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THE ARLINGTON BEST BUSINESS AWARDS REVIEW

The Best in Arlington Business

The Arlington Chamber of Commerce celebrated the **30th Annual Arlington Best Business Awards** on Tuesday, May 24 at the **Sheraton Pentagon City Hotel**, by honoring the year's most illustrious and accomplished businesses. The event honored successful businesses that have made significant contributions to the Arlington community, as well as recognized three new inductees into the Arlington Business Hall of Fame.

Scott Thuman joined **Kate Bates** and **Todd Yeatts** on stage to Emcee the awards ceremony. **Scott** is the Emmy-award winning, Chief Political Correspondent covering the White House and Capitol Hill for ABC7 News and Sinclair Broadcast Group.

After all the Best Business Award winners had been announced, three Arlington business leaders were inducted into the Arlington Business Hall of Fame. This year's inductees include **John Shooshan**, Chairman of the Shooshan Company, **Bill Buck**, Executive Chairman of Buck & Associates, and the late **Emerson Gerald Reinsch** (honored posthumously), President of Reinsch Construction Corp.

➤ Turn to page 7 to view photos, event sponsors, and more details about the event.



Scott Thuman presenting awards at the Arlington Best Business Awards

SPECIAL THANK YOU TO

GRAND SPONSOR



STATE OF THE COUNTY PREVIEW

Garvey to Give State of the County Address

June 21, 2016 • 7:30 a.m. - 9:30 a.m.

DoubleTree by Hilton Washington DC- Crystal City

On Tuesday June 21, the **Arlington Chamber of Commerce**, with supporting partner **Leadership Center for Excellence powered by Leadership Arlington**, will host the 15th Annual State of the County at the **DoubleTree by Hilton Washington DC-Crystal City**. The Honorable **Libby Garvey**, 2016 Arlington County Board Chair, will present an overview of the economic and developmental status of the county. Don't miss the chance to hear **Chair Garvey's** thoughts on the state of Arlington County.



The Honorable Libby Garvey, 2016 Arlington County Board Chair

The State of the County is an open forum that provides attendees the opportunity to not only listen to updates on the County's fiscal and developmental status, but also to ask questions and provide input as business people, residents and invested citizens of Arlington County.

➤ To register, visit www.arlingtonchamber.org/events or call 703-525-2400. Sponsorship opportunities are still available. Call for details.

SPECIAL THANK YOU TO

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JUNE AT THE CHAMBER

GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING	1 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
SMART START	2 THURSDAY 4:00 p.m. - 5:15 p.m. Chamber Board Room
GREEN BUSINESS COMMITTEE MEETING	3 FRIDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
AMBASSADOR COMMITTEE MEETING	6 MONDAY 4:00 p.m. - 5:00 p.m. Chamber Board Room
COMMUNICATIONS COUNCIL MEETING	7 TUESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
EXECUTIVE COMMITTEE MEETING	8 WEDNESDAY 8:00 a.m. - 9:30 a.m. Chamber Board Room
NONPROFIT SEMINAR	9 THURSDAY 7:30 a.m. - 9:00 a.m. Chamber Board Room
ANNUAL CORPORATE SPONSOR RECEPTION (OPEN ONLY TO ANNUAL CORPORATE SPONSORS)	9 THURSDAY 4:00 p.m. - 5:30 p.m. Chamber Board Room
MEMBERSHIP DEVELOPMENT COMMITTEE	14 MONDAY 8:00 a.m. - 9:00 a.m. Northside Social
MEMBERSHIP ENGAGEMENT COMMITTEE	14 MONDAY 4:00 p.m. - 5:00 p.m. M&T Bank
GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING	15 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
BREAKFAST CONNECTION - COMBINED WITH ALEXANDRIA	16 THURSDAY 7:30 a.m. - 9:00 a.m. Chart House
SPECIAL MEMBERSHIP MEETING	17 FRIDAY 11:30 a.m. - 12:00 p.m. Crystal City Marriott
BOARD OF DIRECTORS MEETING	17 FRIDAY 12:00 p.m. - 2:00 p.m. Crystal City Marriott
STATE OF THE COUNTY	21 TUESDAY 7:30 a.m. - 9:30 a.m. DoubleTree by Hilton Hotel Washington DC - Crystal City
OPPORTUNITY WORKS VICTORY CELEBRATION (OPEN ONLY TO OIW VOLUNTEERS & BOARD OF DIRECTORS)	21 TUESDAY 5:30 p.m. - 7:00 p.m. ROCKLANDS Barbeque and Grilling Company
SMALL BUSINESS ROUNDTABLE	22 WEDNESDAY 11:45 a.m. - 1:00 p.m. Chamber Board Room
BUSINESS AFTER BUSINESS	23 THURSDAY 5:30 p.m. - 7:00 p.m. Mercedes-Benz of Arlington
NONPROFIT SEMINAR	24 FRIDAY 7:30 a.m. - 9:00 a.m. Chamber Board Room
EDUCATION & WORKFORCE COMMITTEE MEETING	28 TUESDAY 4:00 p.m. - 5:00 p.m. Chamber Board Room
COMMUNITY ACTION COMMITTEE MEETING	29 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room

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.

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

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Greg Mullan -
GEORGE MASON MORTGAGE, LLC
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PREMIER SPONSOR
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BREAKFAST CONNECTION

This month will be co-hosted by the Alexandria Chamber. You can promote your business and double your prospects before the workday even begins! The format of the Breakfast Connection gives attendees a chance to bring their business to the table, literally. This event focuses on roundtable power networking and provides attendees the chance to exchange business cards, develop new prospects and share a 60 second commercial with each table.

16 THURSDAY
7:30 - 9:00 a.m.
Chart House
1 Cameron Street
Alexandria, VA 22314

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BUSINESS AFTER BUSINESS

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

23 THURSDAY
5:00 - 7:00 p.m.
Mercedes-Benz of
Arlington
585 N Glebe Road
Arlington, VA 22203

 Mercedes-Benz
of Arlington

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.

REGISTER TODAY! ☎ 703-525-2400
 🌐 WWW.ARLINGTONCHAMBER.ORG

CHAIR'S MESSAGE

June is a big month for our Chamber and our County.

Perhaps the most important issue for our County is the Democratic Primary that will take place on June 14. There are two candidates on the Ballot, current Board Chair, **Libby Garvey** is being challenged by **Erik Gutshall**, who is the current Vice-Chair of the Planning Commission.

Often local elections are over shadowed by national campaigns that polarize voters and sensationalize issues but the Arlington County Board makes decisions that impacts your life daily. From infrastructure improvements to school funding to sign ordinances, the action or inaction of the County Board effects your business.

I urge you to look at the candidates, their positions and experiences. Decide who is best for the County's future and VOTE on the 14th!

On the 21st of the month our Chamber will once again present the State of the County forum. This year's event features the **Honorable Libby Garvey**, 2016 Arlington County Board Chair. She will provide updates on the County's fiscal and development status and take questions from those in attendance. This is a great opportunity to see challenges and opportunities the County faces.

The forum will be held 7:30 a.m. to 9:30 am, at the **DoubleTree by Hilton Washington DC-Crystal City** at 300 Army Navy Drive in Arlington. I hope to see you there.

At the end of May all Chamber members should have received notification that a special meeting open to all Chamber members will be held June 17th at the **Crystal City Marriott**, 1999 Jefferson Davis Highway, Arlington, Virginia 22202. The purpose of this meeting is to ratify proposed updates to the Articles of Incorporation and Bylaws. The Governance Committee presented to the proposed changes to the Board of Directors on May 20, 2016 and the Board recommended through unanimous approval that members vote in favor of these changes.

The meeting will be brief with just this one agenda item and there will be discussion prior to the vote. I certainly hope members can attend the meeting. If you cannot, please provide your member Voting Proxy Form to someone attending the meeting or, as per the letter, "you may designate **Todd Yeatts**, 2016 Chamber Chair" as your proxy.

If you choose to allow me to serve as your proxy please mail or deliver the form to the Chamber office, 2009 14th Street North, Suite 100, Arlington, Virginia 22201.

Lastly, **Arlington Public Schools** end their school year this month. I want to personally thank fellow Chamber Board Member, **Dr. Patrick Murphy** and the dedicated men and women that serve as School Board Members, teachers, administrators, staff, coaches, and volunteers in our school system. I am a proud parent of kids at the elementary, middle school and high school level; I know the professionalism, care and concern that is exhibited daily.

Our school system is not only a great place to learn for our kids but it is also great for the Arlington business community. Ranked number one (out of 132) in the Commonwealth of Virginia, our schools are a resource for economic development, for a qualified workforce and a key driver of achievement. Congratulations to all who made this another tremendous year!



Todd Yeatts
The Boeing Company



Todd Yeatts

2016 ANNUAL CORPORATE SPONSORS



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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.



JUNE MILESTONE ANNIVERSARIES

CONGRATULATIONS!

■ TWENTY YEARS

ARLINGTON COMMUNITY FEDERAL CREDIT UNION
MILLIE'S TAILORING AND DRY CLEANING
RESIDENCE INN BY MARRIOTT, PENTAGON CITY

■ FIFTEEN YEARS

ARLINGTON COUNTY FAIR
ARLINGTON URGENT CARE CENTER

■ TEN YEARS

AMERICAN REALTY GROUP

■ FIVE YEARS

HADEED IN HOME & OFFICE CLEANING SERVICES
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WELCOME NEW MEMBERS

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It's about having an unforgettable experience and making an impression! Vostyle Hair Salon is comprised of a friendly, dynamic and dedicated team of hairstylists.

MEMBERS IN THE NEWS

■ ENCORE STAGE & STUDIO

Encore Stage & Studio celebrated its 49th season of "Theatre By Kids, For Kids!"

On Wednesday, April 13, **Encore Stage & Studio** celebrated its 49th season of "Theatre By Kids, For Kids!" at **Washington Golf and Country Club**. Community members were invited to learn about Encore's many years of serving and inspiring local children through the performing arts. **Encore** kicked off the breakfast with an exciting musical number from *The 25th Annual Putnam County Spelling Bee*.



Encore Director of Strategic Operations Caroline Schreiber, Encore Executive Director, Sara Strehle Duke, Arlington Arts Commissioner Wanda Baez and an Encore parent.

The Breakfast program included student performances from **Encore's** 2015/2016 season including the Troll family of *Hansel & Gretel* and the Otterloop family from *Cul de Sac*. Pat Kobor and Betsy Lohmann received the 2016 Celeste Award for outstanding volunteers. Lastly, *Cul de Sac* playwright, Amy Thompson shared the inspirational story behind the *Cul de Sac* comic strip.

This year, **Encore Stage & Studio** continues to grow its programs with additional educational and production opportunities including two additional black-box productions and expanding their holiday and summer camp programs.

■ VIRGINIA TECH

Virginia Tech and Arlington County join MetroLab Network to accelerate innovations in 'Smart Cities'

Virginia Tech and Arlington County have formed a partnership to join a MetroLab Network of 35 city/county-university partnerships focused on bringing data, analytics, and innovation to local government. MetroLab Network was launched by 21 founding city/county-university pairings in September 2015 at the White House as part of the Obama Administration's "Smart Cities" Initiative.

"**Virginia Tech's** partnership with Arlington County and the MetroLab Network is a wonderful way of extending our land-grant mission to urban innovation," said **Virginia Tech** President **Tim Sands**. "It further strengthens our long-standing relationship with the county, offers our researchers an opportunity to address issues and challenges that significantly impact the future of urban society, and our students can engage in hands-on, problem-based learning that will open the door to future careers."

In these Metro Lab partnerships, the university serves as a research and development arm and the city serves as a test-bed for technologies and policies. Faculty members and students gain access to real-world laboratories to develop and test tools and programs that utilize information technology, data analytics, sensing, and more. Cities and counties benefit from their technical expertise, leading to solutions that reduce the cost of infrastructure and services; make cities more sustainable and resilient; and improve citizens' quality of life.

"Becoming a part of the national MetroLab Network will spur innovative solutions for our community," said Arlington County Board Chair **Libby Garvey**. "It will be exciting to watch this partnership use data and technology to improve the country's infrastructure and enhance both economic development and the quality of life for all who live and work here."

Virginia Tech and Arlington County have signed a memorandum of understanding agreeing to undertake at least three research, development, and deployment projects. The **Virginia Tech National Capital Region** will be the focal point for the MetroLab partnership with Arlington.

MARYMOUNT UNIVERSITY

Marymount University Students Earn HR Leadership Awards Scholarships

Marymount University graduate students Danielle Stewart and Aubrey Beachy Martin have earned \$3,000 scholarships from HR Leadership Awards of Greater Washington (HRLA). The scholarships are part of HRLA's effort to promote and advance excellence in the human resource profession in the greater Washington, D.C., area.

Established in 2001, the Awards celebrate outstanding service and strategic vision in the areas of organizational leadership, risk-taking, innovation, vision, communication, service to the broader community, and commitment to ethical behavior. Scholarship recipients will be recognized at the HRLA Gala Awards ceremony on Tuesday, June 7 at the Washington Marriott Wardman Park.

ARLINGTON PARTNERSHIP FOR AFFORDABLE HOUSING

APAH Announces 2016 Affordable Housing Nominees

On April 13, **APAH** introduced its 2016 Affordable Housing honorees, Tim Naughton, CEO of AvalonBay Communities and David Leibson, co-chair of Arlington's Ten Year Plan to End Homelessness.

This year, **APAH** is recognizing Arlington activist, David C. Leibson and the group he co-chairs, The Ten Year Plan to End Homelessness, for leadership in promoting housing and innovative strategies to end homelessness in Arlington. As Leibson noted, there is still more to be done, but the Ten Year Plan has made great progress. At the annual "Point-in-Time" Count this January, the number of people who are homeless in Arlington dropped 27% to 174 individuals, down from 239 in 2015.

APAH is also honoring Timothy J. Naughton, Chairman, Chief Executive Officer and President of AvalonBay Communities. One of the largest multi-family developers in the country and headquartered right here in Arlington, 6.5% of their nationwide portfolio is affordable apartments. Mr. Naughton is a civic and philanthropic leader in Arlington. AvalonBay Communities is a hands-on leader in corporate social responsibility. **APAH** is honored to be one of AvalonBay's Spirit of Community partners and benefits from the active support of AvalonBay volunteers.



2015 honoree Bill Fogarty, Dave Leibson, APAH Board Chair John Milliken, 2015 honoree, Mark Silverwood, Tim Naughton, and APAH CEO Nina Janopaul.

ARLINGTON ARTS CENTER

Arlington Arts Center Names New Executive Director

Arlington Arts Center (AAC), acclaimed contemporary arts center, announced **Holly Koons McCullough** as the selection for the Executive Director position.

Bringing more than 20 years of curatorial and administrative experience in the visual arts to **AAC**, **McCullough** is tasked with continuing the growth and development of the organization. In response to this, she said, "I am honored to be chosen to lead this institution, and look forward to maintaining **AAC's** commitment to excellence while welcoming ever-broader audiences."

McCullough's experience with local, regional, and national contemporary artists and programs will strengthen **AAC's** ability to achieve its mission of supporting the creation of new work by artists in the Mid-Atlantic Region through its residency program, exhibitions, and educational initiatives. **McCullough** will join **AAC** on May 31, and kick off her tenure with the opening of *Strange Landscapes*, **AAC's** main summer exhibition, along with the beginning of **AAC's** nine-week summer art camps.

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Phone: (703) 524 2388
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Web Address: www.arlingtonmedia.org
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Arlington Independent Media (AIM) is a nonprofit membership organization and community media center in Arlington, Virginia. We provide training and access to media technologies.

NON-PROFIT ORGANIZATIONS & FOUNDATIONS

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Janine Finnell
1635 S. Stafford Street
Arlington, VA 22204
Phone: (703) 203 0766
E Mail: CleanEnergyAmbassador@lercpa.org
Web Address: www.lercpa.org
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Leaders in Energy is an educational, professional networking, and advisory services organization which focuses on energy, environmental, and sustainability topics.

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WELCOME NEW MEMBERS **CHAMBER SCENE**

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 Alexandria, VA 22314
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 E Mail: aimee@theparkerteamhomes.com
 Web Address: www.facebook.com/AimeeRanalliRealtor/
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 E Mail: info@crystalcityrestaurant.com
 Web Address: www.crystalcityrestaurant.com
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 Crystal City Restaurant Gentlemen's Club, es-
 tablished in 1963, has been providing quality
 food and live adult entertainment in Arlington
 for more than 50 years.

■ **THE CHAMBER SCENE APRIL-MAY**

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 Chamber staff and Board members participated in on behalf of the Chamber.

*April 8 – Kate Bates and Alex Held attended the **Leadership Arlington Legislative Breakfast.***

*April 30 – Kate Bates spoke at the **Leadership Center for Excellence Young Professionals Program Civic Engagement Day.***

*April 30 – Kate Bates served as a Lip Sync Judge with County Board Vice Chair **Jay Fissette** and School Board Member **James Lander** at **George Mason University's Go Gaga For Green** event.*

*May 3 – Kate Bates attended the **Leadership Center for Excellence 40 under 40** past winner breakfast. The Chamber is also a Supporting Partner of this program.*

*May 5 – Hannah Dannenfelser and Kate Bates attended the **Washington Business Journal's Women Who Mean Business, Secrets of Success Breakfast.** The **Rosslyn BID** was an event partner, and Chamber Director **Pinkie Dent Mayfield** of **Graham Holdings Company** served on the panel.*

*May 6 – **Arlington Economic Development** hosted Arlington's Small Business Summit. The Chamber was a supporting partner and several Chamber members donated their time and services at the Summit. Kate Bates and Mike Rosenow attended on behalf of the Chamber.*

*May 14 – Kate Bates attended the **Arlington Community Foundation Gala.***

*May 15 – Kate Bates was a judge for **Taste of Arlington**, hosted by the **Ballston BID.** Cassie Bate and Mike Rosenow were also in attendance and Hannah Dannenfelser volunteered.*

BUSINESS ADVOCACY

■ **BUSINESS ADVOCACY UPDATE**

County Board Candidate Forum Recap

The Chamber held the second business-themed **County Board Candidate Forum** on Monday, May 16, 2016. Current County Board Chair **Libby Garvey** is being challenged from within the Democratic party by **Erik Gutshall** and Independent **Audrey Clement** will be running against one of them in this year's general election. This forum featured a moderated discussion of topics important to the Arlington business community by Scott Brodbeck, owner of **Local News Now LLC**. The Forum provided each candidate with the opportunity to engage with local business leaders and offered attendees the chance to gain an inside look into the candidates' views on business in Arlington County.



On Tuesday, May 17 the Chamber partnered with the Northern Virginia Chamber of Commerce to host a *Regional Economic Development Forum*. Leadership from the Economic Development offices in Arlington, Loudoun and Fairfax discussed the current economic climate and the opportunities and initiatives being pursued by all three counties to grow the regional economy. **Kate Bates** gave welcoming remarks. Chamber Chair Todd Yeatts, Vice-Chair, Business Advocacy David Kinney, and Chamber Director Linda Chandler also attended.

- Other Business Advocacy updates include:
- April 12 – Kate Bates presented about the Chamber at the Economic Development Commission meeting. Cassie Bate also attended.
 - April 13 – Kate Bates and **David Kinney**, Vice-Chair, Business Advocacy, attended the Coalition of Northern Virginia Chambers Meeting.
 - May 10 – Kate Bates attended the Economic Development Commission meeting.
 - May 11 – Kate Bates spoke at the Committee of 100 about County Services on a panel with County Manager Mark Schwartz and Martha Moore from the Arlington Civic Federation. **David Kinney**, Vice-Chair, Business Advocacy, also attended on behalf of the Chamber.
 - May 12 – Kate Bates attended the **Arlington Public Schools'** Superintendent's Executive Advisory Board Meeting at **Wakefield High School**, followed by the Governor signing several bills related to career and technical education. The Chamber's **Urban Alliance** Intern Iyuram Ghebrekristos also attended the bill signing.

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

The 30th Annual Arlington Best Business Awards

The prestigious Best Business Awards were presented to those businesses that consistently provide outstanding quality of service and products, achieve significant growth or stability over the lifetime of their business, and display an interest and concern for the success of the Arlington community.

2016 Arlington Best Business Award Recipients

- Joe's Place Pizza and Pasta** - 2016 Retail Small Business of the Year
- Strategic Consulting Partners** - 2016 Home-Based Business of the Year
- Phoenix Bikes** - 2016 Nonprofit of the Year
- Design TLC, LLC** - 2016 Technology Small Business of the Year
- Virginia Center for Orthodontics** - 2016 Service Small Business of the Year
- Crystal City Marriott** - 2016 Business of the Year
- Snagajob** - 2016 Business of the Year



Tara Claeys, Design TLC, LLC accepting her award presented by Scott Thuman, Kate Bates, and Todd Yeatts



Arlington Business Hall of Fame Inductees, John Shooshan, Lola Reinsch (on behalf of the late E.G. Reinsch), and Bill Buck with Chamber President & CEO Kate Bates

Following the presentation of the awards, the Chamber inducted three new members into the 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.

This year's inductees include **John Shooshan**, Chairman of **The Shooshan Company**, **Bill Buck**, Executive Chairman of **Buck & Associates**, and the late **Emerson Gerald Reinsch**, President of **Reinsch Construction Corp.**



Scott Thuman presenting awards at the Sheraton Pentagon City Hotel



Rosario Farruggio accepting the award for Joe's Place Pizza & Pasta from Kate Bates

Special Thanks to Our Best Business Award Sponsors

Grand Sponsor



Hall of Fame Sponsor



Nonprofit of the Year Award Sponsor



Premier Sponsors

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- Burdette, Smith & Bish, LLC
- Cardinal Bank
- Fluor
- The Shooshan Company

Benefactor Sponsors

- Arlington Economic Development
- Rosslyn Business Improvement District
- United Bank

Patron Sponsors

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- Beach Geeks, Inc.
- Todd Ihrig - H.D. Vest Investment Services
- Strategic Consulting Partners

SHOPCHAMBER

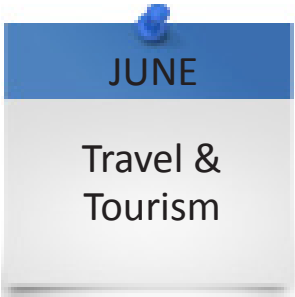
Thank you to everyone who supported the Chamber's Arts & Culture members during the month of May! Please support the Chamber's Travel & Tourism members during the month of June. A complete list of Travel & Tourism members can be found on the Chamber website.

Here are some of the many ways that you can use ShopChamber during the Travel & Tourism Month:



- Are you planning a wedding, large meeting or conference? Do you have out of town family visiting the area? The Chamber has a variety of hotel members and brands to choose from.
- Does your company do a lot of business travel? There are many Chamber members that are great for travel management and business meeting facilitating.
- Use any of the Chamber's transportation members to get around town or even travel to another city!

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.



CHAMBER TRAVEL: CHINA & CUBA

Travel around the world with the Chamber

The Arlington Chamber of Commerce is excited to offer our members, and the community, two unique opportunities to travel internationally with fellow business colleagues and community members.

We've partnered for the sixth time with **Citslinc International, Inc.** to offer an **all-inclusive**, unique opportunity to travel to **China**.

From **October 17-25, 2016** you will visit memorable sites, both ancient and modern, and enjoy a multitude of unforgettable experiences. Whether you're interested in traveling for personal or professional reasons, this nine day trip provides an unparalleled opportunity. **We are convinced that this will be one of the most unique trips you will ever take!**

"The Chamber China Trip was an opportunity I'm glad I didn't miss. More than a sightseeing trip, it was an experience of a lifetime. A chance to explore a fascinating culture and enjoy it with a group of strangers that all became friends." - **Todd Yeatts, The Boeing Company**



China trip pricing starts at \$2,299

For Package Includes:

- Roundtrip international airfare with departure from Washington Dulles International Airport
- Chinese domestic airfare
- 4 & 5 star hotel accommodations
- Deluxe tour bus
- English-speaking tour guide in each city
- 3 meals each day
- Fees for all tour attractions on the itinerary

The Chamber also has a new partnership with **Chamber Explorations** to send travelers on a once-in-a-lifetime adventure to explore **Cuba**, a country where time has stood still.

From **November 10-14, 2016** participants can travel to Cuba. With an itinerary reflecting a leisure trip, **Cuba Getaway** travelers will visit sights such as Ernest Hemingway's farm, the Museum of the Revolution, and a Havana cigar factory. Travelers will also have the opportunity to meet with the local Old Style Car Club owners and learn why Havana's streets are filled with vintage American automobiles and understand what it takes to keep them on the road.

Cuba trip pricing starts at \$2,695

Package Includes:

- Flights to and from Cuba
- First class hotel accommodations
- Bilingual Cuban Tour Guide
- Itinerary Interactions & Admissions
- Eight meals - three breakfasts, three lunches, two dinners
- Cuban medical insurance
- Deluxe Air Conditioned Motorcoach
- And more!

Both of these amazing trips are filling fast, so secure your spot by contacting the Chamber. For more information visit our Chamber Travel Page. If you have any questions or would like to register for the trip contact Hannah Dannenfeler at (703) 525-2400 or chamber@arlingtonchamber.org.

NONPROFIT SPOTLIGHT

Affordable Senior Housing

by Linda Kelleher, Executive Director, Culpepper Garden



The need for senior affordable housing continues to grow. Arlington County forecasts that households over age 65 will increase by 75% by 2040 to 21,500 households in Arlington and many will be low income.

Culpepper Garden, owned by nonprofit Arlington Retirement Housing Corporation (ARHC), is the award-winning, affordable residential community with 340 apartments for low-income older people. Located on 4+ landscaped acres that was once the home of botanist and philanthropist Charles Culpepper, we offer both independent and assisted living options so that residents can age in place with dignity and independence.

Our residents are actively engaged and we welcome volunteers to provide programs in our community. We serve 450 residents annually who have an average income of \$18,600. The average age of our assisted living residents is 87. Through generous community support, we are proud that no assisted living resident has ever left because they could not afford it.



Culpepper Garden opened in 1975 as Arlington's first affordable independent-living residence for low-income older adults. Additional independent units were added in 1992 for a total of 267 apartments. Responding to a growing need for increasing personal-care among **Culpepper Garden** residents and the Arlington community, ARHC opened the first low-income assisted-living residence in the U.S. in 2000. Today it remains the only facility of its type in Arlington enabling our most vulnerable senior population to age in place in their beloved community.

Culpepper Garden is the largest of four Arlington-based affordable-housing apartment complexes for low-income older adults. We receive over 4,000 calls a year from community members seeking information about our affordable housing, quality assisted-living services, and amenities that will enable them, or their loved one(s), to age in place with dignity in Arlington and enjoy a sustained quality of life no matter how impoverished or impaired they become during their stay.

In 2015, we were selected as the "Best Nonprofit of the Year" by the Arlington Chamber in recognition of all the years we've been helping the community. Information is available at www.culpeppergarden.org or contact **Linda Kelleher**, Executive Director, at lkelleher@culpeppergarden.org. **Culpepper Garden** is located at 4435 N. Pershing Drive, Arlington, VA 22203.

ARLINGTON ECONOMIC DEVELOPMENT

Open For Business - Arlington's Small Business Summit

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

Nearly 200 small business owners and individuals considering taking the jump into entrepreneurship learned tricks of the trade earlier this month at Arlington's Small Business Summit. This Summit, called "Open for Business" and hosted by **AED's BizLaunch**, was designed to help current and future small business owners in navigating the business landscape and provide them with expertise and resources they need for success.



"Fostering the growth of small, local businesses and entrepreneurs is the key to keeping local dollars here and building a successful business community," said Arlington County Board member **John Vihstadt**. "The Summit provided valuable hands-on information and the opportunity to share candid feedback with us and examine new ways to foster small business growth and sustainability."

Open for Business featured more than 25 complimentary Business Express Clinics with experts in areas including law, finance and business development. Approximately 20 vendors were also on hand to provide access to information about regulatory requirements, available resources, certifications and much more.

The Summit also featured an address from entrepreneur **Osiris Hoil**, owner of the **District Taco** restaurants. Hoil shared his story of coming to the United States and his dream of owning his own business. Today, **District Taco** has seven locations in Virginia and DC. "You have to make sure you know what you want to do in your life," said Hoil, explaining that any budding entrepreneur has to have the true drive and desire to succeed. "Learn to adapt. You have to believe your dream can come true. Before you decide to do anything you have to have passion for it."

The Open for Business Summit was part of Arlington's celebration of National Small Business Week, which honors small businesses for their commitment to community and for their hard work.

YOUNG ENTREPRENEURS ACADEMY



Young Entrepreneurs Academy Investor Panel

On Wednesday, May 11, the middle & high school students participating in the **Young Entrepreneurs Academy (YEA!)**, a regional entrepreneurship program, graduated as CEOs of their own company after walking across the stage at the Reinsch Library Auditorium at **Marymount University**. Prior to their graduation, the **YEA!** students participated in their first business plan competition at the **YEA!** Investor Panel on March 31. The students, representing nine unique businesses, had five minutes to pitch their business plans to prominent local members of the business community. Based on the appeal and merit of the students' plans and presentations, the panelists awarded each business the following funds:



Alex Held and Young Entrepreneurs Academy Student at the YEA! Tradeshow

- Avvo Apparel (Rose McGough & Dylan Cunningham) received \$800.
- KLM Caregivers (Lee Keller, Melanie Hanlich & Kyle Billingslea) received \$800.
- Fresh Charges (Alex Yu & Jack Ogden) received \$420.
- Zellybox (Laura Canseco) received \$802.
- QTech Innovations (Quincy Box) received \$880.
- Catch My Bus (Jill Maisel & Christopher Goodhand) received \$540.
- Need for Sneaks (Ryan Medina, John Medina & Elias Miller) received \$300.
- Pivloo (Michael Freeman II) received \$1,000.
- Kudu Lawn Care (Mark Yates Jr.) received \$800.

The Investor Panelists also selected Michael Freeman II, and his mobile app company Pivloo, to compete in the YEA! Saunders Scholars Semi-Finals which were held in Rochester, New York on May 6. "Participating in **YEA!** has

allowed me the opportunity not only to improve my skills, but also provided me with the opportunity to make valuable connections with local business leaders all while learning from their experiences as entrepreneurs," said Michael when asked about his experience in the **YEA!** Program.

After the Investor Panel Presentations, the students began using their funds to produce their products, develop marketing materials, and design a trade show booth in preparation for the **YEA!** Trade Show event on April 27. The **YEA!** Trade Show was held at the **Ballston BID's** Farmers Market in Welburn Square where the students managed to receive a great deal of interest from customers and commuters.

"We have been extremely impressed by what these students have accomplished so far this year in the **Young Entrepreneurs Academy**, and the Investor Panel and Trade Show events were no exception," said **Kate Bates**, President & CEO of the **Arlington Chamber of Commerce**. We look forward to seeing the development of these businesses moving forward."



YEA! supplements entrepreneurship education with mentors, guest speakers, sponsors, and field trips. If you're interested in volunteering or sponsoring the program, please contact the Chamber at (703) 525-2400.



Recruitment for the 2016-2017 **YEA!** Program has already begun. If you know of a middle or high school student who has an interest in starting their own business, you can nominate them for the 2016-2017 program year by visiting the Chamber's website, www.arlingtonchamber.org. Applications will be reviewed and accepted on a rolling basis with final applications due September 30. For more information about this program, please contact Alex Held at aheld@arlingtonchamber.org.

Sales Training for Business Owners and Professionals

During April's Small Business Roundtable, **Lorraine Nordlinger**, President/Lead Consultant of **Nordlinger Consulting Group** provided attendees with tips and best practices for business owners and professionals to improve their sales techniques.

- 1) How to sell your services while maintaining your executive presence
 - Excellent Public Speaking Skills
 - Ability To Command A Room
 - Assertiveness
 - Emotional Intelligence
 - Sense of Humor
 - Good Posture And Body Language

- 2) The stages of the sales and buying processes
 - Problem Recognition
 - Need Description
 - Product Specification
 - Supplier Search
 - Proposal Solicitation
 - Supplier Selection
 - Order-Routine Specification
 - Performance Review

- 3) How to sell through others
 - Hire Salespeople
 - Referrals
 - Partners
 - Lead Generation Companies
 - Appointment Scheduling Firms
 - Affiliate Programs

- 4) Apply your strengths/manage around your weaknesses to grow your business
 - The key to success is to fully understand how to apply your greatest talents and strengths in your everyday life.
 - 5 Clues to Talent/Strength
 - Yearning
 - Satisfaction
 - Rapid Learning
 - Glimpses of Excellence
 - Total Performance Excellence
 - Customer Loyalty is More than Customer Satisfaction
 - Strong Emotional Connection
 - Loyal Customers Always Return, Brag About You and Bring You Referrals, and are More Forgiving About Mistakes

GRAND SPONSOR



The Small Business Roundtable is an open forum discussion of topics essential to the success of small businesses. It is free for members, though registration is required, and is held the last Wednesday of each month in the Chamber Board Room.

REGISTER NOW:

JUNE SMALL BUSINESS ROUNDTABLE

22 WEDNESDAY

11:45 a.m. - 1:00 p.m.

Chamber Board Room

Presented by Fred Griffin of TriNet

How Small Businesses Benefit by Outsourcing Their HR to a PEO

OPPORTUNITY WORKS

The Opportunity Works 2016 Campaign continues as campaign volunteers make progress toward reaching our goal of \$255,000 by June 21. We are now over 75% of the way towards our goal, with a total of \$195,628 so far. The money brought in during the Opportunity Works Campaign represents more than a quarter of the Chamber's operating budget, and the volunteers are working hard to reach the goal.



Volunteers met at the last networking rally in May, hosted by Chair-Elect **Tina Walker** at The Waterview. Campaign Co-Chair, **Joe Prentice** reminded the group that we've done well, but we still have a lot of work to do. Grand Sponsor and volunteer **John Gallagher** from **IAM Services** spoke about how he has been successful selling memberships to businesses by talking about his professional success he's had, and the great relationships he's made, because of his involvement with the Chamber.

SPECIAL THANK YOU TO

GRAND SPONSOR



Opportunity Works Volunteers and Board Members are invited to the Victory Celebration on June 21, 5:30-7:00 p.m. at **ROCKLANDS Barbeque and Grilling Company** to celebrate this year's success and all of our volunteers' hard work.

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!

- **Leadership Arlington, Mid-Atlantic Skin Surgery Institute and Reston Limousine Service** for donating door prizes for the Breakfast Connection
- **Culpepper Garden, Ginkgo Street Labs and Phoenix Bikes** for donating door prizes at the Business after Business
- **EagleBank** for hosting the May Business after Business
- **Crystal City Sports Pub** for hosting the May Board of Directors Meeting

We're Celebrating Our 10th Year!

Thank you Arlington Community! We are committed to being the best bank, serving the needs of individuals and businesses with a personal touch. Please stop in today and let us show you a better way to bank.



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