

# the Arlingtsonian

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## in this ISSUE

SPECIAL THANKS TO  
ARLINGTONIAN  
GRAND SPONSOR



- 2 Calendar
- 3 Chair's Message
- 4 Business Advocacy
- 5 Chamber Scene
- 6-7 Upcoming Events
  - Business Gala
  - Small Business Roundtable
  - Hospitality Awards
- 8-9 Members in the News
  - 9 Welcome New Members
- 10-11 Annual Meeting Review

## 2019 Chamber Board EXECUTIVE COMMITTEE

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Lindsey Rheaume, Immediate Past Chair  
Tina Walker, Past Chair  
Kate Bates, President & CEO  
Tina Leone, Treasurer  
Beth Borowski, Assistant Treasurer  
Adrian Stanton, Vice Chair – Communications  
David Isaacson, Vice Chair – Community Engagement  
David Kinney, Vice Chair – Business Advocacy  
Todd Ihrig, Vice Chair – Member Affairs  
Joe Prentice, Vice Chair – Membership Development

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Beth Borowski, CNA  
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Dulce Carrillo, Arlington Public Schools\*  
Crystal Christmas-Watson, Crystal City Marriott  
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David DeCamp, Newmark Grubb Knight Frank  
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John Finlay, Crystal City Sports Pub  
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John Gallagher, Energesco Mechanical  
Michael Garcia, State Farm Insurance  
Brian Gordon, Apartment and Office Building Association  
Donna Hamaker, Buck & Associates  
Greg Hamilton, Arlington Magazine  
Todd Ihrig, H.D. Vest Investment Services  
David Isaacson, Beach Geeks, Inc.  
Sonia Johnston, John Marshall Bank  
Linda Kelleher, Culpepper Garden  
David Kinney, Clarendon, LLC  
Tina Leone, Ballston Business Improvement District  
Tad Lunger, McGuireWoods LLC  
Pinkie Dent Mayfield, Graham Holdings Company  
Garrett McGuire, AT&T  
Greta Menard, Capital MarCom  
Greg Mullan, George Mason Mortgage, LLC  
John Murphy, Washington Workplace  
Barbara Nicastro, The Law Offices of Barbara E. Nicastro  
Shy Pahlevani, Hungry Marketplace, Inc.  
COL. Kimberly Peebles, Joint Base Myer-Henderson Hall\*\*  
Joe Prentice, Monument Home Loans  
Greg Raines, Dittmar Company  
Scott Reamy, Dominion Energy  
Lindsey Rheaume, EagleBank  
Scott Ritter, United Bank  
Robin Robertson, The National Capital Bank of Washington  
David Rowley, Minuteman Press  
Adrian Stanton, Virginia Hospital Center  
Doug Taylor, Bean, Kinney & Korman, P.C.  
Darren Tully, Freedom Bank  
Tina Walker, BAE Systems  
Marianne Ward-Peradoza, Marymount University  
Jim Wilmot, Arlington Community Federal Credit Union

\* Liaison, Arlington Public Schools  
\*\* Liaison, U.S. Military

## CHAMBER STAFF

Kate Bates, President & CEO  
Mike Rosenow, Membership Director  
Jennifer Garry, Membership Engagement Director  
Sarah Lindner, Events Manager  
Scott Pedowitz, Government Affairs Manager  
Olivia McKay, Operations Coordinator  
Debbie Powers, Events Associate  
Miki Gilmore, Communications Associate

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

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# chamber calendar

## JANUARY

- 4 Friday**  
**Sustainability Committee Meeting**  
9:00-10:00 a.m.  
Chamber Boardroom
- 7 Monday**  
**Ambassador Committee Meeting**  
4:15-5:15 p.m.  
Chamber Boardroom
- 9 Wednesday**  
**Executive Committee Meeting**  
8:00-9:30 a.m.  
Chamber Boardroom
- 10 Thursday**  
**SMART Start**  
4:00-5:15 p.m.  
Chamber Boardroom
- 10 Thursday**  
**Breakfast Connection: Small Business Focused**  
7:30-9:00 a.m.  
Holiday Inn Rosslyn
- 16 Wednesday**  
**Government Affairs & Economic Development Committee Meeting**  
9:00-10:00 a.m.  
Chamber Boardroom
- 17 Thursday**  
**Business After Business**  
5:00-7:00 p.m.  
Ruth's Chris Steak House
- 18 Friday**  
**Board of Directors Orientation**  
10:30-11:30 a.m.  
WETA-TV
- 18 Friday**  
**Board of Directors Meeting**  
11:30 a.m.-2:00 p.m.  
WETA-TV
- 24 Thursday**  
**Education and Workforce Development Committee Meeting**  
3:30-5:00 p.m.  
Chamber Boardroom
- 26 Saturday**  
**95th Annual Arlington Business Gala**  
6:30 p.m.-12:00 a.m.  
The Ritz-Carlton, Pentagon City
- 28 Monday**  
**Membership Engagement Committee Meeting**  
4:00-5:00 p.m.  
Chamber Boardroom
- 30 Wednesday**  
**Community Action Committee Meeting**  
9:00-10:00 a.m.  
Chamber Boardroom
- Small Business Roundtable**  
11:45 a.m.-1:00 p.m.  
Chamber Boardroom

Visit the Chamber calendar to stay updated on the latest events.

Register online at [www.arlingtonchamber.org](http://www.arlingtonchamber.org) or call (703) 525-2400

## FEBRUARY

- 1 Friday**  
**Sustainability Committee Meeting**  
9:00-10:00 a.m.  
Chamber Boardroom
- 4 Monday**  
**Ambassador Committee Meeting**  
4:15-5:15 p.m.  
Chamber Boardroom
- 6 Wednesday**  
**Government Affairs & Economic Development Committee Meeting**  
9:00-10:00 a.m.  
Chamber Boardroom
- 7 Thursday**  
**SMART Start**  
4:00-5:15 p.m.  
Chamber Boardroom
- 13 Wednesday**  
**Executive Committee Meeting**  
8:00-9:30 a.m.  
Chamber Boardroom
- 20 Wednesday**  
**Government Affairs & Economic Development Committee Meeting**  
9:00-10:00 a.m.  
Chamber Boardroom
- 21 Thursday**  
**Business After Business**  
5:00-7:00 p.m.  
The Westin Arlington Gateway
- 26 Tuesday**  
**Membership Engagement Committee Meeting**  
4:00-5:00 p.m.  
Chamber Boardroom
- 27 Wednesday**  
**Community Action Committee Meeting**  
9:00-10:00 a.m.  
Chamber Boardroom
- 28 Thursday**  
**Breakfast Connection: Combined with Greater Washington Hispanic Chamber of Commerce**  
7:30-9:00 a.m.  
Holiday Inn Rosslyn
- Small Business Roundtable**  
11:45 a.m.-1:00 p.m.  
Chamber Boardroom

## Questions?

For questions regarding events, contact Sarah Lindner, Events Manager, at [events@arlingtonchamber.org](mailto:events@arlingtonchamber.org) or (703) 525-2400.

# CHAIR'S MESSAGE

## Return on Investment

As I start my year as Chair, I think about the return on investment from my Chamber membership. I joined the Chamber in May of 2011, one month before **Arlington Magazine** officially launched. As a newly minted local business owner, I felt it was important to get involved in the community, meet other local business owners and decision makers, and—most importantly—attract new clients.

For the uninitiated, Return on Investment (ROI), as defined by Investopedia, is a performance measure used to evaluate the efficiency of an investment or compare the efficiency of a number of different investments. ROI tries to directly measure the amount of return on a particular investment, relative to the investment's cost.

As a new Chamber member, I attended several Business After Business events, met some very nice people, collected a number of business cards and... nothing. No business came as a result. So I attended the Annual Meeting in December and the Gala in January. My wife and I had a great time, we met some very nice people, I collected a number of business cards and... nothing. No business came as a result.

But I hung in there. I continued to look for ways to get involved. Over time, connections happened and I've made some very important business relationships. Many have become friends, which makes it all the more meaningful.

We are all impatient. We all want leads for our business. We are all looking for the silver bullet and want immediate results. But I believe that if we are willing to invest in relationships and if we are willing to help others without the expectation of getting something in return, good things will come and business will follow.

The Chamber can help you on a number of fronts: networking, professional development, marketing, and advocacy. I encourage you to attend events. Join a committee. Find something that interests you, professionally and personally, and dive in. Even if you never attend an event or take advantage of the many opportunities the Chamber offers, it feels right to join and support the organization that is working on your behalf to advance the interests of business in our community.

As I wrap up my first official Chair's message, I am thrilled to formally welcome our newest Chamber member: **Amazon**. We are thrilled to have them on board, and their decision to join speaks volumes about the value our Chamber provides to businesses in Arlington. So whether you represent big business, small business or a nonprofit, there are so many different ways for you to find value in the Chamber—if you are willing to put some time into it. The ROI will come, I assure you.

**Greg Hamilton**  
Arlington Magazine



Greg Hamilton



### SMART START

Maximize your membership at this free info and networking session on meeting new clients and utilizing your member benefits.

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PREMIER SPONSOR

Michael Garcia -  
State Farm Insurance

### BREAKFAST CONNECTION

Bring your business to the table. Through roundtable power networking, attendees will exchange business cards, develop prospects, and share an elevator pitch.

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### BUSINESS AFTER BUSINESS

End your busy workday on a high note with food and drinks, mixer-style networking, and the chance to win door prizes, including cash from the jackpot available each month.

can't-miss  
EVENTS

## Chamber Announces Public Policy Positions for 2019



The Chamber's Board of Directors sets public policy positions to guide the Chamber's business advocacy each year. The Chamber divides its policy goals into positions for the Virginia General Assembly and for Arlington's local government.

The General Assembly policy positions focus on legislation to support business development, and are the basis for the Chamber's lobbying efforts in Richmond. The positions include economic development programs, improvements for transportation infrastructure, expanding

workforce housing development, and the Commonwealth's incentive proposal for **Amazon's** new headquarters.

The local policy positions guide the Chamber's advocacy to the County Board. The highlight of the local positions is a call for the County to continue its work toward instilling a culture of business attraction and accommodation throughout the organizational—truly making Arlington a great place to work, live, and do business. Full details are available at [www.arlingtonchamber.org](http://www.arlingtonchamber.org).

## Arlington County Solicits Business Input at Chamber Government Affairs Committee

The Chamber's Government Affairs & Economic Development Committee welcomed several Arlington County officials at its meetings in November and December. It was the government who reached out to the Chamber to set up these meetings because they wanted business community input in their plans and initiatives, and chose the Chamber as the best place to receive it.

Caitlin Hutchison led a team of staff from the Departments of Human Services and Community Planning, Housing, and Development to present the state of the County's Child Care Initiative. The group held a robust discussion on making sure that regulations don't inadvertently limit the supply of child care, which everyone recognizes needs to be increased to make Arlington an affordable place for parents to work and live.



Elizabeth Carriger and Angela Adams from Arlington Cultural Affairs came to discuss updates to the Public Art Master Plan. Developers in the meeting talked about ideas for a system that allows creativity to shine in Arlington's public places without burdens, red tape, or excess costs.

Ritch Viola from the Transportation Division shared updates for the Bicycle Element of the Master Transportation Plan. Like with public art, business leaders around the table agreed that it's good for cyclists to have safe and convenient facilities for riding their bikes, including for their commutes to work. But, also like with art, committee members said that it was important that requirements really do help people ride their bikes: building extra, unused bicycle storage helps no one.

**Marian Marquez** from the Global Markets and Retention group at **Arlington Economic Development** briefed the committee on Arlington's work to retain businesses. The County's efforts to bring business to Arlington grabs the headlines, but it also puts resources behind promotion of existing firms and championing their growth. The committee enjoyed learning about this aspect of economic promotion in Arlington.

The Government Affairs & Economic Development Committee, which meets on most first and third Wednesdays of the month, will continue to welcome government leaders, elected and appointed, through 2019, and it will continue to be a strong voice for business in the policymaking process.

## additional advocacy updates:

November 13 – Kate Bates and Scott Pedowitz participated in the Arlington Economic Development Commission meeting.

December 6 – Kate Bates participated in the Alexandria/Arlington Regional Workforce Council Meeting.

December 11 – Kate Bates and Scott Pedowitz participated in the Arlington Economic Development Commission meeting.

December 12 – Scott Pedowitz attended the Crystal City BID Strategic Plan Open House.

December 15 – Kate Bates and Scott Pedowitz attended the recognition for outgoing County Board member John Vihstadt.

December 18 – Kate Bates and Scott Pedowitz attended the swearing in of newly elected County Board member Matt de Ferranti.

## 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 highlights from a sampling of the events that Chamber staff and members of our Board of Directors participated in on behalf of the Chamber.

October 12 – Scott Pedowitz attended the Brighter Futures Breakfast supporting **Doorways for Women and Families**.

October 12 – Kate Bates participated in the Virginia Chamber of Commerce Executives Board Meeting.

October 15 – Kate Bates attended **Monument Home Loans' Monument Monday** at TechSpace Inc.

October 16 – Scott Pedowitz attended **AHC, Inc.'s Annual Membership Meeting and Volunteer of the Year Awards**.

October 24 – Kate Bates attended **Volunteers of America Chesapeake's Harvest For Hope** breakfast.

October 24 – Kates Bates and Mike Rosenow attended the ribbon-cutting ceremony for **SK Eyecare's** new office.



Century 21 New Millennium's ribbon-cutting ceremony



Kate Bates and Scott Pedowitz attend the Governor's press conference announcing Amazon's new Arlington HQ

November 7 – Kate Bates delivered remarks at the ribbon-cutting ceremony for **John Marshall Bank's** new lending department office. Mike Rosenow and Scott Pedowitz also attended.

November 8 – Kate Bates hosted a group from **Leadership Center for Excellence's** Leadership Arlington class on their Economic Development program day.

November 10 – Kate Bates attended **American Red Cross' Salute to Service** Gala.

November 13 – Kate Bates and Scott Pedowitz attended the Governor's press conference announcing **Amazon's** plan to open a headquarters office in Arlington.

November 13 – Kate Bates and Mike Rosenow attended the ribbon-cutting celebration for **OneLife Fitness' re-opening**.

November 15 – Mike Rosenow and Scott Pedowitz attended a celebration for **Aspire! Afterschool Learning** as guests of **Garrett McGuire of AT&T**.

November 16 – Kate Bates, Scott Pedowitz, and Olivia McKay attended **Crystal City BID's** celebration of the **Amazon** headquarters announcement.

November 27 – Kate Bates spoke at the ribbon-cutting celebration for **Century 21 New Millennium's** new location. Jennifer Garry and Mike Rosenow also attended.

November 28 – Kate Bates, Mike Rosenow, Jennifer Garry, and Scott Pedowitz attended Arlington Premiere, a celebration of new business in Arlington. The Chamber was a partner organization at this event hosted by **Arlington Economic Development at Convene**.

December 4 – Kate Bates delivered remarks at the ribbon-cutting ceremony for **Bean, Kinney & Korman, P.C.'s** new office. Mike Rosenow and Scott Pedowitz also attended.

December 12 – Scott Pedowitz attended the **Arlington Optimist Club 68th Annual Christmas Breakfast**.

December 12 – Kate Bates and Scott Pedowitz attended the **Ballston BID "Sip and Jingle"** holiday celebration event at **Ballston Quarter**.



OneLife Fitness' ribbon-cutting ceremony

# THE 95<sup>th</sup> ANNUAL *Arlington Business Gala*

*Join us for a fun-filled evening you'll never forget!*

## When

Saturday, January 26, 2019

### 6:00-6:30 p.m.

VIP Reception and early screening of auction items for elected officials, Chamber directors, sponsors and their guests

### 6:30-8:00 p.m.

Silent Auction and cocktails

### 8:00 p.m. - 12:00 a.m.

Dinner is served, followed by dancing and live music

## Where

The Ritz-Carlton, Pentagon City  
1250 South Hayes Street  
Arlington, VA 22202



## Parking

Complimentary valet parking for Gala guests during the event.

## Registration

\$249 per person

Registration includes a delicious three-course dinner, live music by The Bachelor Boys, dancing, open bar, and valet parking.

## Sponsor the Gala

Sponsorships are available starting at **\$575**. All sponsorships include registrations and preferred seating for the event and your company featured on Chamber promotional materials for the event. For any questions regarding sponsorship, please contact Jennifer Garry at [engagement@arlingtonchamber.org](mailto:engagement@arlingtonchamber.org).

## Donate an Auction Item

To submit your item, send the completed Silent Auction Donation Form to Sarah Lindner at [events@arlingtonchamber.org](mailto:events@arlingtonchamber.org) before **January 11, 2019**.

## Questions?

**Registration** » Olivia McKay  
[chamber@arlingtonchamber.org](mailto:chamber@arlingtonchamber.org)  
703-525-2400

**Event** » Sarah Lindner  
[events@arlingtonchamber.org](mailto:events@arlingtonchamber.org)  
703-525-2400

**Sponsorships** » Jennifer Garry  
[engagement@arlingtonchamber.org](mailto:engagement@arlingtonchamber.org)  
703-525-2400

## Grand Sponsor



Sponsorships are an excellent way to increase visibility while supporting Chamber events and programs.  
Contact Jennifer Garry at [engagement@arlingtonchamber.org](mailto:engagement@arlingtonchamber.org) or (703) 525-2400 for details.

# Small Business Roundtable

Every month at the **Arlington Chamber of Commerce**

**January 30**

11:45 am - 1:00 pm

***“No Pressure Prospecting: Behaviors, Attitudes, and Techniques to help you prequalify, engage, and close more business”***

Presented by Nema Semnani of Precision Sales Consulting

**February 20**

11:45 am - 1:00 pm

***“Listening for the Bottom Line: How Curiosity Can Increase your Business”***

Presented by Anne Duffy of The Right Duff Coaching, LLC

## Grand Sponsor



**Register today!**

[www.arlingtonchamber.org/events](http://www.arlingtonchamber.org/events)

The Chamber's monthly **Small Business Roundtable** offers an important educational opportunity to smaller businesses. The roundtable is **free** to members but space is limited and registration is requested. The topic of discussion changes **monthly**, allowing attendees to learn how to enhance their business and increase their success in a different way each month!

## 15th Annual Hospitality Awards

Join the Chamber in celebrating the most dedicated members of Arlington's hospitality industry.

**March 19**  
**7:30 - 9:30 AM**  
**Sheraton Pentagon City Hotel**

Register by March 13 at  
[www.arlingtonchamber.org/events](http://www.arlingtonchamber.org/events)

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january & february  
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ANNIVERSARIES**



**60 Years**  
Snell Properties

**55 Years**  
Marymount University

**20 Years**  
Americana Hotel  
The Inn of Rosslyn

**15 Years**  
Billy Buck, Buck & Associates  
DoubleTree by Hilton Washington DC  
Crystal City  
Hilton Garden Inn

**10 Years**  
Arlington County Department of  
Environmental Services  
ROCKLANDS Barbeque and Grilling  
Company  
Stately Affairs

**5 Years**  
BbG Fitness  
Rosenthal Auto  
MW Global Resources LLC  
(MW Gallery)  
Strategic Consulting Partners

## Have some news to share?

Let us know! Members in the News article submissions must be emailed to the Communications Manager and received by the first of the month prior to the publication month (i.e. April 1 for consideration in the May/June issue of the *Arlingtonian*), in order to be considered for inclusion.

Members should submit a press release or new article, along with photo options, if available.

For questions, contact  
communications@arlingtonchamber.org  
or (703) 525-2400.

*Article inclusion is available on a limited basis and is not guaranteed. 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.*

# members in the news

## CRAFTHOUSE

### Crafthouse Now Franchising: Eatery's Commitment to "Eat Local, Drink Local, Support Local" Expanding beyond Virginia



**Crafthouse**, the Virginia-based eatery known for its signature craft menu and a dedication to local craft beer, bourbon, scotch, wine and spirits, is now looking for franchisees to expand the popular brand nationwide.

Owner **Evan Matz** opened three **Crafthouse** locations in Northern Virginia (Fairfax, Arlington and Reston) in May 2017 and has spent the past year and a half building a loyal and enthusiastic following. Keys to success for the restaurants

include creating a welcoming atmosphere with a hands-on operating team and a commitment to using local ingredients and vendors as much as possible.

"Our goal is to have signature food and drink items that are available at every **Crafthouse** alongside menu favorites that are customized for that local community," says **Matz**. "We will encourage each franchisee to feature what their region or state does best—North Carolina ribs or Maryland crab cakes, for instance—and source from local businesses for fresh baked buns, bread, local produce, meat, fish, brews, whiskey, wine and more. This way, **Crafthouse** can truly support and showcase its local neighborhood while giving guests the quality and consistency of a proven brand."

## ARLINGTON STRATEGY

### Arlington Strategy Celebrates Opening of New Office

On December 4th, **Arlington Strategy**, a comprehensive marketing and communications firm that serves business and nonprofit organizations, celebrated a new office opening with more than 60 people, and featured remarks by Chamber President & CEO Kate Bates, **Awesome Women Entrepreneurs** co-founder **Karen Bate** and **Arlington Strategy** CEO **Jennifer Mulchandani**.

Bates remarked, "**Arlington Strategy** is a terrific community partner, as demonstrated by **Jennifer's** leadership on the Bridges to Independence Board of Directors, which she is often representing at Chamber events." **Mulchandani** noted in her remarks that partnership with a number of other small businesses has been a key to her firm's success. "Working in Arlington has been an honor. The business community is supportive, collaborative and we can't imagine being anywhere but in Arlington."

The six and half year old firm was previously entirely home-based; the move to office space at 5001 Lee Highway marks the beginning of a growth phase that will allow **Arlington Strategy** to serve additional and larger clients.



Arlington Strategy's ribbon-cutting ceremony



## Nauticon Office Solutions Chosen as a 2018 Elite Dealer by ENX Magazine

ENX Magazine and ENX The Week in Imaging announced in October that **Nauticon Office Solutions** has been selected as a 2018 Elite Dealer. This is the fourth consecutive year that **Nauticon Office Solutions** has received this esteemed honor.

“We would like to congratulate our 2018 Elite Dealers, who continue to thrive and grow in a highly-competitive marketplace. Even as the needs of their clients continue to evolve, these dealers blend many 21st century tools and tactics with old-fashioned customer service—backed by a loyal workforce— to ensure successful outcomes,” said Susan Neimes, managing editor of *ENX Magazine* and *ENX The Week In Imaging*.

**Nauticon Office Solutions** is a locally owned technology company serving the Washington DC metropolitan area with award-winning Toshiba and Xerox multifunction devices, production equipment, managed print, managed network/IT services and VOIP telephone systems.

ONELIFE FITNESS

## US Fitness Completes \$2 Million Renovation and Converts Ballston Sport & Health to Onelife Fitness

US Fitness Holdings, LCC (US Fitness) announced on November 6, 2018 the company’s rebranding of the Ballston **Sport & Health** club to **Onelife Fitness** in conjunction with the completion of the club’s \$2 million total renovation. The new club is the fitness anchor of the Forest City’s redevelopment of the **Ballston Quarter** (formally known as the Ballston Common Mall).

US Fitness has grown to be one of the top 10 largest health club companies in the country. Guided by its mission to deliver the ultimate fitness experience to every member every time, US Fitness puts the member experience first by providing the best classes, equipment and amenities at the best price, with the highest level of customer service. “Our brand’s success is driven by our passion and commitment to provide solutions and results for our members. We are always looking for how we can improve by developing or adopting cutting-edge programs and solutions,” stated Kirk and John Galiani, Co-Chairmen and founders of US Fitness.

### welcome to our NEW MEMBERS!

**Architecture & Construction**

Alair Homes - Arlington

**Business and Professional Services**

3D Coaching & Consulting  
Bright Horizons at Courthouse Station  
Bushel Edible Gardens  
Convene  
Niki Grant - TriNet

**Commercial Real Estate**

Industrious Ballston  
Oxford Executive Suites

**Consulting**

Imperfect Clarity  
Young Marketing Consulting

**Education**

HEROES, LLC

**Financial Services**

JMW Consulting Company  
Presidential Bank

**Government Contractors**

Synectics for Management Decisions Inc.

**Healthcare**

Assisting Hands Home Care  
Encore Recovery Solutions  
Integrated Health & Wellness  
Pashapour Oral + Facial Surgery  
Sunrise of Arlington

**IT Services**

Content Analytics, Inc

**Legal Services**

Bedell PLLC  
Bregman, Berbert, Schwartz & Gilday, LLC  
Livesay & Myers, P.C.

**Nonprofit Organizations & Associations**

Arlington Optimist Club  
Columbia Pike Revitalization Organization  
Homeward Trails Animal Rescue

**Retail**

Amazon  
Geno's Flowers  
Macy's Pentagon City  
Scout & Molly's Boutique

**Restaurants**

Ambar  
Buena Vida  
Capriotti's Sandwich Shop  
SER Restaurant

## STAY CONNECTED

WITH THE CHAMBER IN 3 EASY WAYS:

- 1 Follow us on social media  
  @ArlChamberVA  
 ArlingtonChamberVA
- 2 Visit our website:  
[www.arlingtonchamber.org](http://www.arlingtonchamber.org)
- 3 Subscribe to our weekly e-newsletter by visiting our website

Send your new members referrals to **Mike Rosenow, Membership Director**, at [mrosenow@arlingtonchamber.org](mailto:mrosenow@arlingtonchamber.org) or call (703) 525-2400.

## Thanks to Our Sponsors

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Melwood

Patron Sponsors  
Arlington Food Assistance Center  
BAE Systems  
Danaher-Skewes & Associates  
Donna Hamaker - Buck & Associates  
Graham Holdings Company  
Searle Business Solutions, LLC  
Todd Ihrig – HD Vest Investment Services

# annual meeting review

## Arlington Chamber Celebrates 2018 Accomplishments at 94th Annual Meeting

The 94th Annual Meeting embodied the remarkable spirit of the Chamber, our members, and staff, whose service and support made 2018 a huge success for our organization and the Arlington business community. More than 200 business leaders were in attendance for this special event at the **Sheraton Pentagon City Hotel**.

2018 Chair **Lindsey Rheume** of **EagleBank** began the meeting by highlighting some of the Chamber's top achievements in this year, including our powerful business advocacy efforts, increase in membership, and successful execution of numerous event updates. Incoming 2019 Chair **Greg Hamilton** of **Arlington Magazine** then spoke about continuing the Chamber's growth and successes in the new year, and also introduced the 2019 Board of Directors. **Hamilton** also announced that **Scott Ritter** of **United Bank** will serve as the 2020 Chair of the Board of Directors. Assistant General Manager & Director of Legal Affairs at the Washington Capitals **Don Fishman** delivered the keynote speech, which focused on the 2018 Stanley Cup champions, how it's such an exciting time to be in Arlington and why they love calling Arlington their home.

"We are proud of the Chamber's many achievements this year including our strong membership growth and retention, strong advocacy on behalf of the business community, and a focus on partnerships," said Chamber President & CEO Kate Bates. "We also implemented a number of successful changes to our monthly networking events which resulted in increased attendance in comparison to past years. The many accomplishments we celebrated were a product of a great amount of hard work and dedication from our Board of Directors, Executive Committee, members and Chamber staff. Our Chamber looks forward to building on all of these accomplishments, as we move into a new year and prepare for a strong 2019."



Guests of the Annual Meeting enjoy lunch while hearing remarks from Lindsey Rheume



Don Fishman gives keynote speech



**Rheume** and Bates honored those who significantly contributed to the Chamber’s successes in 2018 with a presentation of the annual awards.

### President’s Award – Greg Hamilton of Arlington Magazine

The prestigious President’s Award, sponsored by **395 Express Lanes**, was presented to **Greg Hamilton** of **Arlington Magazine**. Since getting involved with the Chamber, Hamilton has been a driver for expanding chamber membership, securing 16 new members this year and saving two members at risk of dropping. He volunteered for a leadership role earlier this year when the Chamber reshaped its membership campaign, not only recruiting team captains but also bringing in the second most members of any volunteer through the drive.



Greg Hamilton of Arlington Magazine accepts President's Award

### Chair’s Award – Virginia Hospital Center (VHC)

The Chair’s Award, sponsored by **EagleBank**, was awarded to **Virginia Hospital Center**, which was accepted by **Adrian Stanton**, Vice President of Business Development and Community Relations at **VHC** and Vice Chair of Communications on the Chamber’s Executive Committee, and **Betsy Frantz**, President of the **VHC** Foundation and member of the Chamber’s Board of Directors. In partnership with Arlington County Fire & EMS, VHC organized Hands2Heart, an educational program that trains people how to recognize a cardiac arrest, request help, and initiate hands-only CPR. **VHC** also hosted the Chamber’s first exclusive networking event for an executive audience, where attendees heard from two robotic surgery experts and had the chance to test out two da Vinci robots.



Adrian Stanton and Betsy Frantz accept Chair's Award on behalf of Virginia Hospital Center

### Committee of the Year Award - Government Affairs & Economic Development Committee

The Committee of the Year Award was presented to the Government Affairs & Economic Development Committee, co-chaired by **Brian Gordon** of **Apartment and Office Building Association** and **Tad Lunger** of **McGuireWoods LLP**. In the 2018 General Assembly Session, the committee led the advocacy efforts for the renewal of the Arlington transient occupancy tax .25% surcharge. It also drove the Chamber’s efforts to join with chambers and business organizations from across Northern Virginia to lobby successfully for passage of a dedicated capital funding stream for Metro. Locally, advocacy efforts included support for the **Virginia Hospital Center’s** expansion and the recruitment of **Amazon**.



Brian Gordon and Tad Lunger accept Committee of the Year Award on behalf of the Government Affairs & Economic Development Committee

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**The Chamber**  
Arlington Chamber of Commerce  
Opportunity. Leadership. Results.

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

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

### thank you!

- Jamie Nicholas Printing, Jennifer Bush-Lawson Foundation, and Scout & Molly's Boutique for donating door prizes at the Breakfast Connection
- Arlington Arts Center and EagleBank and for hosting Business After Business
- Animal Welfare League of Arlington, Block Advisors, Jennifer Bush-Lawson Foundation, New District Brewing Company, The Ritz-Carlton Pentagon City, Scout & Molly's Boutique, StandOut Communications LLC, and Washington Workplace for donating door prizes at Business After Business
- EcoCaters and MedStar Capitals Iceplex for hosting Feed the Champion in You: Exclusive Luncheon with Caps and Wizards Chef Robert Wood



Sonia Johnston  
Regional President



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