsibility I was accepting. The Board of Directors is an impressive group of people, invested in the success of the Chamber and the Arlington Community. When I was selected to lead for the year; it felt daunting, to say the least. However, I need not have worried. The staff at the Chamber, led by Kate Bates, our President and CEO, is outstanding.

Everyone has been very supportive, but Kate and her staff do the hard work—brainstorming, networking, planning, and execution—to support the activities and events that help make the Chamber successful. First and foremost, they love Arlington; they are all professionals, and we are fortunate to have them leading our organization.



Beth Borowski

For the most part, 2022 allowed us all to be “back in the office” after the pandemic forced us all to get creative, working from home and meeting virtually with colleagues. We've learned that some of the new work approaches will continue, as many organizations are able to operate remotely. For example, our Board meetings are back to in-person, but our Executive Committee meetings remain virtual; convenience won out. Your Chamber staff, however, is in the office daily and has been since late 2020, supporting the needs of its membership whether by phone, in person, or virtually. I tip my hat to them.

Their efforts have paid off as this past year has been very successful. Of note, the Chamber has submitted all the paperwork, thanks to Arlington Law Group, to form a 501(c)(3) to support the Chamber's key initiatives and the Arlington community. This effort was initiated in 2021 based on strategic plan objectives and is awaiting the final approval from the IRS.

Another important initiative this past year was the partnership between the Chamber, Lincoln Financial Group and member Barry Seymore with Morgan Stanley Wealth Management to deliver a group 401(k) Multiple Employer Aggregation Program (MEAP) to its members. This gives small businesses access to a cost-effective and less burdensome approach to offering 401(k) programs to their employees.

These are just two examples of the many successful initiatives and events the Chamber brought to its members led by Kate Bates and her talented team. There have been many other important and worthwhile accomplishments this past year and I'm proud that I was able to be a small part. Thank you.



Beth Borowski
CNA

Lorraine Barclay Nordlinger

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2023 CHAIR'S MESSAGE

It's a new year and our Chamber is 99 years young - that's right, we're not letting age deter us from being creative, proactive, and the region's most steadfast business advocate! I am honored to be your chair for this 99th year.

Despite the current economy and commercial office market uncertainty, Arlington remains a vibrant, active, and desirable place to do business. We are committed to keeping it that way and position Arlington to continue thriving.

In 2022 to help combat Arlington's record high commercial office vacancy rate, the Chamber advocated for approval of alternative uses - and Arlington County has since brought forth a series of new, approved uses under the zoning ordinance that allows much more flexibility for property owners to lease their vacant office and retail spaces including dog boarding, micro-fulfillment centers, breweries and much more. We will continue this advocacy work (and much more) during 2023 to support a speedier recovery of the commercial office market.

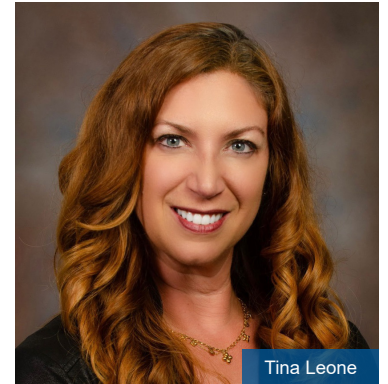
Along with our traditional line up of programs and events, the Chamber has several new initiatives launching in 2023 including the Arlington Chamber of Commerce Foundation, an Arlington themed boardgame, and the return of the Chamber travel with a trip to Vietnam this Fall.

We are extremely fortunate to have a chamber that is so well organized and operationally sound. Kate and her team do an amazing job for us and all Arlington businesses. But when an organization is this well run, there might be a tendency for us to become complacent. You might think you aren't needed as much. But that couldn't be further from the truth.

The Arlington Chamber needs you - we need your involvement, your wisdom and guidance, and what we really need is for all of you to be ambassadors and boast about this great Chamber to every business that does business in Arlington who hasn't joined yet. My goal as the 2023 Chair is to inject some excitement and enthusiasm this year to help you do that! The Arlington Chamber is ALL of us and it will take ALL of us to keep it strong and sustainable for another 99 years!

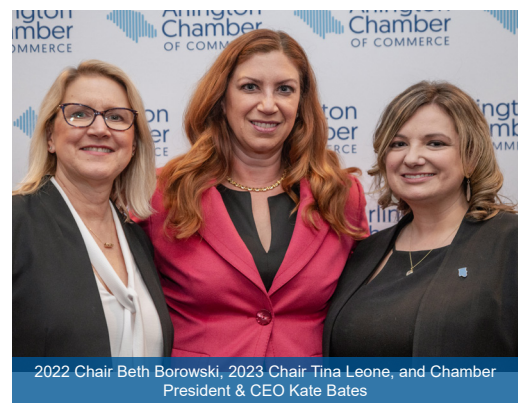
I encourage all of you to get involved and stay involved in the work of the Chamber this year and beyond. If you need help deciding how to do that, we are here to help you.

Thank you for your membership and your fellowship!



A handwritten signature in black ink, appearing to read "Tina Leone".

Tina Leone
Ballston BID





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Ballston BID



Chair-Elect
David Kinney
Clarendon, LLC



Immediate Past Chair
Beth Borowski
CNA



Past Chair
Todd Ihrig
Avantax Investment
Services



President & CEO
Kate Bates
Arlington Chamber of
Commerce



Treasurer
Jim Wilmot
Arlington Community
Federal Credit Union



Assistant Treasurer
R. Doug Taylor
Bean, Kinney & Korman
P.C.



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Communications**
Scott Reamy
Dominion Energy



**Vice Chair - Community
Engagement**
Betsy Frantz
PathForward



**Vice Chair -
Business Advocacy**
Bismah Ahmed
Apartment and Office
Building Association



**Vice Chair -
Member Affairs**
Andrea Fava
Amazon



**Vice Chair -
Membership Development**
Steve Cooper
NextUp Solutions

2023 BOARD OF DIRECTORS

- Hanna Abou-El-Seoud, Nestlé
Melissa Adams, Washington Gas
Bismah Ahmed, Apartment and Office Building Association
Kate Bates, Arlington Chamber of Commerce
Dan Blaine, Marsh & McLennan Agency, LLC
Beth Borowski, CNA
COL. David Bowling, Joint Base Myer-Henderson Hall*
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Ryan Brown, Arlington Law Group
Tony Burchard, VHC Health
Dulce Carrillo, Arlington Public Schools**
Steve Cooper, NextUp Solutions
Andrea Fava, Amazon
Stacy Foster, Mastercard
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Marty Freeman, JBG SMITH
Tracy Sayegh Gabriel, National Landing BID
Janel Giambrone, M&T Bank
Dr. Edwin Gordon, Congressional School
Gautam Gupta, Truist
Todd Ihrig, Avantax Investment Services
Larysa Kautz, Melwood
Cary Kelly
David Kinney, Clarendon, LLC
Santya Lanman, Rosslyn Business Improvement District
Tina Leone, Ballston BID
Paul Liberty, George Mason University
Chris Lipscomb, John Marshall Bank
Madelka McCalla, The AES Corporation
Garrett McGuire, AT&T
Aaron Moore, VIDA Fitness
Eric Morales, United Bank
John Murphy, Washington Workplace
Diana Nakarmi, Pentagon Mixed Martial Arts
Cleve Packer, UVA | Northern Virginia
Shy Pahlevani, HUNGRY Catering
Andrew Painter, Walsh, Colucci, Lubeley & Walsh, P.C.
Mahreen Rashid, Excella Consulting
Scott Reamy, Dominion Energy
Robin Robertson, The National Capital Bank of Washington
Flavia Sampaio, Residence Inn by Marriott - Rosslyn
Grace Shea, Lebanese Taverna
Dennis Slon, Marymount University
R. Doug Taylor, Bean, Kinney & Korman, P.C.
Kedrick Whitmore, Venable LLP
Jim Wilmot, Arlington Community Federal Credit Union
Samuel Wolbert, Animal Welfare League of Arlington

* Liaison, U.S. Military

** Liaison, Arlington Public Schools



2023

COMMITTEE CHAIRS

Ambassador Committee

Rick Reinsch
Digital Recollections

Community Action Committee

Megan Niewold
Arlington Community Federal Credit Union

Education & Workforce Development Committee

Dr. Liza Durant
George Mason University

Gala Committee

Patrick Algyer
Northern Virginia Apartment Association

Government Affairs & Economic Development Committee

Scott Pedowitz
Apartment and Office Building Association

Tad Lunger
Impresa Legal

Hotel General Managers Committee

Flavia Sampaio
Residence Inn by Marriott - Rosslyn

Membership Development Committee

Chris Lipscomb
John Marshall Bank

Membership Engagement Committee

Janel Giambrone
M&T Bank

Sustainability Committee

Leslie Loudon
HDR

CHAMBER Staff

Kate Bates, President & CEO
Mike Rosenow, Senior Director of Membership
Cassie Bate Hurley, Senior Director of Marketing & Operations
John Musso, Government Affairs Manager
Will Mulligan, Membership Engagement Manager
Samantha Ruark, Communications Manager
Elizabeth Addington, Operations Manager

Kaniya Harris, Events Associate (part-time)
Josue Bastidas, Membership Associate (part-time)
Preston James Ross, Executive Assistant to the President/CEO (part-time)



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the Chamber's four focus areas



NETWORKING & BUSINESS DEVELOPMENT

Fostering valuable connections to help businesses succeed



GOVERNMENT AFFAIRS/ ADVOCACY

Acting as a greater voice for local businesses and organizations



EDUCATIONAL OPPORTUNITIES

Providing resources and tools for all businesses



COMMUNITY ENGAGEMENT

Building lasting relationships within the Arlington community

our mission

to strengthen businesses and the economic environment for those who work, live and do business in Arlington.

our vision

to be the essential partner for business success.

connect
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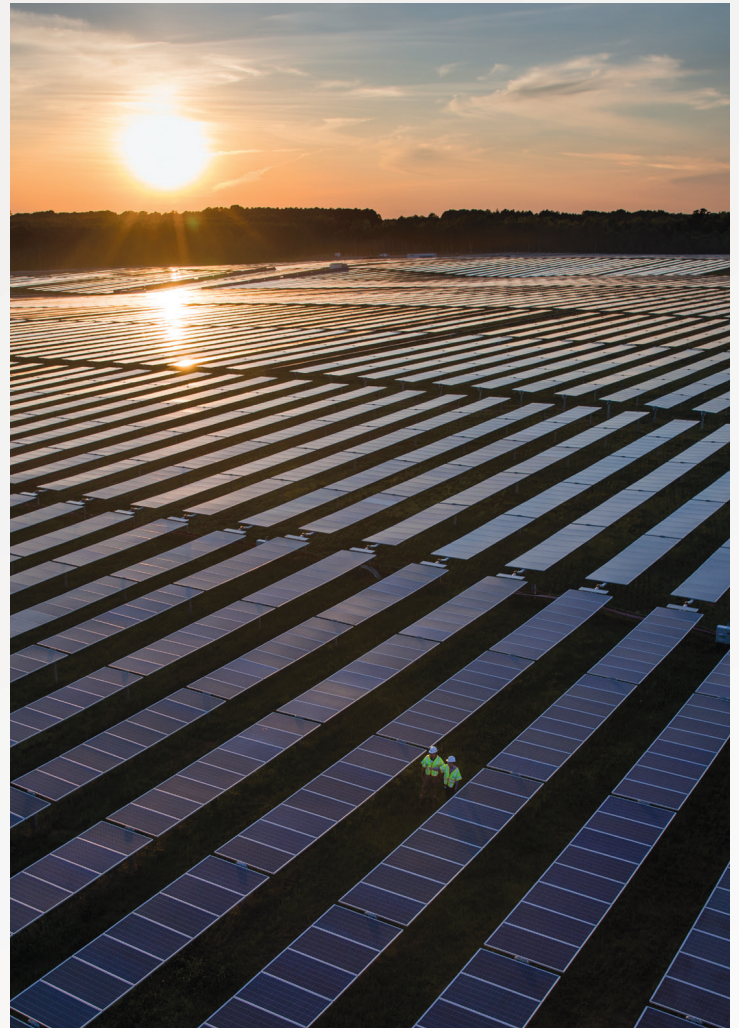
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**Arlington Chamber of
Commerce - Virginia**



Arlington Chamber Blog
www.arlingtonchamber.org/blog



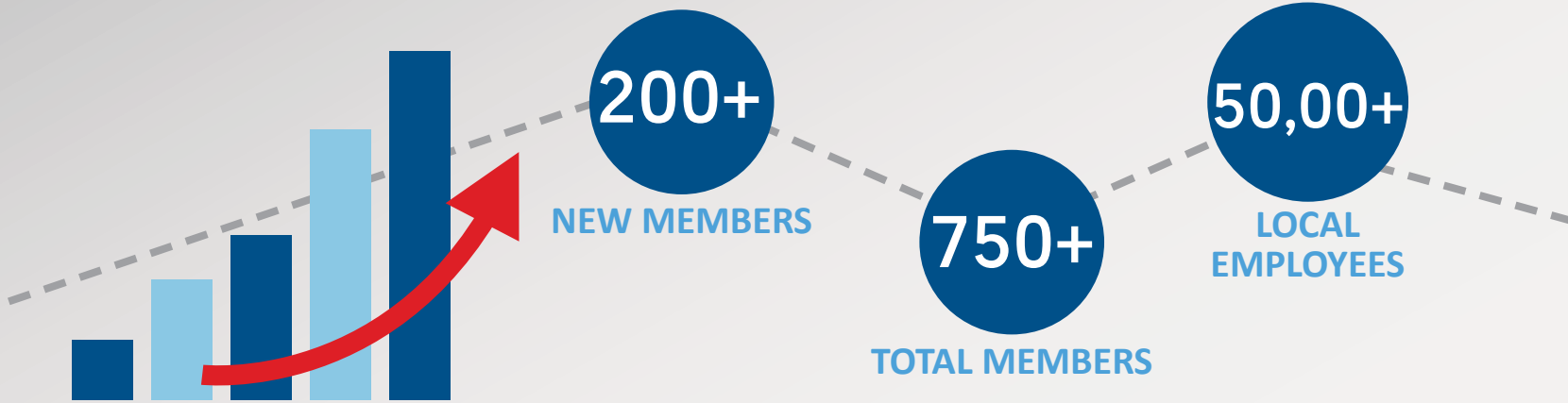
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membership



Events by the Numbers

75 Total Events



3,000+ Professionals Attended Events



8 Signature Events

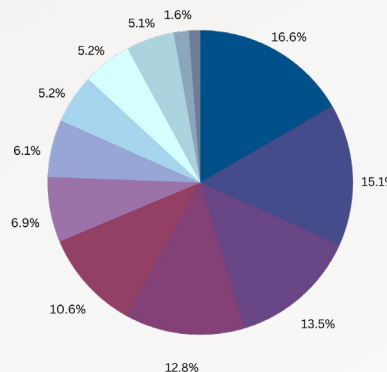


12 Ribbon Cuttings & Open Houses



Top Membership Sectors

The Chamber's membership spans a wide variety of sectors and is reflective of the business community in Arlington. We represent the interests of more than 750 businesses of all sizes and industries. Our members range from small businesses to large corporations.



- Business & Professional Services
- Real Estate & Construction
- Nonprofits & Associations
- Retail & Restaurants
- Financial Services
- Travel & Tourism
- Government & Education
- Communications & IT
- Health & Fitness
- Home & Personal Services
- Arts & Entertainment
- Auto & Industrial

committees

9

COMMITTEES

130

TOTAL COMMITTEE MEETINGS

82%

RETENTION RATE OF RENEWING MEMBERS

The Chamber has different committees that offer members a way to broaden their networks while learning about issues that impact local businesses and the Arlington community. We offer open committees that members can drop into at any time and working committees that require an application. With varying committees, members can choose which one best suits their goals and interests and allows them to deepen their involvement with the Chamber. In addition to the open committees listed below, the Chamber also has several working committees including the Ambassador Committee, Gala Committee, Hotel General Managers Committee, Membership Development Committee, and Membership Engagement Committee.

Community Action Committee

Raises the business community's awareness of nonprofit organizations and their needs and focuses its efforts and energies on addressing those needs by connecting the business community with the Chamber's more than 100 nonprofit members.

Education & Workforce Development Committee

Works to foster relationships between education and businesses to meet the 21st-century workforce development challenges. The committee meets to discuss strategies that will prepare Arlington students for a career or continued education.

Government Affairs & Economic Development Committee

Advances ideas, policies, and legislation that strengthen businesses and the broader economic environment. Chamber members stay informed on emerging local, regional, and state public policy issues by interacting with the government officials who speak at committee meetings.

Sustainability Committee

Works to raise overall awareness of conservation and total sustainability within Arlington County by creating a platform within the business community for those whom exemplify this passion.



Sustainability Committee touring the AWS Skills Center



Senator Janet Howell and Delegate Rip Sullivan speaking during a Government Affairs & Economic Development Committee



LeadShare Networking Group luncheon at Celtic House

The Chamber continues to be a leading voice of the business community. In 2022, the Chamber helped to make a real and lasting impact on the business community with **more than 20 policy position letters** sent and countless hours spent in conversations with elected officials and key leaders. Through hard work and dedicated leadership, the Chamber accomplished a number of key advocacy victories on behalf of our membership and Arlington's businesses.



Transportation

The Chamber celebrated the progress of the Ballston Metro West entrance which the Chamber has been supporting for several years. The Chamber believes that this will improve access around Glebe Road and be a huge boost to the restaurants and other customer-facing businesses in the Western section of Ballston. The Chamber also advocated for the Long Bridge expansion project. The Long Bridge expansion will grow the existing two-track bridge into a four-track corridor and provide additional long-term capacity for the growing intercity passenger rail and commuter rail services between the Northeast Corridor, Virginia, and points south. Additionally, the Chamber supported the proposed through-running MARC train service, which would dramatically increase the number of workers who could commute to Arlington by providing a direct link to Maryland stations. The Chamber also supported the Crystal City High Level Platform Project which would allow for future Amtrak service at the Crystal City VRE Station. All of these transportation projects will have significant impact on Arlington companies and their workforce.



Regulatory Flexibility

The Chamber was a strong proponent of the Commercial Market Resiliency Initiative, a County initiative taking the necessary steps to modernize Arlington's existing Zoning Ordinance to permit and attract the business of the 21st century. The Chamber had supported the amendments to the Zoning Ordinance to permit the creation of micro-fulfillment centers, urban universities, animal boarding, urban agriculture, artisan beverage facilities, and workshops within Arlington. The Chamber commends the County Manager and Staff for moving forward with more phases of the Initiative.

Additionally, The Chamber has remained a consistent champion for making the temporary outdoor seating areas (TOSAs) dining regulations permanent. Arlington County is in the process of developing new permanent outdoor dining rules, through the Future of Outdoor Dining (FOOD) Study. The Chamber has strongly urged the County to conclude the FOOD study promptly and move to adopt permanent rules. The Chamber hopes that the permanent regulations will incorporate the flexibility of TOSA regulations that were successful in saving restaurants during and after the pandemic.



Urban Development

Urban development continues to be a focus area for the Chamber, as the Chamber is working to help create new jobs in Arlington, reduce the office vacancy rates, and achieve various development goals. In 2022, the Pentagon City and Clarendon Sector plans went before the Arlington County Board. Both plans will enhance the Pentagon City and Clarendon neighborhoods and increase density while developing new sites that will be beneficial to the Arlington community as a whole. The Chamber continues to be a strong supporter of Plan Langston Boulevard, which has made notable progress in 2022 in anticipation of adoption in 2023. The Chamber is strongly supportive of policies for additional density and development in the Langston Boulevard corridor, and views the Plan as a way to promote long-term growth for North Arlington.

Why Arlington: The Case for Relocation, Expansion and Investment

This year, the Chamber organized a new event called Why Arlington: The Case for Relocation, Expansion and Investment sponsored by **Walsh, Colucci, Lubeley, and Walsh**. This event was created to showcase how important a strong business community is to the Chamber. The event featured a panel discussion with leaders from **Amazon, Nestlé, and The Boeing Company** who discussed their experience in moving their company headquarters to or expanding in Arlington. **Walsh, Colucci, Lubeley, and Walsh** Shareholder, Andrew Painter, moderated the program, and **Arlington Economic Development** Acting Deputy Director, Marian Marquez provided an overview of the current commercial office landscape before the panel began.

The panelists discussed the appeal of Arlington, the support they have received from the County throughout their transition, the ripple effects of their relocation to the surrounding area, the Arlington talent pool, and what is on the horizon for their companies in Arlington. Throughout the event, all three companies highlighted the appeal of Arlington's rich assets, which include the talent base, education systems, and transportation and logistical advantages that Arlington offers. Over 100 business people from around the region attended the event and the Chamber hopes to continue similar events in the years to come. "The Arlington Chamber is committed to continuing to advocate for Arlington County to be the best place for businesses of all sizes," said Kate Bates, President & CEO of the Arlington Chamber of Commerce.



Panelists Randy Sheppard, **The Boeing Company**, Patrick Phillippi, **Amazon** and Hanna Abou-El-Seoud, **Nestlé** during event



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community impact

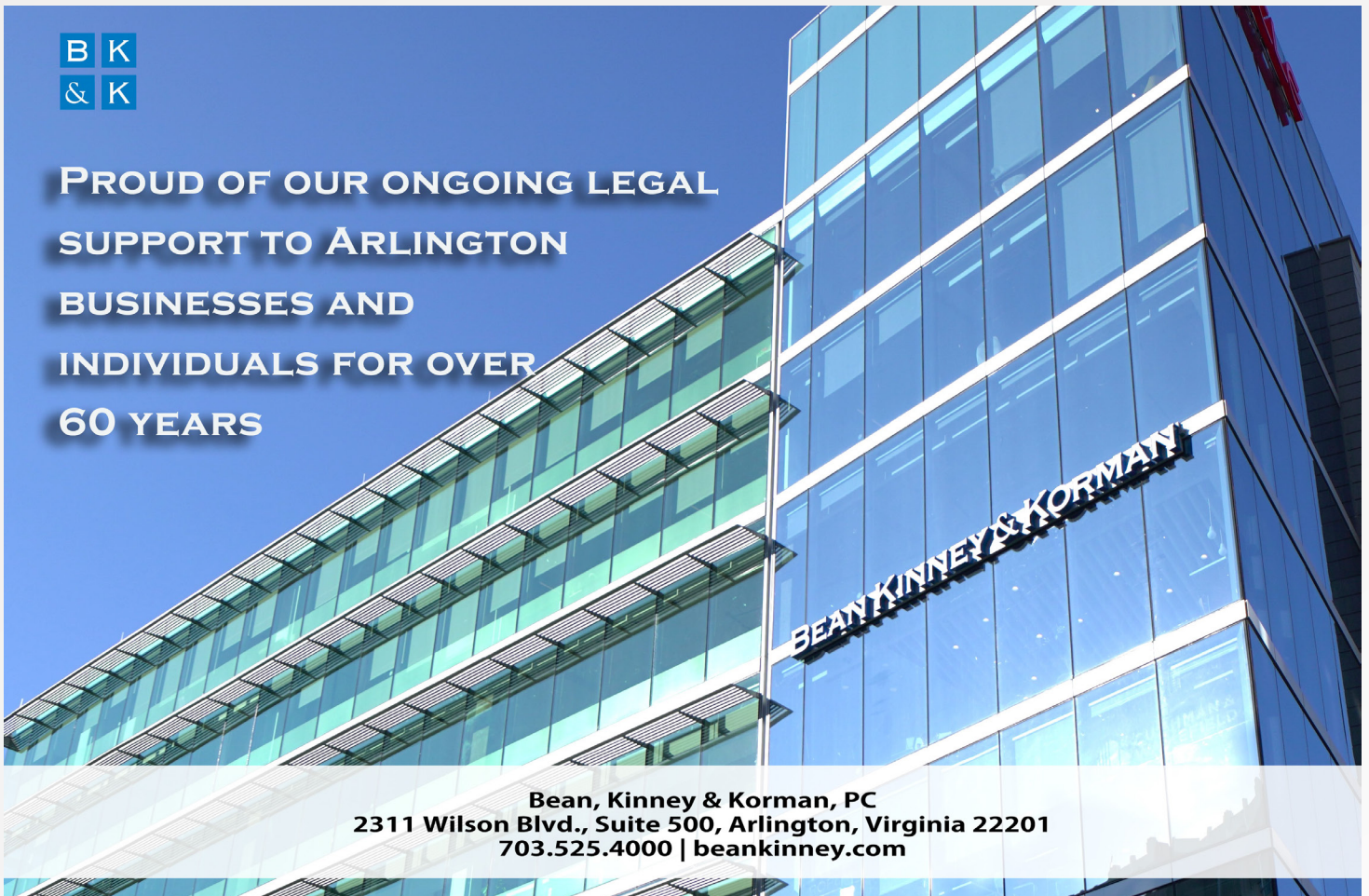
The Chamber has always prided itself on being a resource for businesses to build enriching relationships with the Arlington community. In 2022, we worked closely with nonprofit organizations, educational institutions, and state and local government to cultivate valuable partnerships between members. The Chamber introduced new and continued invaluable to support members.

Retirement Program for Chamber Members

In 2022, the Arlington Chamber became one of the first Chambers in the country to offer a retirement plan option for our members. In partnership with Chamber member **Barry Seymour- Morgan Stanley**, the Chamber is able to offer the Multiple Employer Aggregation Program, also known as MEAP, to member businesses. MEAP provides member businesses an opportunity to offer their employees a 401(k) by leveraging group rates and reducing financial and administrative burdens on the business. The Chamber is proud to be able to offer this to their members and will continue to explore other such programs that tap into the Chamber's group leveraging power to the benefit of all members.

Continued Support for Child Care Providers in Arlington

The Chamber and partner **20 Degrees** successfully hosted another cohort of the Early Childhood Education Financial Resiliency Accelerator. The program is focused on teaching child care providers the business and financial technical skills necessary to maintain and to grow their businesses, and build a community of practice amongst care providers. Participants received cohort-based training and individual coaching sessions leading to customized action plans. The program was available at no cost to the participants thanks to support from Presenting Sponsor **Amazon** and **Arlington Economic Development's BizLaunch**.



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signature events review

In addition to our monthly networking events, the Chamber hosts several annual events, some geared toward a specific issue or industry. Whether you're seeking visibility for your company through sponsorship, business leaders, the Chamber's Signature Events can help you achieve your business goals.

Arlington Business Gala

This year, the Chamber celebrated the 98th Annual Arlington Business Gala. This is the Chamber's premier networking event and serves as our largest fundraiser, helping us continue our mission of strengthening businesses and the economic environment for those who work, live, and do business in Arlington. Attendees enjoyed a three-course dinner, dancing to live music, and participating in the silent and live auctions, a lively game of Heads or Tails, and Best of Raffle.



Arlington Chamber Volunteer Day

Over 170 volunteers from local businesses and organizations joined the Chamber for the 23rd Arlington Chamber Volunteer Day. This event is produced by the Chamber's Community Action Committee and connects Arlington businesses to Chamber member nonprofits. Following a virtual kickoff, participants volunteered at various Chamber member nonprofits on a variety of projects ranging from a cleanup along Four Mile Run Trail to several decluttering and cleaning projects. The project sites were located all throughout Arlington.



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VIDA Fitness advertisement featuring a man and a woman in athletic wear against a city skyline background. The man has dreadlocks and is wearing a black tank top. The woman has short black hair and is wearing a black tank top. The background shows a tall apartment building. The text 'VIDA™ FITNESS' is in the top left. The main headline is 'YOUR FIRST WORKOUT IS ON US'. Below it is a paragraph of text: 'Break out of your routine and experience the power of possibility at VIDA Fitness. Our spacious state-of-the-art facilities, luxurious amenities, and uplifting community are here to invigorate your wellness journey.' In the bottom left, there is a QR code with the text 'Schedule Your Free Visit' above it.

signature events review



2022 Arlington Best Business Award Winners & Hall of Fame Inductee

Best Business Awards

This year, the Chamber celebrated the 36th Annual Arlington Best Business Awards. This event celebrated area businesses that go above and beyond serving their clients to make Arlington a great place to work and live. These awards are earned by businesses that deliver exceptional quality of service to their customers, are industry leaders or offer a unique approach to delivery of goods or services, and display an interest in and concern for the Arlington community. Following the presentation of the awards, the Chamber inducted Sonia Johnston into the Arlington Business Hall of Fame.



Senator Mark Warner and Kate Bates at AWE Women in Business Summit

AWE Women in Business Summit

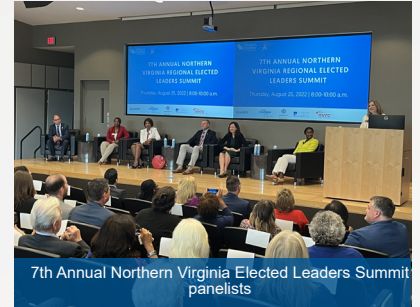
In 2022, the Chamber hosted an in-person AWE Women in Business Summit which featured keynote speaker Senator Mark Warner. This event is a half-day professional development and networking event that features a keynote, panel discussions, and presentations from experienced leaders. The AWE Women in Business Summit brings together a diverse group of women entrepreneurs, executives, and professionals who are eager to grow their business or enhance their career.



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Northern Virginia Elected Leaders Summit

The 7th Annual Northern Virginia Elected Leaders Summit, offered more than 200 of the region's business leaders the opportunity to hear from our local elected leaders about the economic climate in the region, initiatives to foster economic growth, and their thoughts on how each jurisdiction can work together to improve our regional economy. The panel included a discussion with Arlington County Board Chair Katie Cristol, Prince William Board of County Supervisors Vice-Chair Margaret Franklin, Fairfax County Board of Supervisors Chair Jeff McKay, Loudoun County Board of Supervisors Chair Phyllis Randall, and City of Alexandria Mayor Justin Wilson.



7th Annual Northern Virginia Elected Leaders Summit panelists

State of the County & Public Safety Awards

The State of the County & Public Safety Awards celebrated Arlington's economic achievements, the community's future, and all who make the area an excellent place to live and work. The event began with a State of the County address from Arlington County Board Chair Katie Cristol and then honored our public safety personnel and first responders from Arlington County's Fire Department, Police Department, Public Safety Communications & Emergency Management Office, and the Sheriff's Office.



Award winner Master Police Officer Tara Crider and Chief Andy Penn

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annual meeting



2023 Chair Tina Leone greeting guests

The Arlington Chamber of Commerce hosted the 98th Annual Meeting on Friday, December 9 at the Sheraton Pentagon City Hotel. A key event for the Arlington business community, the 98th Annual Meeting celebrated the Chamber's accomplishments of 2022, while looking ahead to what's to come in 2023. 2022 Chair Beth Borowski and Kate Bates, President & CEO of the Arlington Chamber of Commerce, presented the prestigious awards during the event. Following the award presentations, Randy Clarke, President & CEO of **Washington Metropolitan Area Transit Authority (WMATA)**, presented a keynote speech.



Randy Clarke delivering his keynote speech

The event started with the presentation of the annual awards. **Rick Reinsch** of the **Digital Recollections** received the President's Award, **Arlington Law Group** received the Chair's Award, and the Education and Workforce Development Committee, chaired by **Dr. Liza Durant** of the **George Mason University**, received the Committee of the Year Award.

Following the presentation of awards, Chamber President & CEO Kate Bates highlighted a few of the Chamber's top achievements of 2022, including their business advocacy efforts, increased membership numbers, successful events, and introduction of a 401(k) Retirement Program for Chamber members.



2022 Chair Beth Borowski and President & CEO Kate Bates presenting the Chair's Award to Ryan Brown of Arlington Law Group

Keynote speaker Randy Clarke highlighted the successes and challenges that WMATA faces. As the new CEO he has already faced many challenges, but has also seen several successes for WMATA within the past year. One of the accomplishments is the recently opened Silver Line Extension, a project he said was sixty years in the making. "We've had 77,000 entries at those six stations just in the first three weeks of them being open. It's a great connection for our region that really fuels the economy."

"2022 has been a year of change for the Arlington community, including our business community," said Kate Bates, Arlington Chamber President & CEO. "The Arlington community has continued to evolve throughout the year. We are proud to celebrate the end of a productive year thanks to our members, committees, sponsors, partners, and staff."



Guests during Annual Meeting program



Grand sponsor Comcast



President & CEO Kate Bates, Randy Clarke, and 2022 Chair Beth Borowski



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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.