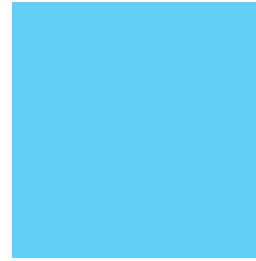
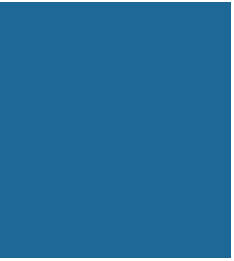




2023

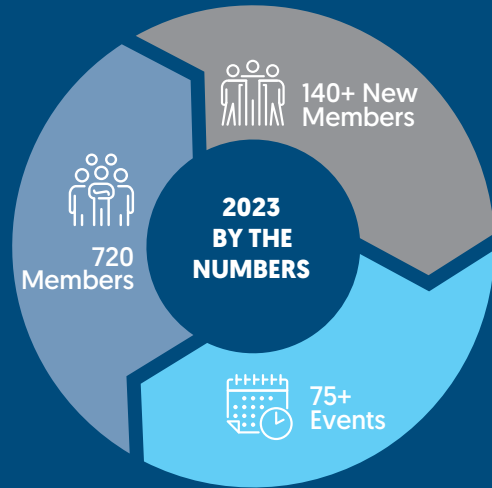
ANNUAL REPORT

ARLINGTON CHAMBER OF COMMERCE



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2023 CHAIR'S MESSAGE



Greetings Chamber Members,

Serving as your Chair for 2023 has been an absolute honor. Leading such a dynamic and hard-working Chamber has been both challenging and rewarding. As I reflect on my time, I am genuinely disappointed at how swiftly it passed. I can say with sincerity that I will deeply miss being at the helm of this exceptional organization.

Navigating the challenges of chairing this Chamber was relatively straightforward for me: exercise restraint. However, when I assumed the role of Incoming-Chair, a question lingered in my mind: "How do you best serve a chamber that is already operating at a high level?" The answer became clear – avoid fixing what isn't broken or creating tasks for the sake of appearances. Instead, the focus should be on supporting and augmenting the outstanding work already in progress.

Following this principle, I invited Kate to join me in engaging directly with each board member. We sought their input on maximizing the use of their time, talent, and connections for the betterment of the Chamber. Over the course of the year, we met with each member, primarily in small groups – a total of about 50 people and 20 meetings. These interactions proved invaluable. We implemented constructive changes to our board meetings, introducing a consent agenda to free up time for members to delve into important issues and explore topics that would guide our staff's major efforts.

This strategic shift played a pivotal role in developing plans to fundraise for and celebrate the Chamber's upcoming 100th anniversary in 2024.

Thank you for the privilege of serving as your Chair. I am grateful for the collective efforts that make this Chamber truly exceptional.

Sincerely,

Tina Leone
Ballston BID

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2024 CHAIR'S MESSAGE



It is with immense pride and gratitude that I begin my term as the Chair of the Arlington Chamber of Commerce for its 100th year. This significant milestone is a testament to the dedication and collaborative spirit that has defined our Chamber over the past century. Over the years, our Chamber has evolved into a dynamic and influential voice, playing a pivotal role in shaping the business landscape and advocating for the interests of our diverse membership.

As I reflect on the remarkable history that has brought us to this moment, I am reminded of just how much our County has changed over the past century. And how many of those changes our Chamber has both seen and help foster. When the Chamber began in 1924 the population of Arlington was a tenth of what it is today. Farms were still prevalent throughout the County. The Chamber was here when the first brick of the Pentagon was laid, when the first rail of the Metro was placed, and for so many other major community milestones.

As we celebrate this rich history, let us also look forward with eager eyes to the opportunities that lie ahead. The next hundred years hold immense potential for our Chamber and our community. Together, we can build upon the foundation laid by our predecessors to ensure those who come after us are positioned to take us soaring even higher than we can imagine. In the same way an Arlingtonian from 1924 would not imagine the ways in which our County and our Chamber have grown.

To mark this momentous occasion, we have planned a series of celebrations throughout our events and programs this year. I invite each of you to participate in these as we honor our history, recognize our achievements, and embrace the exciting possibilities that the future holds.

Thank you for being an integral part of our journey. Here's to the past 100 years of excellence, and to the countless opportunities that await us in the next century.

Sincerely,

David Kinney
Clarendon, LLC

Our MISSION

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.

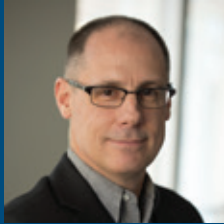
Our VISION

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

2024 EXECUTIVE COMMITTEE



CHAIR
David Kinney
Clarendon, LLC



CHAIR-ELECT
Steve Cooper
NextUp Solutions



**IMMEDIATE
PAST CHAIR**
Tina Leone
Ballston BID



PAST CHAIR
Beth Borowski
CNA



**PRESIDENT &
CEO**
Kate Bates
Arlington Chamber
of Commerce



TREASURER
Jim Wilmot
Arlington Community
Federal Credit Union



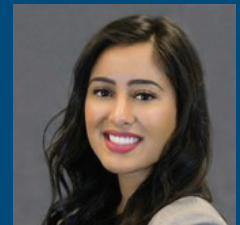
**ASSISTANT
TREASURER**
Sarah DeVoe
EarthOptics



**VICE CHAIR
COMMUNICATIONS**
Scott Reamy
Dominion Energy



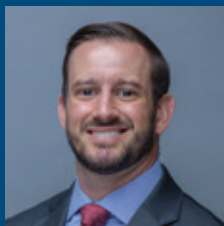
**VICE CHAIR
COMMUNITY
ENGAGEMENT**
Flavia Sampaio
Residence Inn by
Marriott - Rosslyn



**VICE CHAIR
BUSINESS
ADVOCACY**
Bismah Ahmed
Apartment and
Office Building
Association



**VICE CHAIR
MEMBER AFFAIRS**
Andrea Fava
Amazon



**VICE CHAIR
MEMBERSHIP
DEVELOPMENT**
Chris Lipscomb
Founders Bank

CHAMBER STAFF

Kate Bates
President & CEO

Mike Rosenow
Vice President of Membership

Will Mulligan
Membership Engagement Director

Josue Bastidas
Marketing & Membership Coordinator (part-time)

John Musso
Government Affairs Manager

DJ Batchelor
Operations Manager

Caley Fagerstrom
Events Associate (part-time)

2024 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
Kevin Broadhurst, Comcast
Ryan Brown, Arlington Law Group
Tony Burchard, VHC Health
Carolyn Carpenter, Johns Hopkins Health System, National Capital Region
Dulce Carrillo, Arlington Public Schools**
Keshaun Clark, Mainstreet Bank
Steve Cooper, NextUp Solutions
Sarah DeVoe, EarthOptics
Ben Eitan, Clark Construction Group
Andrea Fava, Amazon
Stacy Foster, Mastercard

Betsy Frantz, PathForward
Tracy Sayegh Gabriel, National Landing Business Improvement District
Janel Giambrone, M&T Bank
Ashley Greenspan, Crown Castle
Gautam Gupta, Truist
Larysa Kautz, Melwood
David Kinney, Clarendon, LLC
Santya Lanman, Rosslyn Business Improvement District
Tina Leone, Ballston Business Improvement District
Paul Liberty, George Mason University
Chris Lipscomb, Founders Bank
COL. Tasha Lowery, Joint Base Myer-Henderson Hall*
Garrett McGuire, AT&T
Aaron Moore, VIDA Fitness
Eric Morales, United Bank
Fraser Murdoch, Bridges to Independence
John Murphy, Washington Workplace

Diana Nakarmi, Pentagon Mixed Martial Arts
Joe Oyler, The Boeing Company
Cleve Packer, UVA | Northern Virginia
Andrew Painter, Walsh, Colucci, Lubeley & Walsh, P.C.
Mahreen Rashid, Excella, Inc.
Scott Reamy, Dominion Energy
Flavia Sampaio, Residence Inn by Marriott - Rosslyn
Grace Shea, Lebanese Taverna
Kevin Shooshan, The Shooshan Company
Dennis Slon, Marymount University
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

2024 COMMITTEE CHAIRS

Ambassador Committee
Rick Reinsch
 Digital Recollections
 Community Action Committee
Jennifer Davies
 Animal Welfare League of Arlington
 Education & Workforce Development Committee
Dr. Liza Durant
 George Mason University

Gala Committee
Patrick Algyer
 Encore Engagement Solutions
 Government Affairs & Economic Development Committee
Scott Pedowitz
 AOBA
Tad Lunger
 Impresa Legal

Hotel General Managers Committee
Flavia Sampaio
 Residence Inn by Marriott – Rosslyn
 Membership Development Committee
Tom Cooper
 The Brothers That Just Do Gutters of Arlington
 Membership Engagement Committee
Janel Giambrone
 M&T Bank

Our MEMBERSHIP



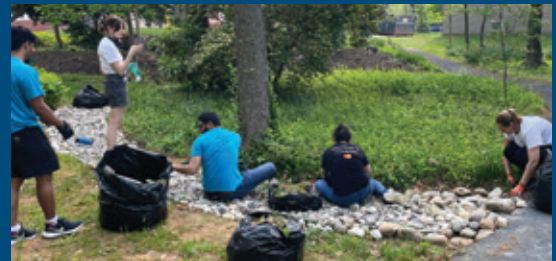
Our COMMITTEES



The Chamber has different committees that offer members a way to broaden their networks while learning about issues that impact local businesses and the broader Arlington community. We offer open committees that members can drop into at any time and working committees that require a deeper time commitment. With varying committees, members can choose which ones best suit their interests and objectives for involvement. 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

Connects the more than 100 nonprofit organizations in the Chamber with each other and with the business members. This committee provides resources to the nonprofit organizations and fosters business-nonprofit connections.



EDUCATION & WORKFORCE DEVELOPMENT COMMITTEE

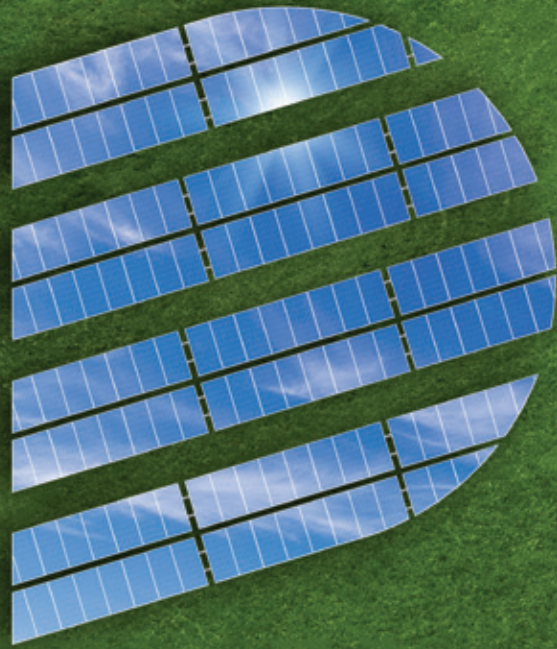
Works to foster relationships between education and businesses to meet the workforce development challenges of today and tomorrow. This committee convenes members of the educational community ranging from K-12 to higher education with members of the business community to discuss strategies that will prepare students for successful careers.



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. This group also drafts the Chamber's policy positions that are reviewed and adopted by the Board of Directors, providing all members with a seat at the table in the policymaking process.





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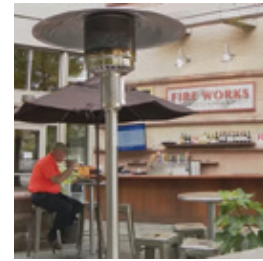
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Business ADVOCACY



The Chamber continues to be a leading voice in the business community. In 2023, the Chamber helped make a real and lasting impact on the business community with more than 35 policy position letters sent and countless hours spent in conversations with elected officials and key government leaders. Through diligent effort and steadfast leadership, the Chamber achieved several significant advocacy victories, championing the interests of our members and contributing to the success of businesses in Arlington.

ADVOCATING FOR THE ARLINGTON RESTAURANT COMMUNITY

2023 saw the culmination and adoption of many significant policies and projects at the County level. Chief among them was the Zoning Ordinance that permits operators of Temporary Outdoor Seating Areas (TOSAs) to be made permanent, which was adopted by the County Board in July. This was a development championed by the Chamber for several years, as we recognized the tremendous value that outdoor dining provided, both helping our restaurants stay in business and contributing to a more vibrant streetscape.

The Chamber was involved throughout the adoption process, advocating for strong communication on the process from Arlington County to restaurants, and providing consistent updates on the process for adoption to restaurant members. Once the new regulatory framework was adopted, the Chamber visited restaurants in person with Arlington County staff to make sure that owners and managers had the right information to transition from temporary outdoor seating to permanent outdoor seating.

The Chamber also successfully advocated for a number of individual members. Notably, the Chamber saved the live entertainment permit of a restaurant member that would have otherwise been rescinded.

A VOICE FOR BUSINESS IN MAJOR COUNTY PLANNING

The Arlington Chamber represented the voice of the business community both in policy matters explicitly related to business, and broader policies affecting the whole of Arlington.

This fall, the County Board adopted the Langston Boulevard Area Plan. This was the culmination of a decade-long process by community advocates and County Staff to develop a vision for the corridor. In the months leading up to adoption, the Chamber was a strong voice to the County advocating for the concurrent adoption of General Land Use Plan (GLUP) designations with the Final Plan to quickly and effectively realize the development goals the County and the Chamber shared for the Langston Boulevard corridor. While the GLUP designations were not adopted in the Final Plan, the County Board did state their plan to amend the GLUP designations in 2024 in accordance with a proposed GLUP map included in the Plan, which the Chamber supports as a method to realize the shared vision for the corridor in a manner that encourages development and investment.

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Facebook.com/ArlingtonChamberVA



Arlington Chamber of Commerce -
Virginia

Business ADVOCACY



PROMOTING REGIONAL TRANSPORTATION

The Chamber continues to advocate for a robust, multimodal transportation system, recognizing its value to our workforce and to the overall health of our region. As WMATA faces the challenges of tackling a “fiscal cliff” that would impact service region-wide, we continue to advocate to relevant stakeholders for strong internal reforms from WMATA to improve transparency and fiscal responsibility, and for a commitment to a financial solution once all internal revenue sources and cost savings from WMATA have been identified. We sent letters both to WMATA and to the Northern Virginia Transportation Commission noting how vital metro service is to Arlington, and noting the need for a long-term sustainable funding solution. It is necessary for the overall health of the region for WMATA to avoid draconian service cuts and put the agency and its transportation network on a long-term sustainable path. That effort will require the support of not just WMATA and government agencies but also the business community of the region.

ADVOCATING FOR MARKET RESILIENCY

Arlington continues to reckon with the challenge of a historically high commercial office vacancy rate, currently above 20%. Tackling this challenge requires a multi-faceted policy approach. One important piece of this is the reimagining of the Zoning Ordinance to facilitate more uses of commercial space, as has been proposed through Arlington County’s Commercial Market Resiliency Initiative (CMRI). In 2023 CMRI focused on one-off expansions of the Zoning Ordinance to allow for new commercial uses not otherwise be permitted, such as pet boarding, podcast studios, artisan studios, breweries, ghost kitchens, and micro-fulfillment warehouses. The Chamber supported all these efforts, which were adopted. The County is currently planning the second phase for 2024 to reform the process and regulations more significantly for usage of commercial spaces. The Chamber will continue to support these and other significant efforts to tackle the problem of commercial vacancy and streamline processes for those who do business in Arlington.

The Chamber’s FOUR FOCUS AREAS



NETWORKING & BUSINESS DEVELOPMENT

Fostering valuable connections to help businesses grow



GOVERNMENT AFFAIRS/ADVOCACY

Acting as a greater voice for local businesses and organizations



EDUCATION OPPORTUNITIES

Providing resources and tools for all businesses



COMMUNITY ENGAGEMENT

Building lasting relationships within the Arlington community

Community

IMPACT



The Chamber is proud to be a resource to our member businesses to build enriching relationships with the Arlington community. In 2023, we worked closely with nonprofit organizations, educational institutions, and state and local government to cultivate valuable partnerships.



JOB SHADOW DAY

This fall, more than 40 sophomores and juniors from Arlington Public Schools visited local business sites through the Arlington Chamber of Commerce's Job Shadow Day, which provided an opportunity for students to experience real-world work environments in their areas of interest.

Job Shadow Day was organized by the Arlington Chamber of Commerce's **Education and Workforce Development Committee**, in partnership with Arlington Public Schools' Career Center, and was sponsored by **Amazon**.



This year was the first in-person Job Shadow Day since 2019. Following the kick-off event at **Amazon's** HQ2 in National Landing, students visited job sites across Arlington. Business sites were curated based on student interest areas ranging from construction to theater to healthcare. At the job sites, the businesses provided the students with an overview of the company as well as information about career opportunities in that specific job sector.



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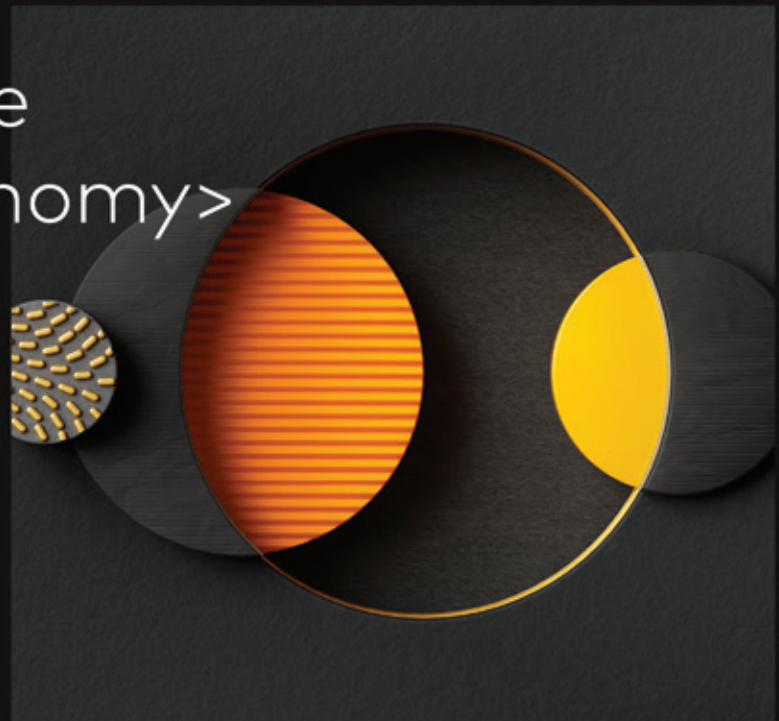


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Signature EVENTS



In addition to our monthly networking events, the Chamber hosts several annual events, some geared toward a specific issue or industry. Whether you're aiming to enhance your company's visibility via sponsorship, connect with influential business leaders, or achieve specific business goals, the Chamber's Signature Events are designed to support your objectives..

ARLINGTON BUSINESS GALA

This year, the Chamber celebrated the 99th 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

More than 200 volunteers from local businesses and organizations joined the Chamber for the 24th Arlington Chamber Volunteer Day. This event is produced by the Chamber's Community Action Committee and connects Arlington businesses to Chamber member nonprofits for a day of service and an opportunity to learn about ongoing needs. Participants volunteered at various Chamber member nonprofits on a variety of projects ranging from painting classrooms to making food baskets.



BEST BUSINESS AWARDS

This year, the Chamber celebrated the 37th 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 the late Bert W. Johnson, Lola C. Reinsch, and Robert H. Hawthorne into the Arlington Business Hall of Fame.



Signature EVENTS



AWE WOMEN IN BUSINESS SUMMIT

In 2023, the Chamber hosted the AWE Women in Business Summit which featured keynote speaker Shaara Roman, Founder & CEO of The Silverene Group. 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 personally and professionally.



NORTHERN VIRGINIA ELECTED LEADERS SUMMIT

The 8th 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 Vice-Chair Libby Garvey, Prince William County Board of Supervisors Chair at-Large Ann B. Wheeler, Fairfax County Board of Supervisors Chair Jeff McKay, Loudoun County Board of Supervisors Chair Phyllis Randall, and City of Alexandria Mayor Justin Wilson. Senator Mark Warner delivered the keynote address.



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 Christian Dorsey 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.





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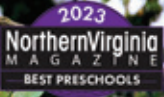




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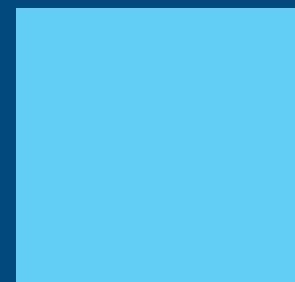
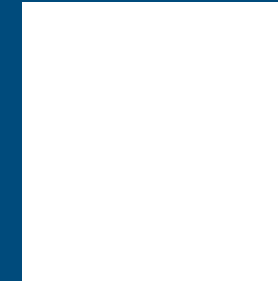
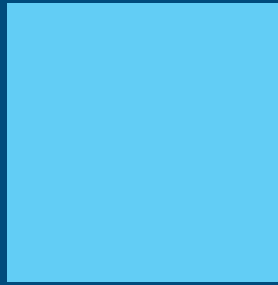
Annual MEETING

The Arlington Chamber of Commerce hosted the 99th Annual Meeting on Friday, December 8 at the Sheraton Pentagon City Hotel. A key event for the Arlington business community, the 99th Annual Meeting celebrated the Chamber's accomplishments of 2023, while looking ahead to what's to come in 2024.

The event started with the presentation of the annual awards, The Committee of the Year Award was presented to the Chamber's **Government Affairs and Economic Development Committee**, chaired by Tad Lunger of **Impresa Legal** and Scott Pedowitz of **Apartment and Office Building Association**, for their work providing access to elected officials and policy makers to the Chamber membership, and all of the successful advocacy efforts. **Amazon** received the Chair's Award for their continued dedication to the Arlington business community and strong support for Chamber initiatives such as Arlington Restaurant Week, our Job Shadow Day, and Young Professionals series. R. Doug Taylor of **Bean, Kinney & Korman P.C.** received the President's Award for significant contributions including sharing expertise with members through speaking at events, and volunteer service in several capacities.

Following the award presentations, **Robert M. Blue**, Chair, President and Chief Executive Officer of **Dominion Energy** presented the keynote speech.

The Chamber's Chair for 2024, **David Kinney of Clarendon LLC**, introduced the slate for the 2024 Executive Committee and Board of Directors, including the announcement that **Steve Cooper of NextUp Solutions** will serve as the 2025 Chair of the Board of Directors. David also shared some of the plans to celebrate the Chamber's centennial in 2024, kicking off with 100th Annual Arlington Chamber's Business Gala on January 27 at the Ritz-Carlton, Pentagon City.





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