

the Arlingtonian

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 Barbara Nicastro, The Law Offices of Barbara E. Nicastro
 Shy Pahlevani, Hungry Marketplace, Inc.
 COL. Kimberly Peeples, Joint Base Myer-Henderson Hall**
 Joe Prentice, Monument Home Loans
 Greg Raines, Dittmar Company
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 Lindsey Rheume, EagleBank
 Scott Ritter, United Bank
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 Tina Walker, BAE Systems
 Dr. Marianne Ward-Peradoza, Marymount University
 Jim Wilmot, Arlington Community Federal Credit Union

* Liaison, Arlington Public Schools

** Liaison, U.S. Military

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Kate Bates, President & CEO
 Mike Rosenow, Membership Director
 Jennifer Garry, Membership Engagement Director
 Scott Pedowitz, Government Affairs Manager
 Olivia McKay, Operations Coordinator
 Miki Gilmore, Communications Associate (Part-Time)
 Morgan Mentzer, Events Associate (Part-Time)

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

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chamber calendar

MAY

- 1 Wednesday**
Government Affairs & Economic Development Committee Meeting
 9:00-10:30 a.m.
 Chamber Boardroom
Leadshare Group Meeting
 11:45 a.m.-1:00 p.m.
 Chamber Boardroom
- 2 Thursday**
Breakfast Connection: Education Focused
 7:30-9:00 a.m.
 Holiday Inn Rosslyn
- 3 Friday**
Sustainability Committee Meeting
 9:00-10:00 a.m.
 Chamber Boardroom
- 6 Monday**
Ambassador Committee Meeting
 4:15-5:15 p.m.
 Chamber Boardroom
- 8 Wednesday**
Executive Committee Meeting
 8:15-9:45 a.m.
 Chamber Boardroom
- 9 Thursday**
Nonprofit Forum on Data Analytics: Communicating What Counts
 11:30 a.m.-1:00 p.m.
 WETA-TV 26/90.9FM
SMART Start
 4:00-5:15 p.m.
 Chamber Boardroom
- 15 Wednesday**
Government Affairs & Economic Development Committee Meeting
 9:00-10:00 a.m.
 Chamber Boardroom
Leadshare Group Meeting
 11:45 a.m.-1:00 p.m.
 Chamber Boardroom
- 15 Wednesday (cont.)**
Membership Development Committee Meeting
 2:00-3:00 p.m.
 Conference Call
- 16 Thursday**
Business After Business
 5:00-7:00 p.m.
 Mercedes-Benz of Arlington
- 17 Friday**
Board Meeting
 11:30 a.m.-1:45 p.m.
 Melwood
- 22 Wednesday**
Small Business Roundtable
 11:45 a.m.-1:45 p.m.
 Chamber Boardroom
Best Business Awards
 5:30-8:30 p.m.
 Key Bridge Marriott Hotel
- 28 Tuesday**
Education & Workforce Committee Meeting
 3:30-5:00 p.m.
 Chamber Boardroom
- 29 Wednesday**
Community Action Committee Meeting
 9:00-10:00 a.m.
 Chamber Boardroom

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

Register online at www.arlingtonchamber.org or call (703) 525-2400

JUNE

- 3 Monday**
Ambassador Committee Meeting
 4:15-5:15 p.m.
 Chamber Boardroom
- 5 Wednesday**
Government Affairs & Economic Development Committee Meeting
 9:00-10:00 a.m.
 Chamber Boardroom
Leadshare Group Meeting
 11:45 a.m.-1:00 p.m.
 Chamber Boardroom
- 6 Thursday**
SMART Start
 4:00-5:15 p.m.
 Chamber Boardroom
- 7 Friday**
Sustainability Committee Meeting
 9:00-10:00 a.m.
 Chamber Boardroom
- 11 Tuesday**
Membership Development Committee Meeting
 2:00-3:00 p.m.
 Conference Call
- 12 Wednesday**
Executive Committee Meeting
 8:15-9:45 a.m.
 Chamber Boardroom
- 13 Thursday**
Breakfast Connection with Alexandria Chamber
 7:30-9:00 a.m.
 The Chart House
- 18 Tuesday**
State of the County & Public Safety Awards
 7:30-9:45 a.m.
 Crowne Plaza Crystal City – Washington D.C.
- 19 Wednesday**
Government Affairs & Economic Development Committee Meeting
 9:00-10:00 a.m.
 Chamber Boardroom
Leadshare Group Meeting
 11:45 a.m.-1:00 p.m.
 Chamber Boardroom
- 20 Thursday**
Business After Business
 5:00-7:00 p.m.
 Industrious Ballston
- 21 Friday**
Board Meeting
 11:30-2:00 p.m.
 Joint Base Myer-Henderson Hall
- 25 Tuesday**
Education & Workforce Committee Meeting
 3:30-5:00 p.m.
 Chamber Boardroom
- 26 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

Questions?

For questions regarding events, contact the Chamber at events@arlingtonchamber.org or (703) 525-2400.

CHAIR'S MESSAGE

Good For Business, Good For Arlington

The Arlington Chamber was an advocate for **Amazon's** HQ2 as soon as the search was announced. Among its 2018 policy positions, the Chamber formally supported efforts to attract corporate headquarters to Arlington. The position was added to demonstrate support for HQ2 specifically and corporate headquarters generally.

As the search narrowed, the Chamber wrote a letter to the County Board supporting **Arlington Economic Development's** pursuit of an HQ2 bid. The Chamber also fielded a number of media requests and emphasized the strengths of the community that make Arlington attractive businesses (e.g. workforce, transportation, education, etc.).

Once the HQ2 announcement was made last fall, the Chamber kicked into high gear by convening chambers from across the region to build support for the Virginia performance agreement (the incentive package) ahead of the 2019 Virginia General Assembly session. A joint letter was signed by 14 chambers. The Arlington Chamber also helped coordinate the testimony of chamber leaders in front of the appropriate House and Senate committees.

The Chamber worked hard to educate its members and the Arlington community about the details of the incentives and the benefits of HQ2 by issuing press releases, writing letters, speaking with the media, and adding support for both the Arlington and Virginia incentives to its 2019 public policy positions. **Amazon**, recognizing the support and effectiveness of the Chamber, chose to become a member.

In advance of the County Board meeting in March, the Chamber rallied its members and the public. The Chamber organized an email campaign and more than 100 letters were sent to the County Board expressing support for **Amazon**. Chamber leadership also met with County Board members to reiterate the business community's enthusiasm and to answer any questions. At the board meeting, a diverse group of Chamber members spoke in support of the package and many more members attended. County Board member Erik Gutshall noted the Chamber's presence as a sign that Arlington's businesses care about the community. The board voted 5-0 in favor of the incentives.

Why did the Chamber go to these lengths to support **Amazon**? Because a vibrant business community is good for Arlington. The loss of jobs and high commercial vacancy rates due to BRAC, the recession and sequestration were devastating to our local tax base. **Amazon's** arrival, with 25,000 new jobs over 12 years and 4 to 8 million square feet of office space, will help to offset these losses. Plus, HQ2 will attract new businesses and support the businesses that are already here. Expanding our economy means more revenue to fund important priorities, including education, infrastructure and affordable housing. This is the best news for Arlington in a long time.

Greg Hamilton
Arlington Magazine



Greg Hamilton



See photos from the
Arlington County Board Meeting on page 4.

SMART START

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

GRAND SPONSOR

Greg Mullan -



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.

GRAND SPONSOR



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

Members can be involved in shaping policy positions through the Government Affairs & Economic Development Committee, which typically meets twice a month in the Chamber Boardroom.

To be added to the committee distribution list, email chamber@arlingtonchamber.org.

Government Affairs Committee Looks to Future of Wireless



Government Affairs and Economic Development Committee discusses small cells and innovations in wireless technology

The Government Affairs and Economic Development Committee welcomed Nathaniel Wentland from Arlington County's Department of Environmental Services to discuss plans for the deployment of small wireless cells in Arlington. Small cells are low profile antennas that can fit on street poles to improve network capacity and quality, and ultimately, aid the deployment of 5G wireless. This meeting follows the Chamber's letter to the County Board in October calling for Arlington to develop a process for deploying small cells. Committee members asked many questions about the technology and how it will be used in Arlington, and the Chamber looks forward to its deployment in Arlington.

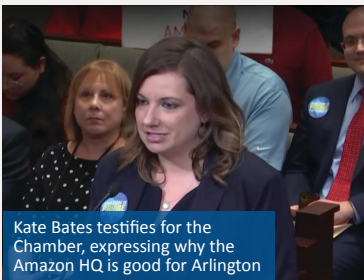
New Arlington Rules will Increase Access to Child Care

The County Board took a big step in March, unanimously adopting changes to County ordinances to make child care more accessible. The changes will bring Arlington's regulations closer into alignment with Virginia state regulations, and make it easier to open a child care center or family day care home. The Chamber sent the Board a letter and testified at the public hearing on March 16 to support the changes. Access to affordable child care is essential for people to be able to work and live in Arlington.

Chamber Supports Safety and Seeks Balance in Updated Bicycle Plan

Arlington County updated the Bicycle Element of its Master Transportation Plan in April to make roads and trails safer for cyclists, and for everyone else. The Chamber was proud to support changes like widening trails and adding lighting, which will improve the experience for bike commuters and recreational riders, alike. We also asked for balance, particularly in future requirements for bicycle parking at smaller shops and apartment buildings. The Chamber will continue engaging as the plan is implemented to ensure that this update leads to the best outcome for cyclists, businesses, and everyone on Arlington's streets.

Rallying Support for the Amazon Headquarters



Kate Bates testifies for the Chamber, expressing why the Amazon HQ is good for Arlington

As described in the Chair's Message, the Chamber rallied the business community—and the broader Arlington community—in support for Amazon's new Arlington headquarters. Following a campaign of more than 100 supportive letters, Chamber members and staff gave their Saturday to show the County Board the importance of the new Amazon headquarters for Arlington.

Many Chamber members spoke about how our local economy and local businesses will benefit. Members testified passionately about how making our economy more dynamic will benefit their employees



Joe Prentice of Monument Home Loans shares local business support for the Amazon HQ

too. Yet more spoke about the power of innovation to help solve community challenges. After more than six hours of presentations, testimony, questions, and discussions, the County Board approved the headquarters deal 5-0.

additional advocacy updates:

Testimony

Special GLUP Study process: The Chamber testified at the February County Board meeting opposing a proposed moratorium on Special GLUP Studies while the County develops a new review process for them – the Board agreed with the Chamber's position! Since then, Chamber members and staff have spoken at Long Range Planning Committee, Planning Commission, and Economic Development Commission meetings on how best to review Special GLUP Studies.

Community Events

March 7 – Chamber Chair **Greg Hamilton** of **Arlington Magazine** and Kate Bates attended the Shape of the Region conference hosted by the Northern Virginia Community Foundation and the Northern Virginia Chamber of Commerce.

March 12 – Scott Pedowitz participated in the Economic Development Commission meeting.

March 21 – Scott Pedowitz participated in the Plan Lee Highway Working Group meeting.

March 27 – Scott Pedowitz presented about the Chamber's advocacy activities at a meeting of the **Arlington Kiwanis Club**.

April 5 – Kate Bates and Scott Pedowitz attended **Leadership Center for Excellence's** Legislative Breakfast as guests of **The Boeing Company**.

April 9 – Kate Bates and Scott Pedowitz participated in the Economic Development Commission meeting.

April 11 – Scott Pedowitz attended the Northern Virginia Transportation Alliance Policymaker Breakfast.

April 24 – Scott Pedowitz participated in the Washington Area Bus Transformation Project Strategy Advisory Panel.

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.

February 28 – Scott Pedowitz attended **Alliance for Housing Solutions'** Housing Happy Hour.

March 5 – Mike Rosenow and Olivia McKay attended the Virginia Association of Chamber of Commerce Executives (VACCE) Staff Development Conference.

March 6 – Mike Rosenow attended the Brunch & Business Panel on the Sheroes of Arlington Businesses at **Arlington Economic Development**. The Chamber partnered with **Arlington Community Federal Credit Union** and **BizLaunch** on this event.

March 7 – Mike Rosenow attended **DCA Live's** Raising Capital 2019 panel.

March 7 – Chamber Chair **Greg Hamilton** of **Arlington Magazine** and Kate Bates attended the Shape of the Region conference hosted by the Northern Virginia Community Foundation and the Northern Virginia Chamber of Commerce.



2019 Chair Greg Hamilton, Kate Bates, and Karen Coltrane at the Shape of the Region Conference



Women in STEM panel at U.Group

March 7 – 2019 Chamber Chair **Greg Hamilton** of **Arlington Magazine** and Kate Bates attended the Metro Area Chambers of Commerce Regional Dinner.

March 13 – Mike Rosenow attended the inaugural **Awesome Women Entrepreneurs** Summit at **Marymount University's** Ballston campus.

March 14 – Kate Bates served on the panel for **Leadership Arlington's** Education Day.

March 20 – Kate Bates, Jennifer Garry, and Mike Rosenow attended the Women in STEM panel at **U.Group**. The Chamber partnered on this program hosted by the **Crystal City BID** and **Axios**.

March 20 – Kate Bates spoke at the ribbon-cutting ceremony for **Bright Horizons at Courthouse Station's** grand opening. Jennifer Garry and Mike Rosenow also attended.

March 22 – Olivia McKay and Mike Rosenow attended **Urban Alliance's** Networking with NoVa's Future Leaders event at **Arlington Career Center**.

March 28 – Kate Bates attended the inauguration of **Dr. Irma Becerra**, the 7th President of **Marymount University**.

March 29 – Kate Bates and Scott Pedowitz attended **A-SPAN's** 6th Annual Coming Home Breakfast.

April 4 – Kate Bates, Jennifer Garry, and Mike Rosenow attended the ribbon-cutting ceremony for **Coldwell Banker Residential Brokerage's** new office.



Kate Bates with Dr. Irma Becerra at her inauguration at Marymount University

April 4 – Kate Bates attended the Commonwealth Coffee hosted by Senator Mark Warner and Senator Tim Kaine celebrating Virginia women leaders.

April 8 – Kate Bates participated in **Arlington Community Foundation's** Shared Prosperity Summit.

April 9 – Mike Rosenow served as a table captain for **Offender Aid and Restoration (OAR)** of Arlington, Alexandria, and Falls Church's 11th Annual Second Chance Fundraising Breakfast at **Crystal Gateway Marriott**.

The Arlington Best Business Awards

33rd Annual Best Business Awards

Join the Chamber as we recognize outstanding community businesses at the prestigious **33rd Annual Best Business Awards**. These awards celebrate area businesses that go above and beyond serving their clients to make Arlington a great place to work and live.

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 its goods or services, and display an interest in and concern for the Arlington community. During this high-energy, prestigious ceremony, we'll present this year's Best Business Awards winners out of the finalists and recognize our inductees into the Arlington Business Hall of Fame.

Arlington Business Hall of Fame

The Arlington Business Hall of Fame honors men and women with a connection to Arlington County who have demonstrated a long record of successful management, expertise and business skills, along with notable achievements and exceptional civic and community involvement. We are thrilled to announce that **Giuseppe Cecchi** of **The IDI Group Companies** and real estate mogul and philanthropist **Robert H. Smith** (1928-2009) will be inducted into the Arlington Business Hall of Fame.

Giuseppe Cecchi is a visionary developer and philanthropist whose impact on the Washington D.C. area and beyond has been extraordinary. Since 1975, Mr. Cecchi has been president of the Arlington-based **IDI Group Companies (IDI)**, which under his leadership is responsible for developing 30 residential communities in Virginia, Maryland, Washington D.C., and Puerto Rico. He first made his mark on this area prior to forming **IDI**, with the famous Watergate project on the Potomac.



Robert H. Smith (1928-2009) was a real estate mogul and philanthropist who created the government and commercial center of Crystal City in Arlington and built his family's company into the single largest property owner in the Washington D.C. region. In 2002, the commercial division of the company merged with New York's Vornado Realty Trust and became part of **JBG SMITH** in 2017. Having amassed a fortune in real estate, Smith devoted his attention to philanthropy, giving hundreds of millions of dollars to universities, museums, and historic landmarks.

Wednesday, May 22

5:30-8:30 p.m.

Key Bridge Marriott Hotel

Registration closes at 5:00 p.m. Thursday, May 16 or when tickets sell out.



Increase Your Visibility

Sponsorships are available starting at **\$350**. The deadline for sponsorships is **Wednesday, May 15 at 5:00 p.m.** or when the event sells out. For more information, contact Jennifer Garry at (703) 525-2400 or engagement@arlingtonchamber.org.

Best Business Award Finalists

After a highly competitive selection process, the following businesses were chosen as finalists for the Best Business Awards:

- Home-Based:** Blue Feather Music | Dalton Digital | Lunch With A Girlfriend | MovementX
- Service:** Homewood Suites by Hilton Arlington Rosslyn Key Bridge NOVA Cat Clinic | Pentagon Mixed Martial Arts
- Retail:** Bayou Bakery | FVCbank | M&T Bank
- Nonprofit:** A-SPAN | OAR of Arlington, Alexandria, and Falls Church | Signature Theatre
- Technology:** Deft Consulting | HUNGRY Marketplace, Inc. | VerticalApps
- Large Business:** Arlington Community Federal Credit Union | HDR, Inc. | U.Group

Grand Sponsor



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



Celebrate Arlington and Honor Those Who Serve

The Chamber is proud to hold the **State of the County & Public Safety Awards**, a community-focused event that celebrates Arlington's economic achievements, our community's future, and all who make our community an outstanding place to live and work. This breakfast event will include an address by **Arlington County Board Chair Christian Dorsey**, who will highlight the economic and development status of Arlington.

We will also honor our public safety personnel and first responders from Arlington County's Fire Department, Police Department, Public Safety Communications & Emergency Management, and Office of the Sheriff, who have exemplified extraordinary heroic actions and exceptional performance of their duties.

Showcase Your Community Support

Sponsorships are available starting at \$275. The deadline for sponsorships is **Tuesday, June 10 at 5:00 p.m.** or when the event sells out. For more information, contact Jennifer Garry at engagement@arlingtonchamber.org or (703) 525-2400.

STATE OF THE COUNTY & PUBLIC SAFETY AWARDS



Tuesday, June 18 | 7:30-9:45 a.m.
Crowne Plaza Crystal City – Washington D.C.

Grand Sponsor

Keynote Sponsor



Register today at www.arlingtonchamber.com/events!

For registration questions, contact Olivia McKay at chamber@arlingtonchamber.org or (703) 525-2400.

Journey with us:

October 3-11, 2019

Travel to China

Starting at only **\$2,499** for members & their guests if you register before June 7!

Trip Includes:

- *Departure from Dulles
- *ALL Hotel Stays
- *ALL Transportation
- *ALL Meals
- *ALL Guided Tours and MORE!

Member Benefit!

To receive more information or to register, contact Olivia McKay at (703) 525-2400 or chamber@arlingtonchamber.org.

may & june
**MILESTONE
ANNIVERSARIES**



25 Years
European Foods

20 Years
Highlander Motor Inn

15 Years
Arlington County Police Department

10 Years
Info-Safety, LLC

5 Years
The National Chamber Ensemble, Inc.

Have 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.

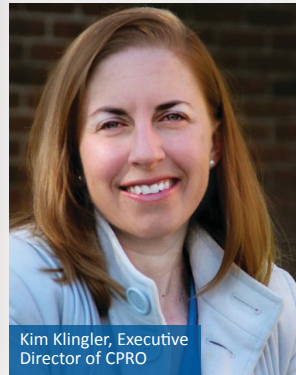
For questions, contact communications@arlingtonchamber.org or (703) 525-2400.

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

COLUMBIA PIKE REVITALIZATION ORGANIZATION

CPRO Appoints Kim Klingler Executive Director



Kim Klingler, Executive Director of CPRO

The **Columbia Pike Revitalization Organization (CPRO)** has named **Kim Klingler** as its Executive Director, succeeding **Cecilia Cassidy** who retired at the end of 2018, and **Karen Vasquez**, who has served as Interim Executive Director since January 2019.

“We are excited that **Kim** will be joining **CPRO** as our new Executive Director,” said **CPRO** board president **John Snyder**. “She brings with her tremendous experience as an Arlington activist and civic leader, as well as business expertise. All will be great assets to our organization.”

An Arlington resident for 18 years, in a professional capacity, **Klingler** has been a Division Director at the American Society for Clinical Oncology (ASCO) and a Senior Manager at Deloitte Consulting. She has also worked extensively with local organizations and Arlington County, serving as both Chair and Vice Chair for the Arlington Committee of 100, Chair of the Emergency Preparedness Advisory Commission, and Co-Chair of the Arlington County Democratic Committee - Joint Campaign.

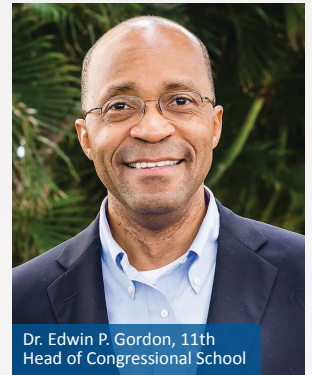
“Columbia Pike is such an amazing place with so much history, diversity, and potential,” said **Klingler**. “I am excited, and feel deeply privileged, to have the opportunity to combine my professional and community leadership skills and experiences in order to continue **CPRO’s** legacy and further shape Columbia Pike’s future.”

CONGRESSIONAL SCHOOL

Congressional School Names Dr. Edwin P. Gordon as Next Head of School

Congressional School in Falls Church, VA announced the appointment of **Dr. Edwin P. Gordon** as its 11th Head of School. **Dr. Gordon** officially joins the community on July 1.

Dr. Gordon’s career in independent and higher education most recently includes serving as the Head of School at Palm Beach Day Academy in Florida. His career highlights include a summer as the Academic Dean for grades 7-10 at the Center for Talented Youth at John Hopkins University in Baltimore, and serving as Head of Lower School, River Campus at Riverdale Country School in New York City. He also served as Executive Director of a K-12 Executive Education Program (Mid-Career Doctorate Program) for the Graduate School of Education at the University of Pennsylvania in Philadelphia.



Dr. Edwin P. Gordon, 11th Head of Congressional School

“**Dr. Edwin Gordon’s** appointment as **Congressional’s** next Head of School is very exciting for our community,” said **Daniel Timm**, Chair of **Congressional School’s** Board of Trustees. “The goal of the Search Committee and the Board of Trustees was to appoint a strong, visionary leader who will embrace our school’s culture and values. We believe **Dr. Gordon** is the right leader to take **Congressional School** to new heights.”

“The intellectual energy of this community, a shared commitment to the success of students, and the traditions and innovations of the school make this an exceptional place to learn and work,” stated **Dr. Gordon**. “I look forward to being a part of the wonderful **Congressional School** community and the next chapter of its long history of excellence.”

HUNGRY Announces \$8 Million in Series A Funding

HUNGRY, the online marketplace that connects independent chefs with the \$25 billion business and events catering market, announced it has raised \$8 million in Series A financing. The round was co-led by Sands Capital Ventures and Motley Fool Ventures, and included Marcy Venture Partners.

“**HUNGRY’s** disruptive model is a game changer for everyone involved in their ecosystem. The team is led by seasoned entrepreneurs who have an incredible track record. We are pleased to partner with **HUNGRY** and look forward to supporting their explosive growth,” said Mike Graninger, Sands Capital Ventures.

“The platform **HUNGRY** has built provides chefs with economic opportunity and culinary freedom, while making it easier for offices to provide good, reliable, healthy food. We are proud to support a company that serves the needs of so many stakeholders so well,” said Lawrence Greenberg, Venture Partner, Motley Fool Ventures.

“**HUNGRY** has built a brand that is defined by customer satisfaction. The team has cracked the code on a user-friendly marketplace that combines skilled chefs with an easy-to-use digital ordering experience. We’re thrilled to be a part of the **HUNGRY** journey,” said Larry Marcus, Marcy Venture Partners Co-Founder and Managing Director.

The financing brings **HUNGRY’s** total to \$12.5 million since its founding in late 2016 by **Eman** and **Shy Pahlevani**. **HUNGRY** will use the funds to continue investing in its digital marketplace and logistics platform and to accelerate growth in new markets across the United States. Today the company operates in Washington D.C. and Philadelphia.

“**HUNGRY’s** core purpose is to make the lives of everyone we touch better. Through our proprietary platform we have created a new and better career path for chefs while providing higher quality and more delicious food for employees and removing the hassle and frustration of ordering office catering for companies,” said **Jeff Grass**, **HUNGRY’s** CEO.

“We are very thankful to all of our investors and supporters. This truly is an amazing syndicate of powerful investors and we are excited about having their support to propel **HUNGRY’s** growth across the country,” said **HUNGRY** founder and COO, **Eman Pahlevani**.

welcome to our NEW MEMBERS!

Architecture & Construction

FORM Architects

Arts & Entertainment

Bond’s Escape Room
DC United

Business and Professional Services

Alex Grzyb – BridgeFirst Insurance
Fifth Tribe
Local Digital Solutions
The Planned Companies
WeWork

Consulting

Access Point Public Affairs
The Anser Group
PTW Solutions

Financial Advisors

Chelsi Dildine - Edward Jones
Toler Financial Group

Financial Institutions

Northwest Federal Credit Union

Fitness

Good Sweat

Government Contractors

U.Group
Home Services
College Nannies + Sitters + Tutors
NOVA Cat Clinic

Hotels

WhyHotel

IT Services

Coastal IT Solutions

Legal Services

Odin, Feldman & Pittleman PC

Nonprofits

Arlington County Democratic Committee
Operation Renewed Hope Foundation

Residential Real Estate

Fischer Real Estate
The Lewis Team/Washington Fine Properties

Restaurants

DIRT
Punch Bowl Social

STAY CONNECTED

WITH THE CHAMBER IN 3 EASY WAYS:



1 Follow us on social media

@ArlChamberVA

ArlingtonChamberVA

Arlington Chamber of Commerce - Virginia

2 Visit our website:
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 or
call (703) 525-2400.

YEA! program



Young Entrepreneurs Pitch Business Plans for Funding from Investors at "Shark Tank"-Style Event



From left to right: Margaret Chung, Arlington Career Center Principal, Amy Daniels, YEA! Instructor, 2019 YEA! students, and Jennifer Garry, YEA! Project Manager

After months of tirelessly working to perfect their ideas, **Arlington Public Schools** Career Center students in Chamber's Young Entrepreneurs Academy (YEA!) took the stage at the YEA! Investor Panel on April 11, where they pitched their business plans before a panel of investors and a public audience including Vice Chair of the **Arlington County Board**, **Libby Garvey**, as well as **Arlington County Board Members Erik Gutshall and Matt de Ferranti**. During this "Shark Tank"-style event, five students representing four businesses presented their plans to the investors to receive startup capital to make their business dreams a reality.

With \$3,200 available—thanks to our sponsors, including **Graham Holdings Company**, who made an additional contribution—the panelists went to work to determine the amount of funding to allocate to each student business. Based on the appeal and merit of the students' plans and presentations, panelists awarded each business the following funds:

- Andrew Green, a Career Center sophomore, received \$1,000 for his business, Flamewake Guitars, a manufacturing business aiming to provide people who play rhythm games with new, better peripherals at a fair price.
- Anamarie Santos, a Career Center sophomore, received \$750 for her custom art design business, Messrs. Marauders Co.
- Michael Ferguson, a Career Center sophomore, received \$600 for his company, ACC Merch, an in-school shop exclusively selling Career Center branded apparel. Michael also received a business accounting package, courtesy of **Searle Business Solutions, LLC**.
- Matt White and Genesis Concepcion, who are both juniors at the Career Center, were awarded \$850 for their business, GliptyGlik, an online streaming channel that features entertaining and educational videos.

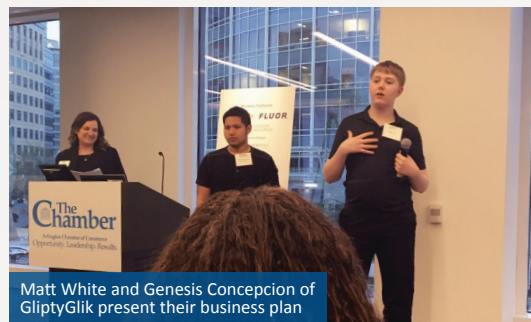
Andrew Green, CEO of Flamewake Guitars, was selected by the investors to advance to the YEA! Saunders Scholars Competition in Rochester, New York to compete against students across the country for college scholarships and cash prize packages.



Arlington Regional Semi-finalist Andrew Green of Flamewake Guitars with Paul Longworth of Fluor



Dr. Marianne Ward-Peradoza of Marymount University observes a friendly handshake between competitors



Matt White and Genesis Concepcion of GliptyGlik present their business plan

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Walter Chuda, franchise owner of Burger King, explains the ins and outs of the franchise model

Today's Business Leaders Come Together to Foster Tomorrow's Entrepreneurs

In addition to the YEA! Investor Panel, students have the opportunity to hear from several of Arlington's business leaders. Each guest speaker provides the students with valuable insight about how they got their start as an entrepreneur and share with the students, their areas of expertise ranging from franchising, dressing for success, to perfecting their pitches.

In the first half of the program, students have heard from several guest speakers including **Jennifer Leo** from **Phone2Action**, **Walter Chuda** from **Burger King**, and **Jane Abraham** from **Scout & Molly's Boutique**.



Jane Abraham, Co-owner of Scout & Molly's Boutique in Ballston, gives a presentation on how to dress professionally

The students also had the opportunity to hear from five of Arlington's leading CEOs at the YEA! CEO Roundtable on March 28. The evening began with a panel discussion where the CEOs discussed topics including how they got their starts, how they grow their customer bases, and what challenges they have faced along the way. Students were given the opportunity to ask the panel questions in preparation for the YEA! Investor Panel such as how to overcome fear of public speaking, how to find and keep good employees, and how to turn your passion into a profitable business.

Thank you to our CEO Panelists who made this event a success!

David Isaacson, CEO, **Beach Geeks, Inc.**

Shy Pahlevani, CEO, **Hungry Marketplace, Inc.**

Ximena Hartsock, Co-founder & President, **Phone2Action**

Beth Offenbacher, Founder & Principal, **Waterford, Inc.**



YEA! student poses a question to Arlington CEOs

Arlington Career Center Sophomores Gain Career Awareness Visiting Local Businesses on Job Shadow Day

The Chamber's Education and Workforce Development Committee and **Arlington Public Schools'** Career Center partnered together to introduce over 60 sophomore students to various career opportunities.

On April 11, the Career Center sophomores visited local businesses to gain hands-on experience from real business leaders. Over 30 businesses volunteered to host students for two hours and gave the students the opportunity to observe and learn about their respective fields. Students were able to participate in projects and activities, as well as ask questions aimed to help them in their journey to choosing a career path.

The Job Shadow Program was a huge success for both students and participating businesses and not only gave students valuable insights into a multitude of careers, but also helped to further strengthen the partnership between education and Arlington's future workforce.



Scott McAfee of MovementX with Arlington Career Center students at the Chamber office



MaryEllen Lyles and Megan Wagner-Shaughnessy welcome Arlington Career Center students to the Bright Horizons office

POSTMASTER: Send address changes to the *Arlingtonian* c/o Arlington Chamber of Commerce, 2009 14th Street, North, Suite 100 Arlington, VA 22201

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thank you!

- Hyatt Place Arlington/Courthouse Plaza for hosting the March Board of Directors meeting
- Access National Bank and Bean, Kinney & Korman, P.C. for hosting Business After Business
- Capriotti's, Monument Home Loans, Scout & Molly's Boutique, Rustico, Ruth's Chris Steak House, and WhyHotel for donating door prizes at Business After Business
- Arlington Community Federal Credit Union, Mendenhall Properties, and Scout & Molly's Boutique for donating door prizes at Breakfast Connection



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