

the Arlingtonian

THE OFFICIAL VOICE OF THE
ARLINGTON CHAMBER OF COMMERCE

VOL. LXIII, NO. 12 DECEMBER 2016

FEATURED PHOTO: YEA! students visit TechShop
DC- Arlington on a class field trip.

SPECIAL THANKS TO
ARLINGTONIAN
GRAND SPONSOR



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FEATURED EVENTS

SMART START

DECEMBER 8

4:00 p.m. - 5:15 p.m.

CHAMBER BOARD ROOM

BUSINESS AFTER BUSINESS

DECEMBER 15

5:00 p.m. - 7:00 p.m.

EASTERN FOUNDRY



ANNUAL MEETING PREVIEW

The 92nd Annual Meeting

The Arlington Chamber of Commerce will host its 92nd Annual Meeting on Friday, December 9 at the **Sheraton Pentagon City Hotel**. A key event for the Arlington business community, the Annual Meeting will celebrate the Chamber's accomplishments of 2016, while looking ahead to what's to come in 2017.

The luncheon will feature Victor Hoskins, Director of Arlington Economic Development, as well as the presentation of prestigious awards, including the Chair's Award to **Crystal City Sports Pub**, the President's Award to **Todd Ihrig of H.D. Vest Investment Services**, and the Committee of the Year Award to the Community Action Committee.

With over 250 anticipated attendees, the Annual Meeting is a can't-miss event for Arlington business and community leaders and is a great opportunity to network and build relationships with many different Arlington businesses. Join us for this exciting celebration of Arlington businesses!

Registration deadline is Monday, December 5. For registration questions, contact Hannah Dannenfelser at chamber@arlingtonchamber.org or (703) 525-2400.



SPECIAL THANK YOU TO

GRAND SPONSOR



ARLINGTON BUSINESS GALA PREVIEW

Mark Your Calendar for Arlington's Best Night Out

Put on your dancing shoes and get ready for an evening of mixing and mingling with your friends and fellow business leaders at the 93rd Annual Arlington Business Gala on Saturday, January 28, 2017 at **The Ritz-Carlton, Pentagon City**. This event is a celebration of businesses in Arlington, and serves as the Chamber's largest fundraiser.

Join the Chamber as we celebrate the new year with a delicious three-course dinner, music by the Bachelor Boys, dancing, open bar, and more. Attendees will also have the opportunity to bid on a number of excellent auction items that are perfect for kicking off 2017.

Don't miss your chance to enjoy an evening with Arlington's movers and shakers. Tickets are selling fast, with over half already sold, so be sure to secure your ticket today! The Early Bird registration rate of \$195 per person expires on December 23. After this date, the ticket price will increase to \$225 per person.

Sponsorships are available starting at \$550. For questions and more information, contact Tina Bennett, Events & Development Director, at tbennett@arlingtonchamber.org or (703) 525-2400.

Registration and sponsorship deadline is January 20. For registration questions, contact Hannah Dannenfelser at chamber@arlingtonchamber.org or (703) 525-2400.



SPECIAL THANK YOU TO

GRAND SPONSORS



THE CHAMBER

■ EXECUTIVE COMMITTEE

Todd Yeatts, Chair
 Tina Walker, Chair-elect
 Kevin Shooshan, Immediate Past Chair
 Tim Hughes, Past Chair
 Kate Bates, President & CEO
 Lindsey Rheume, Treasurer
 Scott Ritter, Assistant Treasurer
 Shannon Bailey, Vice Chair - Communications
 David Kinney, Vice Chair - Business Advocacy
 Joe Prentice, Vice Chair - Member Affairs
 David Isaacson, Vice Chair - Membership Development
 Charles Clohan, Vice Chair - Community Engagement

■ DIRECTORS

Shannon Bailey, Global Thinking
 Kate Bates, Arlington Chamber of Commerce
 Lucy Bowen McCauley, Bowen McCauley Dance
 Doug Brammer, Verizon
 Mary-Claire Burick, Rosslyn Business Improvement District
 Linda Chandler, Linden Resources, Inc.
 Crystal Christmas-Watson, Crystal City Marriott
 Charles Clohan, Dittmar Company
 Travis Cutler, Dominion
 John Finlay, Crystal City Sports Pub
 Amanda Fischer, Grade A Marketing
 Michael Foster, MTFA Architecture
 Angela Fox, Crystal City Business Improvement District
 Betsy Frantz, Leadership Center for Excellence
 Andy Fuhrmann, Clark Construction
 John Gallagher, Energesco Mechanical
 Michael Garcia, State Farm Insurance
 Nancy Goodman-Thevoz, A Main Event Caterers
 Brian Gordon, Apartment and Office Building Association
 Greg Hamilton, Arlington Magazine
 Timothy Hughes, Bean, Kinney & Korman, P.C.
 Todd Ihrig, H.D. Vest Investment Services
 David Isaacson, Beach Geeks, Inc.
 Sonia Johnston, John Marshall Bank
 David Kinney, Kinco, LC
 Tina Leone, Ballston Business Improvement District
 Deborah Lipman, Metropolitan Washington Airports Authority
 Pinkie Dent Mayfield, Graham Holdings Company
 Greta Menard, Capital MarCom
 Greg Mullan, George Mason Mortgage, LLC
 Dr. Patrick Murphy, Arlington Public Schools
 Barbara Nicastro, The Law Offices of Barbara E. Nicastro
 Robb Parker, Vornado/ Charles E. Smith
 Joe Prentice, State Department Federal Credit Union
 Jay Reiner, Jay E. Reiner, CPA
 Lindsey Rheume, EagleBank
 Scott Ritter, United Bank
 James Ryerson, Marymount University
 Marie Schuler, Comcast Cable Communications
 Kevin Shooshan, The Shooshan Company
 John Snedden, ROCKLANDS Barbeque and Grilling Company
 Adrian Stanton, Virginia Hospital Center
 Karolyn Stuver, Fluor
 Tina Walker, BAE Systems
 Todd Yeatts, The Boeing Company
 Mark Zetlin, Mercedes - Benz of Arlington

■ U.S. ARMY LIAISON TO THE BOARD
 COL. Patrick M. Duggan, Joint Base Myer-Henderson Hall

■ U.S. ARMY LIAISON TO THE BOARD

COL. Patrick M. Duggan, Joint Base Myer-Henderson Hall

■ STAFF

Kate Bates, President & CEO
 Tina Bennett, Events & Development Director
 Mike Rosenow, Membership Director
 Caroline Taylor, Communications Manager
 Alex Held, Membership Engagement Manager
 Hannah Dannenfeler, Operations & Special Projects Manager
 Victoria Klisch, Events Associate

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

DECEMBER AT THE CHAMBER

HOLIDAY CHEER ON TAP CO-HOSTED BY BALLSTON BID	1 THURSDAY 5:00 p.m. - 7:00 p.m. Cheesetique Ballston
GREEN BUSINESS COMMITTEE MEETING	2 FRIDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
AMBASSADOR COMMITTEE MEETING	5 MONDAY 4:00 p.m. - 5:00 p.m. Chamber Board Room
COMMUNICATIONS COUNCIL MEETING	6 TUESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING	7 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
SMART START	8 THURSDAY 4:00 p.m. - 5:15 p.m. Chamber Board Room
YEA! PROCEEDS NIGHT	8 THURSDAY All day Lebanese Taverna
ORGANIZATIONAL 2017 BOARD OF DIRECTORS MEETING	9 FRIDAY 10:30 a.m. - 11:30 a.m. Chamber Board Room
ANNUAL MEETING	9 FRIDAY 11:30 a.m. - 2:00 p.m. Sheraton Pentagon City
MEMBERSHIP DEVELOPMENT COMMITTEE MEETING	13 TUESDAY 8:00 a.m. - 9:00 a.m. Cassatt's
EXECUTIVE COMMITTEE MEETING	14 WEDNESDAY 8:00 a.m. - 9:30 a.m. Chamber Board Room
BUSINESS AFTER BUSINESS	15 THURSDAY 5:00 p.m. - 7:00 p.m. Eastern Foundry
BOARD OF DIRECTORS MEETING	16 FRIDAY 11:30 a.m. - 2:00 p.m. Key Bridge Marriott
ANNUAL CORPORATE SPONSOR RECEPTION	19 MONDAY 4:30 p.m. - 6:00 p.m. Residence Inn Ballston
GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING	21 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
CLOSURE HOLIDAY	24 SATURDAY - 2 MONDAY Chamber office closed for holiday observance

REGISTER TODAY! ▶ 703-525-2400
 ▶ WWW.ARLINGTONCHAMBER.ORG

SMART START

Maximize your Chamber membership by attending this free networking seminar and information session about meeting new clients, business associates and how to utilize the benefits of Chamber membership.

8 THURSDAY
4:00 - 5:15 p.m.
Chamber Board Room
2009 14th Street, North Suite 100
Arlington, VA 22201

GRAND SPONSOR
 Greg Mullan -
GEORGE MASON MORTGAGE, LLC
 A Subsidiary of Cardinal Bank

PREMIER SPONSOR
 Michael Garcia - State Farm Insurance

BUSINESS AFTER BUSINESS

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

15 THURSDAY
5:00 - 7:00 p.m.
Eastern Foundry
1100 Wilson Boulevard
Arlington, VA 22209

EASTERN FOUNDRY

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

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

CHAMBER OFFICE CLOSED

■ HAPPY HOLIDAYS

Best Holiday Wishes

The staff of the Arlington Chamber of Commerce would like to wish you and your family a joyous holiday season. May it be filled with good spirits, warm hearts, and plenty of time spent with loved ones.

Please note: The Chamber office will close for the holiday season at 5:00 p.m. on Friday, December 23 and will reopen on Tuesday, January 3.

A Tremendous Year for the Chamber and a Great Year Ahead

It is hard to believe that my term as Chair ends this month. Time has passed so quickly. I am honored to have had the opportunity to serve in this capacity, proud of the many great things that have occurred on my watch, excited about the direction our Chamber is headed.

I first joined the Board of Directors in 2008. Since then there have been many changes. We have grown our membership, sharpened our focus, watched the retirement of our long time President Rich Doud and watched our new President Kate Bates exceed expectations and take the organization to a new level. Our Chamber staff has had many personnel changes and even our Board has experienced turnover but in the end the Chamber has remained committed to the economic prosperity and civic well-being of Arlington.



Todd Yeatts

The methods and means have improved allowing business advocacy to be more successful and enabling greater opportunities for membership to participate in programs and events for networking, professional development and to celebrate achievements. None of this would be possible without all the components that work in conjunction to make our Chamber effective. As Chair, I have an appreciation of the commitment and hard work that is present behind the scenes for advocacy issues, special events and monthly programs.

The Chamber staff deserves great praise for their work. Kate leads a strong group of professionals that facilitate every aspect of our mission. I want to personally thank Mike Rosenow-Membership Director, Caroline Taylor-Communications Manager, Alex Held-Membership Engagement Manager, Hannah Dannenfeler-Operations & Special Projects Manager and Victoria Klisch-part-time Events Associate.

We have more than 10 committees that are essential to ensure business voices are heard and brought forward, new members are attracted, legislation is tracked and events are pertinent and successful. The volunteers are too numerous to name but their service is a key to our organizational effectiveness.

A special thanks to my fellow members of the Board of Directors for their service. These individuals serve not only our Chamber but our community as a whole. In addition to their contribution to the Arlington Chamber, our 49 board members serve on more than additional 80 boards and commissions in Arlington alone!

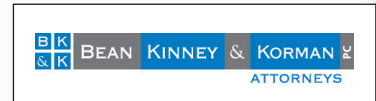
Finally, my year as Chair would have been less productive and certainly less fun without the tremendous group of men and women that comprise the Executive Committee. In addition to myself and Kate, the committee included: Tina Walker, Chair-Elect; Kevin Shooshan, Immediate Past Chair; Tim Hughes, Past Chair; Lindsey Rheaume, Treasurer; Scott Ritter, Assistant Treasurer; Shannon Bailey, Vice Chair-Communications; David Kinney, Vice Chair-Business Advocacy; Joe Prentice, Vice Chair- Member Affairs; David Isaacson, Vice Chair - Membership Development and Charles Clohan, Vice Chair- Community Engagement.

It has been my privilege to serve as the 2016 Chair of the Arlington Chamber of Commerce and I look forward to serving as Immediate Past Chair in 2017.

Cindy and I hope you have a Happy Holiday season and we look forward to seeing you at the Business Gala and numerous events throughout next year.

Todd Yeatts
The Boeing Company

2016 ANNUAL CORPORATE SPONSORS



The Arlingtonian (USPS 534030) is published monthly by the Arlington Chamber of Commerce, 2009 14th Street North, Suite 100, Arlington, VA 22201. A subscription rate of \$4 per Chamber representative is collected as part of annual membership dues. Periodicals postage paid at Arlington, VA.

Members in the News article submissions must be emailed to communications@arlingtonchamber.org and received by the first of the month prior to the publication month (i.e. May 1 for June *Arlingtonian*).

Articles printed in this newsletter submitted by members represent their ideas and beliefs and do not necessarily reflect the views of the Arlington Chamber of Commerce.



NOVEMBER MILESTONE ANNIVERSARIES

CONGRATULATIONS!

■ TWENTY-FIVE YEARS

THE LAW OFFICE OF WILLIAM B. LAWSON, P. C.

■ TWENTY YEARS

MCNEARNEY ASSOCIATES, INC.

■ TEN YEARS

CRYSTAL CITY BUSINESS IMPROVEMENT DISTRICT

■ FIVE YEARS

ENCORE STAGE & STUDIO

WELCOME NEW MEMBERS

■ ARCHITECTURE AND CONSTRUCTION **GARRETT GROUP, INC.**

Jessica Mills
4600 N Fairfax Drive, #406
Arlington, VA 22203
Phone: (703) 937-7488
E-mail: jessica@garrett-group-inc.com
Web Address: garrett-group-inc.com
Sponsor: Staff
Garrett Group Inc. is a full service project management, interior design and construction company serving the mid-Atlantic region for commercial interiors.

■ ARCHITECTURE AND CONSTRUCTION **NEW LIVING 3D DESIGN & PROJECT MANAGEMENT**

Mark Yates Sr.
6701 N 29th St.
Arlington, VA 22213
Phone: (703) 447-5945
E-mail: myatessr@newliving3Ddesign.com
Web Address: www.newliving3Ddesign.com
Sponsor: Mike Garcia, State Farm Insurance; Barbara Nicastro, The Law Offices of Barbara E. Nicastro
Helping you bring your renovation and construction desires to fruition!

MEMBERS IN THE NEWS

■ CYCLEBAR COLUMBIA PIKE

CycleBar Opens in Arlington

CycleBar Columbia Pike, a new concept in premium indoor cycling that offers a high energy workout in a concert-like atmosphere opened its doors to riders with a Grand Opening Ribbon Cutting on Tuesday, November 1. America's only premium cycle franchise, the **Cyclebar Columbia Pike**, is the first studio to open on the East Coast.

"More than 54 million Americans are working out at boutique fitness studios, which makes it the fastest growing sector of the fitness industry," said **Cyclebar** co-owner **John Ryan**. "Washington, DC, and Arlington in particular, have a vibrant health and fitness culture, and **CycleBar** offers a fun, exciting exercise option for both new and experienced athletes."



Kate Bates joins franchise owners for the CycleBar Columbia Pike Grand Opening

During the Grand Opening Ribbon Cutting, Arlington Chamber of Commerce President & CEO **Kate Bates** and **Columbia Pike Revitalization Organization** Executive Director **Cecilia Cassidy** delivered remarks, and franchise owners introduced Arlington to this new concept in indoor fitness.

■ BEAN, KINNEY & KORMAN

Bean, Kinney & Korman Named a 2017 "Best Law Firm" for Sixth Consecutive Year

U.S. News Media Group and Best Lawyers in America named **Bean, Kinney & Korman** a 2017 "Best Law Firm" based on performance ratings from clients and peers. This is the sixth year the firm has been included on the regional list and the third year on the national list.

The ranking, presented in tiers, named **Bean, Kinney & Korman** a first tier law firm in the Washington, D.C. area for Bankruptcy and Creditor Debtor Rights/Insolvency and Reorganization Law, Family Law and Litigation – Construction. The firm was named to Washington, D.C. area's second tier list in Construction Law and the area's third tier for Litigation – Bankruptcy, Commercial Litigation, Real Estate Law and Banking and Finance Law.

"We are honored to be included again in the best Law Firms listings. We are particularly gratified to see our firm acknowledged in multiple areas demonstrating the breadth and depth of our practice," said **Timothy Hughes**, managing shareholder at **Bean, Kinney & Korman**. "We are excited to continue to serve clients in the Washington, D.C. area in these and other practice areas."

■ CULPEPPER GARDEN

Arlington County Approves Culpepper Garden Renovation Funding

The Arlington County Board unanimously approved **Culpepper Garden's** application for \$9.9 million in Affordable Housing Investment Funds (AHIF) to be used toward the \$63 million renovation of 204 apartments that house low-income Arlington residents over age 62.

"**Culpepper Garden** is a unique, critical part of Arlington's safety net for seniors. We provide affordable housing for very low income seniors and a vibrant community where older Arlingtonians can age in place," said ARHC Executive Director **Linda Kelleher**.

Arlington Retirement Housing Corporation (ARHC), the nonprofit owner of **Culpepper Garden**, is partnering with Wesley Housing Development Corporation, a nonprofit affordable housing developer, on the renovation project. Residents will be relocated onsite temporarily while their apartments undergo renovations, including replacement of major mechanical systems, energy-saving features, a sprinkler system throughout the building, updated elevators, and new kitchens and bathrooms that include walk-in showers in each unit.

■ MARYMOUNT UNIVERSITY

Marymount Continues to be a Top School for Vets

Marymount University has once again been chosen as a Top School in Military Advanced Education's "2017 MAE Guide to Colleges & Universities," an honor awarded to institutions with the best practices in military- and veteran-supportive education. The selection is based on **Marymount's** military culture, financial aid for veterans and their families, on-campus support, online support services, flexibility in transferring college credits, and flexibility in dealing with redeployments.

"We're grateful that our support of veterans, active military service members and their families has again been recognized," said **Marymount** President **Matthew D. Shank**. "We're proud that the military community feels at home on our campus and know they'll get the support they need and deserve from our faculty, staff and their fellow students."

Military-supportive features at **Marymount** include the Yellow Ribbon program, which provides up to 75 grants a year of \$2,000 each to eligible individuals pursuing undergraduate or graduate degrees. Veterans Affairs matches the grant for a total of \$4,000 a year. This is in addition to other benefits included in the Post-9/11 G.I. Bill. The university also participates in many scholarship and grant programs to provide funding benefits for tuition.

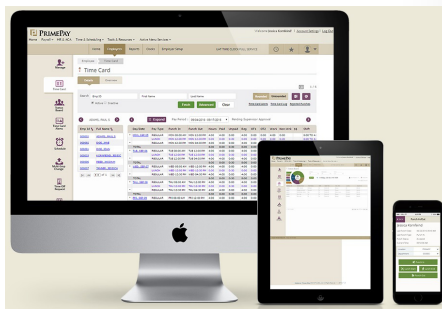
Marymount currently has 272 active duty military service members, veterans and dependents pursuing undergraduate and graduate degrees, according to **Michael Anuszkiewicz**, a research associate in the school's Office of Planning & Institutional Effectiveness. Military family members make up over half of that number.

■ PRIMEPAY

PrimePay Announces Launch of Company's New Time and Labor Management Solution

PrimePay, LLC recently announced the release of a new proprietary time and attendance software. As the company's newest time and labor management solution, the software known as Time Clock is designed to help mitigate time theft problems facing millions of America's small businesses.

"Since our inception, **PrimePay** has lead the charge in helping small businesses succeed," said **PrimePay** CEO **Bill Pellicano**. "That's why, in addition to stopping time theft, Time Clock helps save you time, increase efficiency and guarantee accuracy. This allows business owners to focus on their number one priority - growing their business."



■ WALSH, COLUCCI, LUBELEY & WALSH

The Land Lawyers Named to U.S. News & World Report 2017 Best Law Firms List

U.S. News & World Report recently released the 2017 Best Law Firms rankings, recognizing The Land Lawyers for professional excellence and outstanding client and peer ratings. Eligibility requires that at least one attorney in the firm is listed in The Best Lawyers in America, which recognizes the top 4% of practicing attorneys in the United States. **Art Walsh** and **John Foote** have been consistently named to the Best Lawyers® list since 1995, joined by **Michael Lubeley** and **Nan Walsh** in 2007, and Garth Wainman in 2016.

Ranked firms, presented in tiers, are listed on a national and/or metropolitan scale. Receiving a tier designation reflects the high level of respect a firm has earned among other leading lawyers and clients in the same communities and the same practice areas for its abilities, professionalism, and integrity. Awards were presented in 74 national practice areas and 122 metropolitan practice areas.

■ BUSINESS AND PROFESSIONAL SERVICES INTROVIZ

Madhu Chakravarthi
1211 S Eads Street, #2101
Arlington, VA 22202
Phone: (703) 957-9541
E-mail: sales@introviz.com
Web Address: www.introviz.com
Sponsor: Staff
We will perform an independent assessment of your business and IT to reflect a score card, develop a road map and manage implementation.

■ BUSINESS AND PROFESSIONAL SERVICES PINNACLE PAPERING & PAINT, INC.

Javier Sanchez
1800 Birch Road
McLean, VA 22101
Phone: (703) 749-1880
E-mail: javierrose@gmail.com
Sponsor: Charles Clohan, Dittmar Company
Wallpaper, painting, and cabinetry services.

■ COMMERCIAL REAL ESTATE SCHUPP COMPANIES

Jim Villars
115 Park St SE, #200
Vienna, VA 22180
Phone: (703) 938-2999
E-mail: admin@schupppcompanies.com
Web Address: www.schupppcompanies.com
Sponsor: Staff
We organize real estate projects that compliment and add significant value to the communities where we focus.

■ HEALTHCARE ALWAYS BEST CARE OF ARLINGTON

Raphael Sahle Selassie
2300 N. Pershing Dr., Suite 201
Arlington, VA 22201
Phone: (703) 348-6282
E-mail: arlington@abc-seniors.com
Web Address: www.seniorplannedliving.com
Sponsor: Staff
Providing Options for Seniors by Services through In-Home Care for Seniors, Home Automation to allow continued independence by Aging Adults and Assisted Living Placement.

■ HOME SERVICES KUDU LAWN CARE, LLC

Mark Yates, Jr.
6701 N. 29th St
Arlington, VA 22213
Phone: (703) 888-0424
E-mail: myates@kudulawncare.com
Web Address: www.kudulawncare.com
Sponsor: Mike Garcia, State Farm Insurance; Barbara Nicastro, The Law Offices of Barbara E. Nicastro
A high school student owned and operated lawn and landscaping service, centered around work to create satisfied customers in our local communities.

WELCOME NEW MEMBERS

■ K-12 SCHOOLS THE SYCAMORE SCHOOL

Karyn Ewart
6224 12th Road North
Arlington, VA 22205
Phone: (703) 350-8197
E-mail:
karyn.ewart@thesycamoreschool.com
Web Address:
www.thesycamoreschoolva.org

Sponsor: Greg Hamilton, Arlington Magazine; Tina Leone, Ballston BID
The Sycamore School is an innovative secondary school opening in Arlington, September 2017, that inspires a passion for learning, self discovery and a connection to the community.

■ MARKETING AND PUBLIC RELATIONS CLARENDON MOMS

Angelica Talan
P.O. Box 654
Arlington, VA 22201
Phone: (703) 647-9276
E-mail: ClarendonMoms@Gmail.com
Web Address: www.clarendonmoms.com

Sponsor: Karen Bate, KB Concepts PR
Clarendon Moms is a locally focused lifestyle & travel blog dedicated to bridging connections between consumers and local/national brands.

■ NONPROFIT ORGANIZATIONS AND ASSOCIATIONS THE LEUKEMIA & LYMPHOMA SOCIETY

Ria Freydberg
3601 Eisenhower Avenue, Suite 450
Alexandria, VA 22304
Phone: (703) 399-2900
E-mail: ria.freydberg@lls.org
Web Address: www.lls.org/nca
Sponsor: Shannon Bailey, Global Thinking
The mission of The Leukemia & Lymphoma Society (LLS) is: Cure leukemia, lymphoma, Hodgkin's disease and myeloma, and improve the quality of life of patients and their families.

CHAMBER STAFF UPDATE

The Chamber is pleased to congratulate Hannah Dannenfels on her promotion to Operations & Special Projects Manager!

In this new role, Hannah will be responsible for ensuring a strong infrastructure for the Chamber for the benefit of the membership, staff, and the general public. She will manage key projects including the Chamber Travel Program, Northern Virginia Restaurant Week, the Networking Passport Program, and the Virginia Drug Card Program.

*Hannah may be reached at
(703) 525-2400 or
chamber@arlingtonchamber.org.*

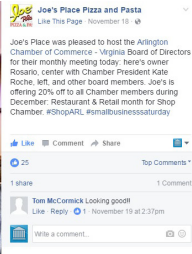
SOCIAL MEDIA CONTEST

■ #SHOPARL SOCIAL MEDIA CONTEST

#ShopARL to Win a Free Year of Business After Business Admission or Web Advertising

The Chamber's #ShopARL Social Media Contest is underway, and we want YOU to participate! Now through December 15, we encourage you to participate in this fun competition that showcases the work of Chamber businesses and organizations that help our community thrive.

Not only will your participation help promote and support our hardworking local businesses, but the winner of the competition will receive their choice between free admission to all 2017 Business After Business events OR one year of free advertising on the Chamber's website.



You don't have to be a professional photographer - just capture your moments supporting Chamber businesses. Here's how to enter:

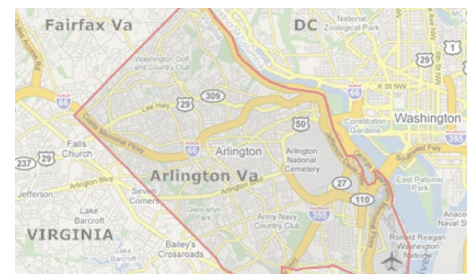
- **SNAP IT:** Take a photo every time you visit, shop, refer a friend, or attend a meeting, appointment, or event at a Chamber member business.
- **POST IT:** Post your photos on Facebook or Instagram using **#ShopARL** and **tag the Chamber**. (NOTE: Make sure your Facebook and Instagram profiles are set as "public" so that your post is visible and can be viewed by us.)
- **WIN IT:** The winner of the competition will have their choice between one of two **FREE** prizes:
 - 1) 2017 Business After Business Passport, which allows the winner free admission to all 2017 Business After Business events.
 - 2) One year of free Web Advertising, through an Enhanced Listing for the winner's company on the Chamber's Business Directory webpage - the #1 most visited page on the website.

The full contest details can be found on the Chamber's website. For questions, please contact Caroline Taylor, Communications Manager, at (703) 525-2400 or communications@arlingtonchamber.org.

CHAMBER MAPS

Free 2017 Arlington County Street Maps Now Available!

The Chamber is pleased to offer our members the opportunity to distribute **FREE** Arlington County Street Maps. Members can request copies of the map to display in their offices, hand out to clients, and more. The Chamber has partnered with **Target Marketing** to produce this street map. This Chamber-produced map provides a free resource for all member businesses and organizations.



To request maps for your business, please contact Hannah Dannenfels, Operations & Special Projects Manager, at chamber@arlingtonchamber.org or (703) 525-2400 with the number of copies you would like, as well as the date and time you are available to pick them up. Maps can be picked up at the Chamber office Monday - Friday anytime between the hours of 9:00 a.m. - 5:00 p.m. To expedite your request, please contact Hannah with the number of maps needed prior to visiting the Chamber office. Each member organization can request a maximum of 240 maps.

Enjoy Savings and Convenience with a 2017 Networking Passport

Gear up for the new year by pre-registering for some of the Chamber's 2017 networking events. With a Networking Passport, you'll save money and won't have to worry about registering on a per-event basis. If you are unable to attend an event, your registration will not go to waste. A co-worker may attend on your behalf by letting our Operations & Special Projects Manager, Hannah Dannenfels, know prior to the event. Passport options include:

- Business After Business Passport - \$275 (\$300 value)**
 Pay for 11 Business After Business events and receive the 12th month free. Includes hanging name badge with recognition as a Passport Holder.
- Breakfast Connection Passport - \$257 (\$282 value)**
 Pay for 10 Breakfast Connection events at and receive the 12th month free. Includes a hanging name badge with recognition as a passport holder, as well as front page recognition in the event program.
- Combined Passport - \$532 (\$582 value)**
 Maximize your networking potential with the combined passport to attend all of the 2017 Business After Business and Breakfast Connection events. Get one Business After Business and one Breakfast Connection free!



To secure a passport, fill out the Networking Passport order form below, cut out this page, and return to the Chamber by faxing to (703) 522-5273 or mailing to 2009 14th Street, Suite 100, Arlington, VA 22201. You may also fill out the below form, then scan and email to the Chamber at chamber@arlingtonchamber.org.

✉ For more information or questions, contact Hannah Dannenfels at chamber@arlingtonchamber.org or (703) 525-2400.



2017 Networking Passport Order Form

Once you've completed the form, cut along the dotted line to remove from the newsletter. Then mail the form and payment to Arlington Chamber of Commerce, 2009 14th Street, North, Suite 100, Arlington, VA 22201 or email to chamber@arlingtonchamber.org.

Name: _____ Business Name: _____

Email (for event reminders): _____

Passport Type: _____ Amount: \$ _____

Payment (Circle One):

Check Credit Card

Make checks payable to **Arlington Chamber of Commerce**. Visa, MasterCard, American Express and Discover accepted. Please be sure to include your check in the mailing envelope if that is your chosen payment method.

Credit Card Payment:

Card Number: _____ Exp. Date: _____ Security Code: _____ Billing Zip: _____

Signature _____ Date: _____

CHAMBER SCENE

■ THE CHAMBER SCENE OCTOBER - NOVEMBER

Your Chamber in the Community

In many ways, the success of Arlington is directly tied to the success of its business community, and the success of the Arlington Chamber is directly tied to its membership base. This is why the Chamber's Directors, staff and members are dedicated to supporting community events and happenings. Below are a few highlights of the events our staff and Board members participated in on behalf of the Chamber.

October 25 – Alex Held attended **Urban Alliance's** Fall Kick-Off at **Northern Virginia Community College's Alexandria Campus**. Here, Alex met high school students that will be working as interns.

October 26 – Alex Held attended the Future of Greater Washington at Gallup in Washington, D.C. Affiliated through the **Leadership Center for Excellence**, the event focused on redefining the region for the future. A number of Chamber members and Arlington businesses were present.

November 1 – Kate Bates delivered remarks at **CycleBar's** Grand Opening Ribbon Cutting ceremony. Mike Rosenow and Alex Held also attended.

November 3 – Alex attended Art on the Pike, a celebration the Columbia Pike Artists Studio installation hosted by **Arlington Community Federal Credit Union** and **Arlington Arts**.

November 9 – Alex Held attended Arlington Committee of 100's monthly meeting at **Marymount University**.

November 10 – Kate Bates, Mike Rosenow, and Alex Held attended **Arlington Community Foundation's** Spirit of Community Award Luncheon hosted at the **Renaissance Arlington Capital View Hotel**.



BUSINESS ADVOCACY

Chamber Calls on Arlington County Board to Reject Damaging Second Signature Requirements

On November 4, the Chamber sent a letter to the Arlington County Board, expressing vehement opposition to the requirement of a second signature to remove illegally parked vehicles, as well as the prohibition of parking "spotters" to monitor parking areas. These additions would act only to burden local businesses that depend on clear, available parking areas for employees, visitors, and customers in order to remain financially viable, by deteriorating the level of service provided by towing contractors. Despite efforts by the Chamber and opposition by people across the business community, the proposal to require a second signature has been added to the request to advertise, which will be considered by the Board on December 10.

The Chamber sent another letter November 23 to the Arlington County Board to follow up on the proposed amendment to the RTA to require a second signature in order to remove illegally parked vehicles from private property. In the letter, Chamber President & CEO Kate Bates explains how the costly, burdensome second signature requirement would be disastrous for businesses, calling for the Board to reject the damaging second signature requirement and adopt the draft recommendation by the Trespass Towing Advisory Board (TTAB), without any alterations.

The full text of the Chamber's letters to the Arlington County Board can be found on the "Recent Advocacy" page on the Chamber's website. Members that think their business will be negatively impacted by the second signature requirement should make their voices heard and contact the County Board at countyboard@arlingtonva.us.

Additional business advocacy updates include:

- November 2 – The Chamber's Government Affairs & Economic Development Committee held a meeting featuring speakers Chikwe Njoku, the Neighborhood Services Division Chief of Arlington County, who discussed the 4MRV planning initiative, and Deborah Albert, the Principal Planner at the Department of Community Planning, Housing & Development, who discussed short term rentals such as Airbnb.
- November 5 – Kate Bates testified before the Arlington County Board at a meeting on new signage regulations to allow the **Fashion Centre at Pentagon City** and **Ballston Quarter** to display more signs, larger signs, and temporary projected images. Kate also testified at the meeting on the proposed second signature requirement for towing vehicles parked on private property.
- November 16 – The Chamber's Government Affairs & Economic Development Committee held a meeting to discuss the 2017 Local Public Policy Positions to Arlington County.

■ Members can be involved in shaping policy positions through the Government Affairs & Economic Development Committee. To be added to the distribution list, email chamber@arlingtonchamber.org.



Thank you to everyone who supported the Chamber's Health Care members during the month of November! Please support the Chamber's Retail & Restaurant members during the month of December. A complete list of members can be found on the Chamber website in the Business Directory.

Create buzz online! Use **#ShopARL** on social media every time you shop at a member retail location, attend an event at a member business, or refer a friend to a Chamber business. The first Friday of each month is ShopChamber Friday!

NOVEMBER

Retail & Restaurant

NONPROFIT SPOTLIGHT

Urban Alliance and Virginia Tech reshape internship program for high school students to focus on STEM

By Alessandra Colia, Urban Alliance Northern Virginia Executive Director, acolia@theurbanalliance.org

Since 1996, more than 2,000 students in Washington D.C., Baltimore, Chicago, and Northern Virginia have completed the **Urban Alliance** program. **Urban Alliance (UA)** is a youth workplace development program that connects local high school seniors with paid professional internships, workplace readiness training and mentorship through a 10-month program. In 2013, the program came to serve Arlington and Alexandria youth in partnership with the public school systems. In Northern Virginia, interns work at businesses and organizations including the U.S. Patent and Trademark Office (USPTO), **Virginia Tech**, Evolent Health, Weissberg Corp., **Marymount**, Alexandria Renew, and the **Virginia Hospital Center**.

In 2014, talks with **Virginia Tech** about hosting **UA** interns led to a new twist on the successful program: internships that offer a college pathway for students interested in careers in the sciences, technology, engineering, and mathematics, the STEM subjects. "The **Urban Alliance** partnership is a creative initiative that leverages talent in the community and allows **Virginia Tech** to expand opportunities for Virginia youth from under-resourced backgrounds," said Afroze Mohammed, associate director of Strategic Alliances in the Office of Economic Development.

As a result of the partnership, this school year six Arlington County high school seniors, are interning at **Virginia Tech in the National Capital Region**, an increase from four who interned at Virginia Tech last year.

Yemina Riquelme, a UA Intern at **Virginia Tech** in the pilot year, said she knew "absolutely nothing" about 3-D printing when she arrived at the 3-D Printing Lab at the university's Northern Virginia Center in Falls Church. About two months into the 10-month internship, she was teaching 3-D printing classes that **Virginia Tech** offers as a public service to the community.



"I had heard about how **Urban Alliance** really prepares students before sending them out to the workplace and my expectations were met. Yemina was ready to be helpful and productive from the very first day," said her Mentor Professor Kenneth Wong.

A key new component of the pilot is the new STEM-based curriculum, from which 65 Urban Alliance student interns in Virginia are currently benefiting. Jim Egenrieder (a **Virginia Tech** faculty for both the Natural Resources and Environment/Center for Leadership in Global Sustainability and in STEM Education) spearheaded the STEM curriculum development, and is now hosting UA Interns at the Qualcomm **Virginia Tech** Thinkabit lab. Through a partnership with Qualcomm the Thinkabit lab, a STEM-focused learning classroom, opened this year and is the first outside California.

"**Urban Alliance** is committed to providing young people early, meaningful job opportunities and is delighted to be partnering with **Virginia Tech** and AT&T on this STEM internship initiative," said **Eshauna Smith**, CEO of the **Urban Alliance**. "So far, we've seen a phenomenal transformation in all interns' self-confidence, and we are thrilled that they are developing skills in important STEM fields that will put them ahead in the future."

YOUNG ENTREPRENEURS ACADEMY (YEA!)

■ YEA! PROCEEDS DAY DECEMBER 8

Support the next generation of business leaders with the Chamber and Lebanese Taverna!

Join the Arlington Chamber of Commerce and **Lebanese Taverna** in supporting the Young Entrepreneurs Academy (YEA!). On Thursday, December 8, dine out, place a catering order, or purchase a gift card at **Lebanese Taverna**, and 20 percent of the sales will go directly to support YEA!, a Chamber program for aspiring entrepreneurs in middle and high school that teaches them how to start and operate their own business or social venture.



Young Entrepreneurs Academy (YEA!)
Class of 2017

Ways to Support YEA! on December 8:

1. **Dine in** at your local participating Lebanese Taverna
2. **Purchase a catering order** for your home, office, or party (mention YEA!)
3. **Purchase a gift card** for a friend, family member, teacher, or yourself on the Lebanese Taverna website (Must use promo code: YEA2016)

We encourage you to help us support YEA! and spread the word to your family, friends, and colleagues! For more information, please visit the Chamber's webpage or contact Alex Held, YEA! Program Coordinator, at aheld@arlingtonchamber.org or (703) 525-2400.

The Young Entrepreneurs Academy (YEA!) is made possible thanks to our sponsors, including:

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CHAMBER BLOG

Contribute to the Chamber Blog!

The Chamber Blog is a useful and credible source of information for business leaders across the area. The blog serves as an educational and engaging resource for business professionals in our community to stay informed about trends, innovation, best practices, and other business-related information. It also features a variety of industry-specific business topics written by Arlington's thought leaders.

As a free benefit, Chamber members are able to provide an informational article or how-to post about your area of expertise for our blog. Articles are posted weekly and are then promoted on the Chamber's social media pages and in the weekly e-newsletter, which is sent out to over 3,000 members and Arlington business professionals. This is an excellent tool that helps you drive traffic to your website, while sharing your knowledge with Arlington business community. The Chamber has dates available starting in 2017, so contact us about contributing to the blog today!

If you are interested in contributing to the Chamber Blog, please contact Caroline Taylor, Communications Manager, at communications@arlingtonchamber.org or call (703) 525-2400 to request a copy of the Chamber Blog Guidelines. You can also visit arlingtonchamber.org/blog to view past blog posts and download the Blog Guidelines and Template.



Ciao! AED Goes to Italy

by Cara O'Donnell, Public Relations Manager, Arlington Economic Development

Over the past year and a half, AED has invested in a strategy to diversify Arlington's business community — welcoming both large and small businesses from professional services to emerging technology sectors. As we invite businesses to take more than a second look at our County as a home for their business on the national and international level, we often start with our assets.



Arlington is a natural choice for international companies because of our access to a highly skilled workforce and proximity to federal agencies and three international airports. Beyond our geographical good fortune and ability to attract talent, we have proven to be a great home for foreign owned businesses including the Italian firm Leonardo — an industry leader in the aerospace and defense (A&D) sectors.

It's easy to think of Italy as just a great vacation spot with amazing food and history, but Italy is home to many companies in the A&D and cybersecurity sectors — companies we'd like to see expand their presence in the U.S. with an office in Arlington. After all, seven of the ten largest A&D companies have an office location in Arlington. In fact, the biggest A&D customer in the world — the U.S. Department of Defense — is headquartered here. It's a real opportunity, so AED made the commitment to meet one-on-one with some of these Italian companies and talk to them about Arlington.

During this recent mission, AED staff members met with several businesses and associations, some of which represented the interests of businesses all over Italy in multiple sectors including A&D and cybersecurity. Overall, this trip was a meaningful start to building relationships with key business leaders in Italy.

We plan to see many of them again in the future when they visit the region on trade missions and of course during the Select USA 2017 conference in the Washington D.C. area. In fact, Select USA continues to be a great format to engage with Italian companies interested in expansion because this federal program helps to market and facilitate direct investment into the U.S. economy — encouraging international companies to do business in our nation.

Through this federal program, Arlington can connect and compete on a global stage and market our community as an ideal location for companies interested in the U.S. market.

ADVERTISING

Advertise with the Chamber

With 2017 on the horizon, now is the perfect time to take advantage of our low-cost promotional opportunities and advertise with the Chamber. Through improved visibility and increased traffic on the new website, more people will be able to find your listing or view your ad. The Chamber offers exclusive low-cost advertising opportunities to help you market your business, strengthen your brand, and recruit new customers, clients, volunteers, or donors.

Web Advertising Opportunities

Level 1 Web Sponsorship: \$4,000/year
Includes ad placement on the Chamber homepage

Level 2 Web Sponsorship: \$2,000/year

Level 2 Web Sponsorship: \$850/year

Enhanced Business Directory: \$250/year

To learn more about advertising with the Chamber, view our Promotional Opportunities Packet, located on the "Advertising" page on the Chamber's website. For questions or more information, contact Caroline Taylor, Communications Manager at communications@arlingtonchamber.org or (703) 525-2400.

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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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!

- **Knucklepuck** for hosting the November Business After Business
- **Mr. Car Wash** for donating a door prize at the November Business After Business
- **Joe's Place Pizza & Pasta** for hosting the November Board of Directors meeting

We're Celebrating Our 10th Year!

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