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SAVE THE DATE

PROFESSIONAL DEVELOPMENT SERIES: MAKE THE MOST OF YOUR 24 HOURS

MARCH 24

7:30 - 9:30 a.m.
Chamber Board Room

VALOR AWARDS

APRIL 15

11:30 a.m. - 2:00 p.m.
Fort Myer Officers' Club
Joint Base Myer-Henderson Hall



ANNUAL GALA REVIEW

The 91st Annual Arlington Business Gala

The Arlington Chamber of Commerce hosted its 91st Annual Arlington Business Gala on Saturday, January 31 at **The Ritz-Carlton, Pentagon City**. The Business Gala was the Chamber's first major event of 2015 and entertained over 300 area business leaders. 2015 Chamber Chair **Kevin Shooshan** of **The Shooshan Company** hosted the evening.

The event marked Chamber President & CEO **Kate Roche**'s first Gala as the organization's leader. Kate was named President & CEO in June 2014 following the retirement of President **Rich Doud** in May 2014.

"I'd like to personally thank everybody who made it to the 91st Annual Arlington Business Gala," said **Shooshan**. "What a great night for Arlington, the Chamber, and for everyone who made it to Arlington's Best Night Out. If January is a sign of things to come for the Chamber and our new leadership behind President & CEO **Kate Roche**, I'm excited for the next 11 months!"

Thank you to everyone who helped to make the event such a great success!

▶ Turn to page 8-9 to view photos and see a list of the winners and sponsors.



President & CEO Kate Roche, former President Rich Doud, and 2015 Chair Kevin Shooshan.

HOSPITALITY AWARDS PREVIEW

Recognizing Front-line Hospitality Workers

The Chamber will honor those in Arlington's hospitality field at the 11th Annual Hospitality Awards on Tuesday, March 17 at the **Crystal Gateway Marriott**. Registration will begin at 7:30 a.m., followed by breakfast and the program from 8:00 - 9:30 a.m.

The Hospitality Awards honor those who make Arlington County a wonderful place to live and visit. Those receiving awards on March 17 are not managers, who are typically recognized in this type of awards ceremony, but rather the employees whose work directly effects the customers on a daily basis. Join us as we award those hard-working front-line workers from fellow member businesses.



▶ 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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CENTER**
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 Todd Yeatts, Chair-elect
 Tim Hughes, Immediate Past Chair
 David DeCamp, Past Chair
 Kate Roche, President & CEO
 Lindsey Rheume, Treasurer
 Tina Walker, Assistant Treasurer
 Shannon Bailey, Vice Chair - Communications
 David Kinney, Vice Chair - Economic Development & Government Affairs
 Joe Prentice, Vice Chair - Member Affairs
 David Isaacson, Vice Chair - Membership Development
 Donna Hamaker, Vice Chair - Special Interests

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 Joe Prentice, State Department Federal Credit Union
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 Alex Held, Membership Engagement Manager
 Hannah Dannenfeler, Member Services Administrator
 Joseph Meyer, Part-time Events Associate

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

MARCH AT THE CHAMBER

AMBASSADOR COMMITTEE MEETING	2 MONDAY 4:15 p.m. - 5:15 p.m. Chamber Board Room
COMMUNICATIONS COUNCIL MEETING	3 TUESDAY 8:30 a.m. - 9:30 a.m. Chamber Board Room
OPPORTUNITY WORKS KICKOFF EVENT (ONLY OPEN TO OPPORTUNITY WORKS VOLUNTEERS AND BOARD MEMBERS)	3 TUESDAY 5:00 p.m. - 6:30 p.m. Fire Works Arlington
GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE OPEN MEETING	4 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
SMART START	5 THURSDAY 4:00 p.m. - 5:15 p.m. Chamber Board Room
GREEN BUSINESS COMMITTEE MEETING	6 FRIDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
MEMBERSHIP DEVELOPMENT COMMITTEE MEETING	10 TUESDAY 4:30 p.m. - 5:00 p.m. Chamber Board Room
EXECUTIVE COMMITTEE MEETING	11 WEDNESDAY 8:00 a.m. - 9:30 a.m. Chamber Board Room
BREAKFAST CONNECTION	12 THURSDAY 7:30 a.m. - 9:00 a.m. Holiday Inn Rosslyn
11TH ANNUAL HOSPITALITY AWARDS	17 TUESDAY 7:30 a.m. - 9:30 a.m. Crystal Gateway Marriott
GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE WORKING SESSION	18 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
BUSINESS AFTER BUSINESS	19 THURSDAY 5:00 p.m. - 7:00 p.m. Bank of Georgetown
BOARD OF DIRECTORS MEETING	20 FRIDAY 11:45 a.m. - 2:00 p.m. Linden Resources
PROFESSIONAL DEVELOPMENT: WHAT TO DO WITH YOUR 24 HOURS	24 TUESDAY 7:30 a.m. - 9:30 a.m. Chamber Board Room
SMALL BUSINESS ROUNDTABLE	25 WEDNESDAY 11:45 a.m. - 1:00 p.m. Chamber Board Room
EDUCATION & WORKFORCE DEVELOPMENT COMMITTEE MEETING	25 WEDNESDAY 4:00 p.m. - 5:00 p.m. Arlington Career Center

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.

5 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

BREAKFAST CONNECTION

Promote your business 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.

12 THURSDAY
7:30 - 9:00 a.m.
Holiday Inn Rosslyn
1900 N. Fort Myer Dr.
Arlington, VA 22209

GRAND SPONSOR

CARDINAL
 Bank

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 mounting jackpot available each month.

19 THURSDAY
5:00 - 7:00 p.m.
Bank of Georgetown
2300 Wilson Blvd.
Arlington, VA 22201


 Bank of Georgetown
 Member FDIC

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 a function.

Community Advocacy

One of the Chamber's primary goals for 2015 is to increase our position with advocacy in Arlington County, providing a cohesive voice from the business community on critical issues and policies. After all, this is something that we owe our members as the hub of 700 businesses, so I wanted to share with you an example of how the Chamber has been hard at work on an ongoing issue in Arlington over the past few months. My hope is that this shows you how these processes typically go, outlining an example of a trail from start to finish (or where we are today), and specifically how we worked with other groups within the County to further strengthen our position:



In late November, the Chamber's Government Affairs Committee began to hear of several proposed changes to Arlington's Retail Plan, which were advertised for a Board vote at the February 21, 2015 County Board Meeting.

- Our Government Affairs & Economic Development Committee reviewed the proposed changes, discussed at a few consecutive monthly committee meetings, and finally reached out to the Chamber Chair and Chamber President & CEO (myself and Kate Roche).
- At this time, Kate and I had the opportunity to review the committee's comments, then brought the issue before the Chamber's Executive Committee.
- Kate and I had the opportunity to meet with a member of the Arlington County Board to voice our position.
- The Arlington County Board hosted a work session focused on the Retail Plan, and it was clear that the Chamber's (and entire community's) voice had been heard at that work session.
- A letter was then drafted presenting the Chamber's position. That letter subsequently went before the Chamber Board for approval. In this case, the letter was approved by the Board.
- All three Business Improvement Districts for Rosslyn, Ballston and Crystal City submitted their own letters as well, supporting the same position taken by the Chamber and showing unity in the business community.
- The Chamber's position letter was then sent to each of the five Arlington County Board members shortly after the County work-session, which Kate Roche attended.
- The Chamber's position was ultimately accepted by the Arlington County Board, delaying the February 21, 2015 vote until further review by AED and the County Manager.

This was all accomplished efficiently and through an extremely well-communicated, fluid process through the channels of the Chamber, and ultimately I'm happy to report that our recommendation was both received and accepted by Arlington County Board. This is a great example of how Arlington County, Arlington Economic Development, the Chamber and the BIDs worked together, and as a result, voices were heard and the proper action was taken. I look forward to our continued effort with Arlington's Retail Plan, and I'll be updating you later in the year as this Plan continues to progress.

***"Coming together is the beginning; keeping together is process; and working together is success."* – Henry Ford**

Kevin Shooshan
The Shooshan Company



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.



FEBRUARY MILESTONE ANNIVERSARIES

CONGRATULATIONS!

- TWENTY FIVE YEARS
PHOENIX HOUSES OF THE MID-ATLANTIC
- TWENTY YEARS
ARLINGTON HOST LIONS CLUB
PRS/CRISIS LINK
- FIFTEEN YEARS
RESTAURANT ASSOCIATION OF METROPOLITAN WASHINGTON
- TEN YEARS
HENDRY HOUSE
SPORT & HEALTH CLUBS
- FIVE YEARS
BAE SYSTEMS
SRP & ASSOCIATES, INC.
TARTAN PROPERTIES COMMERCIAL

MARCH MILESTONE ANNIVERSARIES

CONGRATULATIONS!

- FIFTEEN YEARS
CULPEPPER GARDEN
- TEN YEARS
MACEDONIA BAPTIST CHURCH
- FIVE YEARS
CARDINAL CONSTRUCTION & MANAGEMENT
FIRE WORKS ARLINGTON, LLC
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WELCOME NEW MEMBERS

- BANKS
BANK OF GEORGETOWN
Bobby Wright
2300 Wilson Boulevard
Arlington, VA 22201
Phone: (703) 504 9100
E Mail: RWright@BankofGeorgetown.com
Web Address: www.BankofGeorgetown.com
Sponsor: Staff
Bank of Georgetown is the area's finest community bank, with branches in Arlington, Washington DC and Northern Virginia.

MEMBERS IN THE NEWS

■ HYATT REGENCY CRYSTAL CITY

Hyatt Regency Crystal City Launches "Art for Life" Partnership with National Kidney Foundation

Hyatt Regency Crystal City General Manager **Derrick Morrow** announced that the property has partnered with the National Kidney Foundation for monthly "Art for Life" events in 2015. The yearlong program, which began in February 2015, will highlight a different local artist from the Torpedo Factory in the hotel's atrium from 4:30 p.m. to 7:30 p.m. on the 3rd Thursday of each month.

■ BEAN, KINNEY & KORMAN

Jennifer McCammon Joins Bean, Kinney & Korman

Bean, Kinney & Korman announced that **Jennifer McCammon** has joined the firm as an associate. **Jennifer** represents individuals in divorce and other family law matters. In addition, **Jennifer** has experience with general civil litigation matters in state and federal court.

"**Jennifer** will bring a lot of value to our clients needing help with domestic relations," said **Leo Fisher**, managing partner. "We are excited to have her as part of our firm."

Prior to joining **Bean, Kinney & Korman**, **Jennifer** clerked at multiple court levels and worked as an associate at Blankingship & Keith. She is recognized as a Rising Star by Virginia and Washington DC Super Lawyers.

■ CARDINAL BANK

Cardinal Bank Names Darren T. Tully Vice President and Commercial Loan Officer

Cardinal Bank announced that **Darren T. Tully**, a northern Virginia native, has joined the company as Vice President, Commercial Lending Officer. **Tully** will have responsibility for managing and growing commercial loan and deposit relationships focused primarily in **Cardinal's** Arlington and Alexandria Markets. A northern Virginia native, **Tully** holds a Bachelor of Arts degree in International Economics from the University of Virginia and is a 2013 graduate of the **Leadership Arlington** Young Professionals Program. In the business community, **Tully** is an active member of the **Arlington Chamber of Commerce**, the McLean Business Forum, and the Virginia Bankers Association's Leadership Division. He is a licensed insurance agent for the state of Virginia, and a volunteer at **Arlington Street People's Assistance Network**.

■ ARLINGTON PROMOTIONAL PRODUCTS, LLC.

Young Entrepreneurs Academy Students Learn Creative Ways To Promote Their Brand

Carol Singer, a Young Entrepreneurs Academy (YEA!) sponsor and owner of **Arlington Promotional Products, LLC**, was a guest presenter at the January 28 YEA! lesson. The interactive workshop included an overview of branding, a logo quiz and discussion of real-life examples of using products imprinted with logos to promote a business's brand. Scenario-based practice sessions were used to give the students hands-on experience in publicizing an organization's brand. To learn how you can get involved in YEA!, contact Cassie Bate at cbate@arlingtonchamber.org or call (703) 525-2400 ext. 204.

■ ARLINGTON PARTNERSHIP FOR AFFORDABLE HOUSING (APAH)

Arlington Presbyterian Church Receives Green Light to Sell Property For Affordable Housing

On Tuesday, January 27, approximately 200 commissioners of the National Capital Presbytery gave unanimous approval for Arlington Presbyterian Church (APC) to sell their property to the **Arlington Partnership for Affordable Housing (APAH)** to build approximately 140 units of affordable housing on the church site along Columbia Pike. **APAH** will be seeking the necessary financing and land use approvals during 2015, with hopes of closing on the property in July 2016. APC will continue to worship in the building until that time.

■ MARYMOUNT UNIVERSITY

Jane Goodall to Speak at Marymount University Benefit

Marymount University will host Dr. Jane Goodall at DAR Constitution Hall on Friday, April 17, at 7 p.m. Dr. Goodall is a famed primatologist, conservationist, founder of the Jane Goodall Institute and UN Messenger of Peace. In her speech, *Sowing the Seeds of Hope*, Dr. Goodall will bring her audience into the world of the Gombe chimpanzees from her early observations and experiences to the latest news and stories from the field. Her latest publication, "Seeds of Hope," dives into the world of plants, exploring interesting anomalies about the natural world and how we can protect the place we call home. Dr. Goodall will also share information about the work of the Jane Goodall Institute, which continues her pioneering research at Gombe and is widely recognized for establishing innovative community-centered conservation and development programs in Africa. Today, the Institute is a global leader in the effort to protect chimpanzees and their habitats, operating in more than 28 countries. Proceeds from the event will help establish a fund at **Marymount** that will enhance the work of volunteerism and community engagement through campus grants and capacity building. Tickets are on sale through Ticketmaster.

■ LEADERSHIP ARLINGTON

Leadership Arlington Seeks Candidates For The Signature Program Class of 2016

Leadership Arlington is seeking leaders with a strong commitment to strengthening and building the community to apply online for the **Leadership Arlington** Signature Program Class of 2016. A balanced class of close to 50 leaders from the private, public and nonprofit sectors ensures diversity of perspectives and opportunities as participants experience personal and professional development through an issues-based curriculum combined with a unique skill-building component. The Early Bird deadline with a discounted application fee is Wednesday, April 1, 2015. The final deadline is Thursday, April 30, 2015. For more information about **Leadership Arlington** and the Signature Program, visit www.leadershiparlington.org/programs/signature.

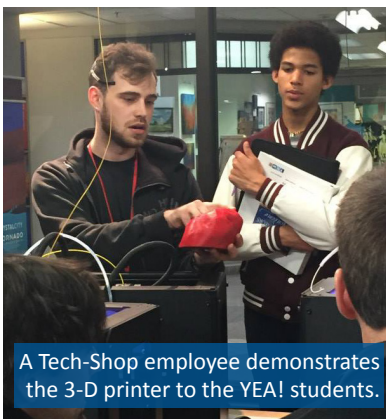
YOUNG ENTREPRENEURS ACADEMY

On Wednesday, January 28, the Young Entrepreneurs Academy (YEA!) Arlington Chamber students went on a class field trip to **Techshop DC-Arlington** in Crystal City to experience the many resources available at the newest do-it-yourself design and fabrication space.

Students learned about the cutting-edge tools, equipment, and computers available at **TechShop** and saw demonstrations by **TechShop** staff of many of the machines, including the 3-D

printer, laser cutter, and welding machines. Some students were even inspired by the field trip to start businesses where they will be creating a tangible product for customers.

Save the date for the YEA! Investor Panel on Thursday, May 7, 2015 from 6:00 - 8:00 p.m. at **Marymount University**.



A Tech-Shop employee demonstrates the 3-D printer to the YEA! students.

For more information about the Young Entrepreneurs Academy program, contact Cassie Bate at cbate@arlingtonchamber.org or call (703) 525-2400.



A Tech-Shop employee shows the students a piece of metal carved by the water pressure machine.



■ BUSINESS SERVICES

INTELLIGENT OFFICE

Debbie Vongphakdy
1100 North Glebe Road, Suite 1010
Arlington, VA 22201
Phone: (703) 224 8000
E Mail: debbie@iovirginia.com
Web Address: www.ioarlington.com
Sponsor: Rick Reinsch, Digital Productions
Allows residents to work from anywhere and still have all the benefits of a traditional office. Members business calls are answered and connected to any phone, anywhere.

■ COMMUNITY OUTREACH

TECHSHOP DC-ARLINGTON

Isabella Musachio
2100-B Crystal Drive
Arlington, VA 22202
Phone: (703) 302 8780
E Mail: info.dca@techshop.ws
Web Address: www.techshop.ws
Sponsor: Staff
TechShop is a membership-based DIY workshop and fabrication studio that provides access to a highly creative, collaborative community of makers, tinkerers, students, academics and entrepreneurs.

■ CONSTRUCTION & CONTRACTORS

HEFFRON COMPANY

Colin Dunn
4940 Nicholson Court
Kensington, MD 20895
Phone: (301) 816 2088
E Mail: cdunn@heffroncompany.com
Web Address: www.heffroncompany.com
Sponsor: Kevin Shooshan, The Shooshan Company
Heffron Company is the area's specialty mechanical and plumbing contractor serving VA, MD, and DC - Since 1992.

■ CONSULTING

BEN ABBOTT ANALYTICS

Ben Abbott
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Arlington, VA 22201
Phone: (978) 460 0978
E Mail: ben@benabbottanalytics.com
Sponsor: Greg Mullan, George Mason Mortgage
Ben Abbott Analytics helps clients make better decisions with data. Ben offers his expertise in web site, mobile app, and big data analytics to turn data into actionable insights.

■ HEALTHCARE SERVICES

STEPHEN A. MABRY, DDS, P.C.

Dr. Stephen Mabry
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Arlington, VA 22203
Phone: (703) 527 5334
E Mail: contact@drmmabrydds.com
Web Address: www.stephnmabrydds.com
Sponsor: Timothy Hughes, Bean Kinney & Korman
Our dental office is a cosmetic and comprehensive family practice. We are committed to excellence in serving our patients and their oral healthcare needs.

■ INFORMATION TECHNOLOGY

CYGRU

Chris Sanders
3033 Wilson Blvd., Suite 700
Arlington, VA 22201
Phone: (703) 842 0670
E Mail: cs@cygru.com
Web Address: www.cygru.com
Sponsor: Staff
CYGRU is a full-spectrum Cyber-Security company, providing comprehensive, cost effective tailored solutions helping customers overcome unique challenges.

WELCOME NEW MEMBERS

■ MEDIA

VIRGINIA BUSINESS

Michele Weatherly
1207 E. Main St., Suite 100
Richmond, VA 23219
Phone: (804) 255 1366
E Mail: mweatherly@va-business.com
Web Address: www.va-business.com
Sponsor: Staff
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has served as the leading source of
information about the people and industries
most significantly affecting Virginia's
economy.

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Arlington, VA 22203
Phone: (484) 326 6003
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Web Address: www.omnibsi.com
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office technology, exclusive provider of the
White House and have over 6,000 machines
on Capitol Hill.

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Marcus Brown
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Arlington, VA 22201
Phone: (703) 525 1955
E Mail: office@novacatclinic.com
Web Address: www.novacatclinic.com
Sponsor: Jamie Nicholas, Jamie Nicholas
Printing & Graphics
We are a full service feline only hospital. We
offer boarding and grooming to our clients.

■ REAL ESTATE - COMMERCIAL

**PAUL CARNEY - COLLIERS
INTERNATIONAL**

Paul Carney
1200 N. Veitch Street, Apt. 1232
Arlington, VA 22201
Phone: (301) 788 3516
E Mail: paul.carney@colliers.com
Web Address: www.colliers.com
Sponsor: Staff
I help tenants in the Northern Virginia office
market find and lease office space.

■ REAL ESTATE - RESIDENTIAL

**GLENN AMODEO - KELLER
WILLIAMS REALTY**

Glenn Amodeo
2101 Wilson Blvd., Suite 100
Arlington, VA 22201
Phone: (703) 307 0699
E Mail: glenn.amodeo@gmail.com
Web Address: www.glennamodeo.com
Sponsor: Angela Rose, Keller Williams Realty
By means of a personal commitment to
excellence, I provide market knowledge,
integrity and rigorous advocacy to my clients
in making their dreams a reality.

**RUSSELL ARKIN - KELLER
WILLIAMS REALTY**

Russell Arkin
2101 Wilson Blvd., Suite 100
Arlington, VA 22201
Phone: (703) 401 7327
E Mail: russell@russellarkin.com
Web Address: www.russellarkin.com
Sponsor: Staff
I empower profitable moves for my selling
clients through my 89 Point Marketing Plan,
Easy Exit Listing Agreement and Smart Seller
Program.

THE CHAMBER SCENE

■ THE CHAMBER SCENE JANUARY-FEBRUARY

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.

December 18 – Kate Roche attended the County Manager Budget Strategy Meeting.

January 15 – Meet the Chair hosted by Leadership Arlington. The Arlington Chamber of Commerce served as a supporting partner for the event. Mike Rosenow, Alex Held, Cassie Bate and Kate Roche attended on behalf of the Chamber.

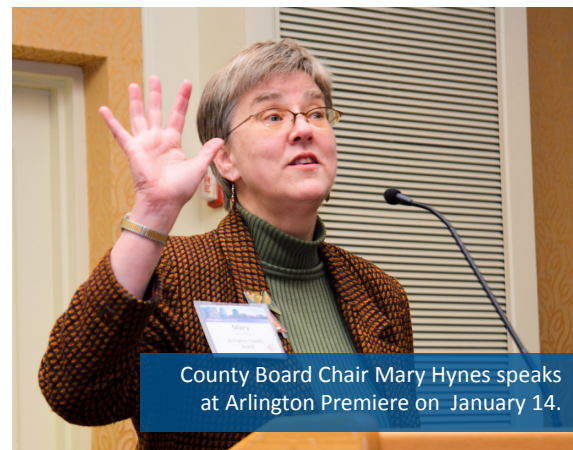
January 20 – Kate Roche, along with several members of the Chamber's Government Affairs & Economic Development Committee, attended the County Board Retail Action Plan Work Session.

January 26 – Kate Roche attended the Marymount Nonprofit Resource Center in Partnership with the Arlington Community Foundation Advisory Board Meeting. Kate is serving on the Advisory Board on behalf of the Chamber.

January 30 – Kate Roche attended the Hyatt Place Hotel Groundbreaking. Lawrence Cheng Photography, LLC was responsible for the photography at the event.

February 4 – Kate Roche spoke at the Arlington Optimist Club about the Chamber.

February 11 – The first meeting of the Arlington County Facilities Study took place. Kate was appointed to the study as a citizen, but looks forward to ensuring that the business community is represented in this discussion.



County Board Chair Mary Hynes speaks at Arlington Premiere on January 14.

Photo courtesy of Lawrence Cheng Photography



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NONPROFIT SPOTLIGHT

ShopChamber - March is Nonprofit Organizations Month!

This month you can shop with your philanthropy dollars by supporting the Chamber's nonprofit organizations! You can ShopChamber during the month of March by donating your time, talent and resources to Chamber nonprofits.

"Our biggest resource is our partnerships with the community."
- **Kerry Lombard, Doorways for Women and Families**

"Volunteering with **OAR (Offender Aid and Restoration)** has changed my life."
- **Christine Searle, Searle Business Solutions, LLC.**

Visit the Chamber website to view an extensive list of Nonprofit Organization members.



SHOPCHAMBER

Thank you to everyone who supported the Chamber's Business & Professional Services members during the month of February!

Whether you're planning an event, buying or remodeling a home, renting and furnishing an office, seeking tax or legal advice, going out to dinner, or shopping, our members offer excellent products and services for all your professional and personal needs, and we want you to choose member businesses whenever possible when searching for local services. When we "shop" our local community, and specifically Chamber members, we directly promote and stimulate a strong and vibrant local economy. Members constantly refer other members, but ShopChamber helps brand the initiative. This helps everyone!

Here are some great examples of how ShopChamber helped our members in the past month:

- Hyatt Place Hotel was looking for a photographer for their groundbreaking and asked **Kate Roche** for a recommendation. **Kate** recommended **Lawrence Cheng Photography** for the event, and Hyatt Place Hotel utilized **Lawrence's** services for the groundbreaking.

- **Shannon Bailey, Global Thinking**, was looking for a way to dispose of old paint. After a recommendation from Chamber staff, **Shannon** visited **Yuck Old Paint**, another Chamber member and the first and only company in the mid-Atlantic region that offers a green service to safely remove and eco dispose of old cans of paint from commercial and residential properties. After this referral, **Shannon** and **Raea Leinster** of **Yuck Old Paint** formed a new business relationship.

Here are some easy ways that you can start engaging with ShopChamber:

- Create buzz online! Use the hashtag #ShopARL on all of your social media outlets every time you shop at a local member retail location, attend an event at a member business, or refer a friend to an Arlington business.

- Develop a special promotion for fellow Chamber members and upload your coupon on the website. This will help encourage other members to ShopChamber as well.

- Write an informational or how-to post for the Chamber blog during your ShopChamber month or anytime you have an idea you think would be interesting to other people. The Chamber blog is a great way to establish yourself as a thought leader in your industry. Each month on the Chamber website we will spotlight members within a particular industry to make it easier to find those businesses that fit the ShopChamber category.

Interested in writing a blog post for the Chamber website? Our blog guidelines can be found on the Chamber blog or by emailing the Communications Manager at communications@arlingtonchamber.org.



WELCOME NEW MEMBERS

■ RESTAURANTS & FOOD SERVICES

CAVA MEZZE

Jamie Barmak
2940 Clarendon Blvd.
Arlington, VA 22201
Phone: (703) 276 9090
E Mail: jamie@eatcava.com
Web Address: www.cavamezze.com
Sponsor: Staff
Cava Mezze is a Greek-inspired restaurant serving the freshest and finest in Mediterranean ingredients.

■ CRYSTAL CITY SPORTS PUB

John Finlay
529 23rd Street South
Arlington, VA 22202
Phone: (703) 521 8215
E Mail: info@ccsportspub.com
Web Address: www.ccsportspub.com
Sponsor: Todd Yeatts, The Boeing Company
We are a neighborhood restaurant with a sports viewing environment featuring three levels and over 100 TVs offering great food at a reasonable price with friendly service.

■ KAPNOS TAVERNA

Nicholas Pagonis
4000 Wilson Boulevard, Suite D
Arlington, VA 22203
Phone: (703) 243 5000
E Mail: eat@kapnostaverna.com
Web Address: www.kapnostaverna.com
Sponsor: Kevin Shooshan, The Shooshan Company
Mike Isabella's Kapnos Taverna serves classic and coastal-inspired Greek dishes, including favorites from the Greek Islands, along with tastes from other regions.

■ PEPITOS CANTINA

Nicholas Pagonis
4000 Wilson Boulevard, Suite D
Arlington, VA 22203
Phone: (202) 234 5000
E Mail: drink@pepitabymic.com
Web Address: www.pepitabymic.com
Sponsor: Kevin Shooshan, The Shooshan Company
Mike Isabella Concepts Beverage Director, Taha Ismail, has created a robust beverage program featuring a large selection of tequila and mezcal, and a list of rocks and frozen margaritas made to order with fresh fruit.

■ TECHNOLOGY & COMPUTER SERVICES

SIDEWALKS

Mark Merrill
2700 Clarendon Blvd., Apt. E514
Arlington, VA 22201
Phone: (215) 205 0067
E Mail: marksmerrill@markitedu.com
Sponsor: Ron Novak, Segue Technologies
A mobile based technology and social good startup based in Arlington, VA, to go live in late spring/early summer 2015.

■ TRANSPORTATION

KEOLIS, INC.

Crystal Simpkins White
51 Monroe Street, Suite 601
Rockville, MD 20850
Phone: (301) 251 5612
E Mail: crystal.simpkinswhite@keolisna.com
Web Address: www.keolisnorthamerica.com
Sponsor: David Isaacson, Technology Management Services, Inc. and Staff
A leading public transportation operator, established on four continents, offering a full range of transport solutions to meet the needs of local authorities and passengers.

SOCIAL MEDIA

Connect with the Chamber on all of our social media outlets!



Arlington Chamber Blog
arlingtonchamber.org/blog



@ArlChamberVA
twitter.com/ArlChamberVA



Arlington Chamber of Commerce - Virginia
facebook.com/ArlingtonChamberVA



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Arlington Chamber of Commerce

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This Week at Your Chamber

An e-newsletter banner ad allows you to place your company's ad at the top of one of our electronic newsletters for a full year. Sent to over 2,400 Chamber members and prospective members, your banner ad will receive top billing and include a clickable link to your website. For one low price you can secure your organization's placement at the top of this business community e-news for an entire year!

Advertising In the Chamber's e-newsletter gives your business long term exposure for a very small investment. There are a range of advertising levels to fit the needs and budget of any business.

For a full list, take a look at the Chamber website.

» www.arlingtonchamber.com
About the Chamber > Membership Guide > Promotional Opportunities

To advertise, contact
Meredith Smith,
Communications Manager
» communications
@arlingtonchamber.org

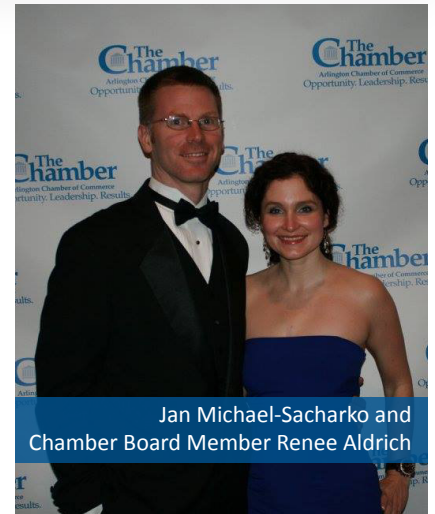
91st ANNUAL ARLINGTON BUSINESS GALA

Arlington's Best Night Out (cont.)

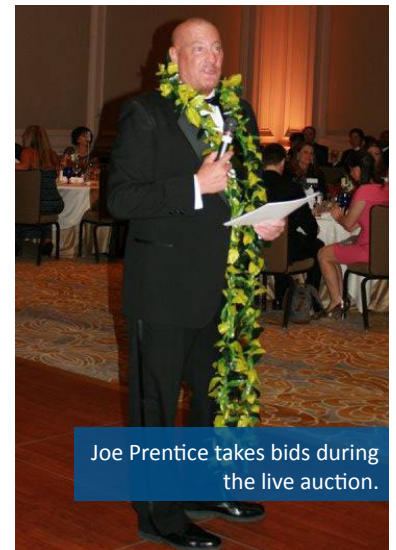
Gala attendees enjoyed a delicious three-course dinner, mingling with fellow Arlington business leaders and music by the Odyssey Band, as well as some friendly competition with the Silent and Live Auctions. This year's Silent Auction featured almost 200 items varying from all-inclusive tropical vacations and autographed sports memorabilia to luxury car rentals, yoga classes and more. During the exciting Live Auction, led by Vice-Chair of Member Affairs **Joe Prentice**, guests were able to bid on high-demand items like Capitals first-round playoff tickets, pastry making lessons and a year of massage therapy. Guests also had the opportunity to win an iPad Mini, courtesy of **Arlington Realty, Inc.**, during the Heads or Tails game, and the winning ticket for the Tropical Vacation Raffle to win an all-inclusive stay in St. Lucia was chosen before the end of the evening.

The Arlington Business Gala is typically the Chamber's most significant fundraising event, and this year's event has proven to be so again thanks to the gracious support of our members. The Chamber expresses our appreciation for all of our members who helped make the evening such a success through their generous donations and attendance. We hope all who attended the event had a wonderful evening, and we look forward to seeing you next year.

More photos from the event can be found at facebook.com/ArlingtonChamberVA.



Jan Michael-Sacharko and Chamber Board Member Renee Aldrich



Joe Prentice takes bids during the live auction.



(L-R) Joe Petty, Carmen Petty, Maria Mandle, Robert Mandle, Risa Abraham, and Scott Brodbeck



John Matthews and Jasmine Gould



Chamber Staff Joseph Meyer, Devin Joyce, Cassie Bate, Kate Roche, Mike Rosenow, Meredith Smith, and Alex Held

Gala Sponsors and Auction Donors

The Silent and Live Auctions at the Gala were made possible thanks to the generous contributions of our members and local businesses, as well as **Brooks Business Transfer** for delivering the items to the event. Donors for 2015 include:

Advance Car Rental	Kendall's Cakes
All Friends Pet Care	Kettler Capitals Iceplex
Animal Welfare League of Arlington	Key Bridge Mariott
Arlington Arts Center	La Maison Home & Gifts
Arlington County Sheriff's Office, Sheriff Beth Arthur	Lawrence Cheng Photography
Arlington Magazine	Lebanese Taverna
Arlington Promotional Products, LLC	Little River Yoga
Arlington Realty, INC	Main Event Caterers and District Crust
Arlington Soccer Association	Managing Your Solutions
Arlington Strategy, LLC	Market Common Clarendon
Audi of Arlington	Mercedes-Benz of Arlington
Ballston BID	Monumental Sports
BB&D Moving & Storage	Morton's The Steakhouse
BikeArlington	Naked Pizza
Bowen McCauley Dance	Nordlinger Consulting Group
Bradford Portraits	Nostalgia Baskets
Cabot Creamery	One More Page Books
Casal's de Spa and Salon	Phoenix Bikes
Casual Adventure	Picture Perfect Organizing
Chateau O'Brien	Port City Brewing Company
Clarendon Dental Arts	Pure Media Sign Studio
Clarendon Home Services, LLC	Ray's The Steaks
ClassPass	Renaissance and Residence Inn Arlington Capital View Hotels
Crystal City BID	Ripley's Believe It or Not! Baltimore
Crystal Gateway Marriott Hotel	River Riders
Dante Consulting	Rocklands Barbeque
Delegate Patrick Hope	RTEC Treecare
District Taco	Ruth's Chris Steakhouse
DoubleTree by Hilton Washington D.C., Crystal City	Sea Glass Fine Art Photography
Elite Island Resorts	Signature Theatre
Emily Rose Handmade Jewelry	Simplify You Inc. - Residential Organizing
Encore Stage and Studio	Skyline Wellness Center
Entertainment Cruises	Sportrock Climbing Centers
Fashion Centre at Pentagon City	Synetic Theater
Fire Works American Pizzeria	Technology Management Inc
Geller Law Group	The Kreeger Museum
Habitat for Humanity of Northern Virginia	The Newseum
Handcrafted Portraits	The Ritz-Carlton, Pentagon City
Heavy Seas Ale House	Thomas Fallon Photography
Hilton Worldwide & Arlington Chamber Board of Directors	Time for a Walk
House of Steep	Tutoring Club of McLean
Hyatt Regency Crystal City	Two the Moon
IMPOSTER	Vamoose Bus
Ingrid H. Morroy, Commissioner of Revenue	Verizon
International Spy Museum	Vornado
Ireland's Four Courts	Washington Capitals
Jaleo	Washington Nationals
Jane Franklin Dance	Washington Redskins
Jeff Lubin Fine Portrait Studio	WETA
Julie's Datery	Whitlow's on Wilson
	Windows Catering

Special Thanks to Our Gala Sponsors

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Technology Management, Inc.

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Jay E. Reiner, CPA, PLLC

KB Concepts P.R.

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Michael Garcia - State Farm Insurance

TD Bank

The Boeing Company

The Law Offices of Barbara E. Nicastro

ARLINGTON ECONOMIC DEVELOPMENT

Arlington Named One of World's Top 7 Intelligent Communities for 2015

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

Arlington has been named one of the Top 7 Intelligent Communities in the world for 2015 by the Intelligent Community Forum. The Top 7 list included cities and towns from 5 different nations, including three communities from the United States, one from Australia, one from Brazil, one from Canada, and one from Taiwan. This is the third time Arlington has achieved the Top 7 ranking.

"We're honored to have Arlington once again listed among these successful communities from around the globe," said Arlington County Board Chair Mary Hynes. "It is gratifying to have the Intelligent Community Forum recognize Arlington's commitment to economic sustainability."

The Intelligent Community Forum highlighted the County's ConnectArlington dark fiber network, public-private partnerships, and urban village redevelopment plans as efforts that earned the County's Top 7 status.

In order to qualify as a Top 7 Intelligent Community, these cities and regions first needed to become an Intelligent Community Forum Smart21 Intelligent Community. The Smart21, named in October 2014, were chosen from more than 400 evaluated communities from around the world.

Candidates are evaluated based on the five Intelligent Community Indicators, which provide the conceptual framework for understanding all of the factors that determine a community's competitiveness and point to its success in what the Intelligent Community Forum calls, "The Broadband Economy." In addition, the Intelligent Community Awards Program is guided by an annual theme, which in 2015 is The Revolutionary Community. This is an attempt to study and to have a global dialogue about urban and regional planning and how it is impacting the way people live, work and create in their cities and towns.



ARLINGTON PREMIERE

Arlington Premiere is a brand new series of events created this year to welcome newly registered businesses to the community. The first Arlington Premiere event was held at the Hilton Arlington on Wednesday, January 14 and was hosted by the **Arlington Chamber of Commerce, Arlington Economic Development, Ballston Business Improvement District, Crystal City Business Improvement District, and Rosslyn Business Improvement District.**

This special invitation-only event welcomed more than 40 new businesses that have opened in Arlington within the last six months.



Arlington County Board Member Jay Fisette (left) and Arlington County Board Chair Mary Hynes (right) meet a new Arlington business owner at Arlington Premiere

Photo courtesy of Lawrence Cheng Photography



2015 Chair Kevin Shooshan meets a new Arlington business owner at Arlington Premiere

Photo courtesy of Lawrence Cheng Photography

At the event, new Arlington business members had the chance to meet their peers and share stories with one another. It was also a great chance for these new business members to meet Arlington community leaders, including many representatives from the Arlington Chamber of Commerce. President & CEO **Kate Roche**, Membership Director **Mike Rosenow**, Membership Engagement Manager **Alex Held**, 2015 Chair **Kevin Shooshan** and other members of the Executive Committee including **Todd Yeatts**, **Joe Prentice**, and **David DeCamp** represented the Arlington Chamber of Commerce at Arlington Premiere.

This event will be available to other new businesses in the coming months. We look forward to participating moving forward!

SAVE THE DATE!

PROFESSIONAL DEVELOPMENT SERIES

PRESENTED BY THE ARLINGTON CHAMBER OF COMMERCE
AND ANN ROSSER

MAKE THE MOST OF YOUR 24 HOURS
TUESDAY, MARCH 24 • 7:30 A.M. - 9:30 A.M.

BALANCING YOUR WORK AND LIFE
TUESDAY, APRIL 28 • 7:30 A.M. - 9:30 A.M.

Be The Expert: A Step-by-Step Guide to Self-Publish Your Book

During the January Small Business Roundtable, **Angela Rose**, CEO/Team Leader of **Keller Williams Realty Arlington**, walked attendees through the steps they would need to take to publish a book. **Angela** shared some unique tips and things that worked well for her in the past and then opened up to the table for questions.

Pre-Game

- Why are you writing this book? Make sure you are clear of what it is you want to do.
- Mindset is everything! Try to think in the present, not the future. Positive affirmations are helpful. Tell yourself "I am an accomplished author," instead of "I will be an accomplished author."

Getting Started

- What is your niche? Decide who your audience will be.
- What will your final product be - e-book, audio book, manual?
- Research what else is out there. Who is your competition? What are people saying about your competition? What do people feel they are lacking from already published books?
- Find your partners. Who will you use as an editor, proof-reader, graphic designer, social media and marketing, or e-book/kindle designer (if necessary)?

The Gameplan

- Hold yourself accountable. Honor the time you've marked out specifically for writing.
- Start small. Journaling or free writing helps.
- Get early feedback to make sure you're on the right track.
- Create your unique writing location to help you stay focused.

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:

MARCH SMALL BUSINESS ROUNDTABLE

25 WEDNESDAY
11:45 a.m. - 1:00 p.m.
Chamber Board Room

CHAMBER DAY AT THE CAPITOL

On January 28, Chamber members and Chamber of Commerce executives from across the Commonwealth convened at the Capitol in Richmond for briefings from Virginia's top government leaders at Chamber Day at the Capitol. In the evening, over 800 guests attended the premiere event on the legislative social calendar, the Old Dominion Assembly.

Representing the Arlington Chamber of Commerce were **Kate Roche**, **Todd Yeatts**, and **Scott McGeary**. While in Richmond, our Chamber representatives met with several members of the Arlington delegation including **Delegate Patrick Hope** (pictured right).



Chair-Elect Todd Yeatts, Delegate Patrick Hope, President & CEO Kate Roche



Representatives from the Arlington, Dulles, Tysons Regional and Greater Reston Chambers at Chamber Day at the Capitol.

Consider joining the Chamber delegation next year at Chamber Day at the Capitol for this once-a-year opportunity to network with Virginia's lawmakers and top business leaders.

CHAMBER DISPLAY



Take advantage of the Chamber office relocation! Now more than ever the Chamber Display is a prominent opportunity to be seen by members, prospects, Arlington residents.

In the heart of Courthouse on street level, the office is the hub of chamber activity, such as committee meetings, SMART Start, and a variety of events throughout the year. Space is limited, reserve today!

Hannah Dannenfelser, Member Services Administrator
 chamber@arlingtonchamber.org

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!

- **Ruth's Chris Steak House Arlington** for hosting the January Business After Business
- **Jamie Nicholas Printing and Graphics, Sharla Bachrodt, Taylor Gourmet and Arlington Promotional Products** for donating door prizes for the January Business After Business.
- **The Boeing Company** for hosting the January Board of Directors meeting.
- **A-Town Bar and Grill** for hosting the February Business After Business
- **Jamie Nicholas Printing and Graphics, Arlington Promotional Products, Nordlinger Consulting Group, CroppMetcalf Services, and TopGolf** for donating door prizes for the February Business After Business.
- **Holiday Inn Ballston** for hosting the February Board of Directors meeting.

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