



2012 President's Award:

MICHAEL FOSTER, MTFA ARCHITECTURE, INC.

Michael Foster of **MTFA Architecture, Inc** (right) received the 2012 President's Award. The award was presented by Chamber President Rich Doud (center) and 2012 Chair **Doug Brammer** (left).



2012 Committee of the Year:

STRATEGIC PLANNING TASK FORCE

The Strategic Planning Task Force was awarded the 2012 Committee of the Year Award. **Doug Brammer** of **Verizon** chaired the Strategic Planning Task Force.

2012 Chair's Award:

MARYMOUNT UNIVERSITY

Dr. Chris Domes (left) accepted the 2012 Chair's Award on behalf of **Marymount University**. The award was presented by 2012 Chair **Doug Brammer** (center) and Chamber President Rich Doud (right).



What's inside:

2012 Chair's Message.....	2
2013 Chair's Message.....	3
2013 Executive Committee...	4
2013 Board of Directors	7
Meet the New Board Members.....	9
2013 Committee Chairs	10
2012 Award Winners.....	12
2012 Arlington Best Business Award Winners.....	14
2012 Arlington Business Hall of Fame Inductees.....	14
Thanks to Donors.....	14
2012 Hospitality Winners...	15

2012 Chair's Message



Doug Brammer

How Full is Your Glass?

Are you excited about the New Year or do threats of the fiscal cliff have you fearful? Are you aggressively pursuing new opportunities or simply trying to protect existing market share? Looking forward to 'Rocking the Red' or depressed because this year's hockey season has been shortened? In short, how full is your glass?

If you are reading this article, chances are you live and/or work in Arlington, so your glass must be half full. Think of all that Arlington offers! We in the Arlington community enjoy the benefits of living and working in one of the finest, most desirable communities in America. The lowest unemployment in the Commonwealth, schools and universities that serve as national models of excellence, best-in-class healthcare facilities, award-winning parks and recreation facilities, and transportation infrastructure that, though frustrating at times, is still among the finest in the world. We're also fortunate to have active citizens and conscientious leaders across the public, private, and nonprofit sectors who are meaningfully engaged in overcoming the obstacles and securing the opportunities associated with our community.

With these benefits come responsibility, and the business community has a key leadership role to play in driving the dialog to address the opportunities and challenges that are set before us, such as transportation, taxes, workforce development, and ensuring reasonable regulations that encourage growth and investment.

One of the ways you can be a part of that dialog is by joining and being active in the Chamber. The Chamber offers a variety of committees, activities, and events that can help your business grow and thrive. The Chamber advocates on behalf of business to government; encourages regional solutions to infrastructure and business challenges; and works to create the conditions that yield a healthy community and business environment within the County and the Commonwealth of Virginia.

A great 'first step' to maximize the value of your membership is to contact Chris Hunter, Director of Membership, or Kate Roche, Director of Member Services and Development. Chris and Kate have proven success helping members create customized strategies that maximize their return-on-investment.

I also suggest you meet **Dave DeCamp**, the 2013 Chairman of the Board. **Dave** brings a wealth of business knowledge and experience to his role as Chairman as well as genuine care and concern for the Arlington community.

Please join me in congratulating and **Dave** and supporting him as he leads us in achieving the mission of the Chamber, which is "to strengthen businesses and the economic environment for those who work, live and do business in Arlington". Focusing on the Chamber's mission and partnering with great people like Chris, Kate, and **Dave** will help ensure that your glass stays half full in 2013.

Doug Brammer
Verizon



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2013 Chair's Message



David DeCamp

Improve Our Transportation Network

Our community's business & employment base provides the money (spendable income & tax revenues) that makes Arlington one of the world's best places to live and work. Perhaps the biggest threat to our quality of life is a crumbling, out-of-date transportation network propped up by financially insufficient and unstable funding sources. Countless daily calculations about traffic, routing, parking and crowded trains have become second nature. When you multiply those inefficiencies and anxieties by hundreds of thousands of trips each and every day, it is little wonder that the Northern Virginia congestion problem ranks among the worst in the country.

We can and should do better. The Chamber's #1 Policy Priority is to develop and maintain a safe, convenient, efficient, cost-effective, multi-modal transportation network. Transportation progress will enhance and promote local, national and international commerce and tourism – which will lead to more jobs, more opportunity, more tax receipts and an even better quality of life for more people.

I had the privilege to visit Richmond in mid-January at the beginning of the General Assembly's legislative session. I heard from the Governor and from a number of the Northern Virginia Delegates and Senators on the subject of transportation. As with the last several legislative sessions, there are a number of proposals being discussed. All too often, I heard details about the flaws in the Governor's plan or in Senator Watkins' plan or in some other plan. I now know the state's gas tax has been static at 17.5 cents per gallon since 1986. I learned that transportation gets a tiny sliver of the state sales tax. I heard elected officials tell me that the General Fund is not to be used for transportation except in a couple of discreet previously approved instances. This morning, I read the Wall Street Journal's editorial opinion on Virginia's Transportation conundrum. To use a transportation metaphor: we are thoroughly wrapped around our own axle.

Whether you are a Republican or Democrat, our message to Richmond needs to be: Improve Our Transportation Network. Set aside sacrosanct pledges about no new taxes and no new transportation contributions from the General Fund. Arlington's business community wants to commit a stable and sufficient share of tax revenue to solve our transportation problems. This is our money and this is what we want to spend it on.

If this topic resonates with you, add your voice to the Chamber's. Tell our leaders to find and pass real transportation solutions. Provide your campaign donations only to the ones who follow-through. The status quo stalemate is not acceptable.

Continue this conversation by sharing it with others or by contacting me (daviddecamp@yahoo.com).

David DeCamp
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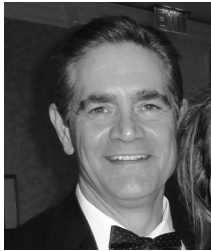
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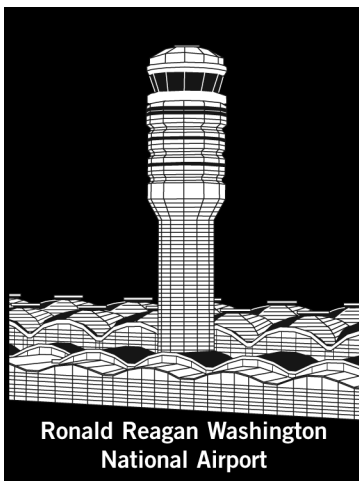
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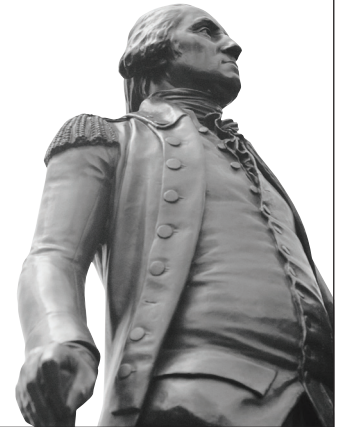
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2013 Board of Directors

All pictures list board members from left to right. New board members are listed on pages 8-9.



Nancy Goodman, Grace Shea, Ron Novak, Deborah Lipman, Greta Menard



Doug Brammer, Timothy Hughes, Todd Jerscheid, Scott McCaffrey



Rich Doud, David DeCamp, Michael Foster, Jim Whelan



Shannon Bailey, Donna Hamaker, COL. Fern Sumpter (U.S. Army Liaison to the Board), Sean Hosty, Sonia Johnston



Gordon Thrall, John Snedden, Mark Zetlin, Brenda Turner, Mark Hadeed



Barbara Nicastro, J.R. Diffe, Todd Ihrig, Andrew McGeorge

Not pictured: Jerry Caliguire, Charles Clohan, Chris Domes, Brian Gordon, Robert Hawthorne, David Isaacson, Patrick Murphy, Joe Prentice, Lindsey Rheame, Kevin Shooshan, Adrian Stanton, Karolyn Stuver, Tina Walker, Patricia Williamson and Todd Yeatts.

Meet the New Board Members



Lucy Bowen McCauley is the Artistic Director, choreographer and creative energy behind the critically acclaimed **Bowen McCauley Dance** (BMD), now celebrating its 17th year. McCauley has created over 80 works ranging from lyrical ballets to highly physical contemporary pieces set to rock music. The company performs locally, nationally and internationally. McCauley has enjoyed a rich teaching and performing career that includes The Joffrey Concert Group, Virginia State Ballet, Eric Hampton Dance and Daniel West Dancers. She has pioneered a unique stretch technique, Bowen McCauley Stretch, which has been featured in USA Today, Dance Teacher, and The Washington Post and is taught locally at Studio Body Logic. McCauley has received numerous awards including the 2012 Pola Nirenska Award for Outstanding Contribution in Dance, the 2012 Leadership Arlington Legacy Award, a 2011 award for Innovation from the Genetic Alliance, the 2010 lifetime award for Outstanding Achievement in Dance Education at the 10th Annual Metro DC Dance Awards, and the 2009 James B. Hunter III Arlington Community Award. She is a 2008 graduate of Leadership Arlington and a member of the Arlington Economic Commission. The January/February 2013 issue of *Arlington Magazine* devoted a seven-page article to "Arlington's favorite redhead."



For 40 years, **Dr. Ron Buchanan** has served students, believing they are the most important people at any school. He has taught in public schools, at the university level, and at the community college level, and he has been recognized five times during that career for outstanding teaching and for service to his colleges and to his local community. He has been a three-term president of his Homeowners Association; sits on the board for the Manassas Symphony Orchestra; has served on the Manassas City Public Schools Career Technical Advisory Board; held a seat on the Youth Training Services board in Lynchburg, VA; has served two terms on the Manassas-Greater Prince William Chamber of Commerce board; currently sits on the Board of Regents and the Executive Committee for Leadership Prince William and directs its signature leadership program. Dr. Buchanan holds a baccalaureate degree from James Madison University, two masters degrees from Longwood University, and a doctorate from University of South Carolina. He came to **Northern Virginia Community College** in 1998 as the Dean for Communications Technologies & Social Sciences at Manassas Campus; he served briefly as Acting Provost at Alexandria Campus during Fall 2009 and returned to Alexandria Campus in the same role in August 2012.

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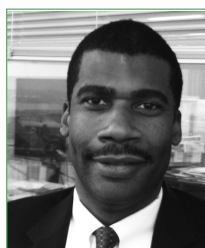




Maritza Lizama is the Audience Development Director at the **Washington Business Journal**, based in Rosslyn. The weekly business journal and accompanying website washingtonbusinessjournal.com is the primary source of local business information and leads in greater Washington. Lizama's role at the business journal is to help grow their audience of paid subscribers, free email alert readers, web traffic, social media engagement, and event attendance to more than 50+ events per year. Lizama is the key person creating partnerships with local businesses, trade associations, and chambers. As a marketing and sales professional for the past 14 years, she has helped publishers build and monetize their audience and customer base. She also serves on the Board of the Dulles Chamber. Lizama has love, respect, and passion for 5 Fs: family, friends, faith, food, and fitness.



John Murphy is the founder and president of the award-winning, Arlington-based **Washington Workplace**. A 1979 graduate of Fordham University, he started the company in 1991. As the oldest of 11 children, Murphy says that the skill set he developed as a "classic first born" translates directly into those abilities needed to run a business and nurture employees and clients. Almost all of **Washington Workplace's** employees have been with the company for 10 years or longer and thrive in its family-friendly culture. A 1999 alumnus of Leadership Arlington, he served as chairman of the organization in 2001. He has served as chairman of the board of the Arlington Free Clinic and the **Arlington Food Assistance Center (AFAC)**. Murphy currently serves on the boards of directors of the Arlington Chamber of Commerce, **Leadership Arlington**, and the **Columbia Pike Revitalization Organization** (vice president) and the Arlington Food Assistance Center (immediate past chair). He also enjoys volunteering for **A-SPAN**, the **Arlington Community Foundation**, Arlington County, and numerous other community organizations. Murphy lives in the Penrose neighborhood of Arlington with his wife Maureen and two children.



Robb Parker is a General Manager for **Vornado Charles E. Smith (VNO/CES)**. He oversees retail property management for Crystal City's interior Shops and Crystal Drive Restaurants. He also works with **VNO/CES's** Office Portfolio General Managers, Retail Leasing, and the company's senior officers in formulating retail goals and policies for Skyline, Rosslyn, and Courthouse in Virginia, and properties located in downtown Washington. He has been with **VNO/CES** since 2009. Prior to joining **VNO/CES** he worked in Retail Property Management at Federal Realty Investment Trust, The Peterson Companies, and GFS Realty a subsidiary of Giant Food. Prior to starting his career in commercial real estate in 1997, Parker worked in a variety of fields including sales, commercial banking, labor relations, and teaching. Parker's experience in sales, especially as an account manager for his brother's manufacturing business, Polyfab Display Company in

Woodbridge, VA instilled a desire to strive for excellent customer service and an appreciation for the 110% that small business owners must give daily. Parker is a native of the Washington, DC area. He attended high school in Beltsville, MD, and went on to Howard University where he earned a Bachelors degree in Business Administration with a concentration in Finance in 1988. Parker currently resides in Washington, DC. While he doesn't have any children of his own, he is the proud uncle of a freshman at Old Dominion University. He enjoys traveling, running, swimming, adventure sports/hobbies, and community service. Parker is also a member of International Council of Shopping Centers, the Urban Land Institute, and the DC Building Industry Association, Howard University Alumni Association and the Queens Chapel Civic Association.



Marie Schuler is employed by **Comcast**, a multimedia company, as Director of Government, Regulatory and Community Affairs in Northern Virginia, working with state and local governments and local communities. She has resided in Alexandria for the last 15 years, but maintains her office in the Arlington Comcast facility on Wilson Boulevard. In addition to the Arlington Chamber of Commerce, Schuler currently sits on the Boards of The Virginia Cable Telecommunications Association and the Northern Virginia Workforce Investment Board, is a representative at the Arlington County information Technology Commission, and is member of the Washington/Baltimore Chapter of Women in Cable and Telecommunications. She is a 2005 graduate of Leadership Arlington.



Jim Whelan heads Proactive Smart Business Thinking. His past Chamber service includes Board, Executive Committee, and Treasurer. Proactive is a Small Business of the Year winner and Whelan is a recipient of the President's Award. Other service includes Board Chair for **Arlington Food Assistance Center** and currently Board member for **Linden Resources**.

2013 Committee Chairs



Ambassadors Committee

Donna Hamaker
KDH Real Estate

Staff Liaison: Chris Hunter



Communications Council

Shannon Bailey
Global Thinking
Maritza Lizama
Washington Business Journal

Staff Liaison: Amy Fisher



Community Action Committee

Kerry Lombard
Doorways for Women and Families
Jan Sacharko
A-SPAN

Staff Liaison: Rich Doud



Education & Workforce Development Committee

Jim Egenrieder
Arlington Public Schools

Staff Liaison: Rich Doud



2012-2013 Gala Committee

John Murphy
Washington Workplace

Staff Liaison: Kate Roche



Green Business Committee

Kevin Shooshan
The Shooshan Company

Staff Liaison: Rich Doud



Government Affairs/ Economic Development

Bob Bushkoff
Dittmar Company
Tad Lungert
Bean, Kinney & Korman, P.C.

Staff Liaison: Rich Doud



Hotel General Managers Committee

Greg Raines
Holiday Inn Rosslyn

Staff Liaison: Rich Doud



Membership Development Committee

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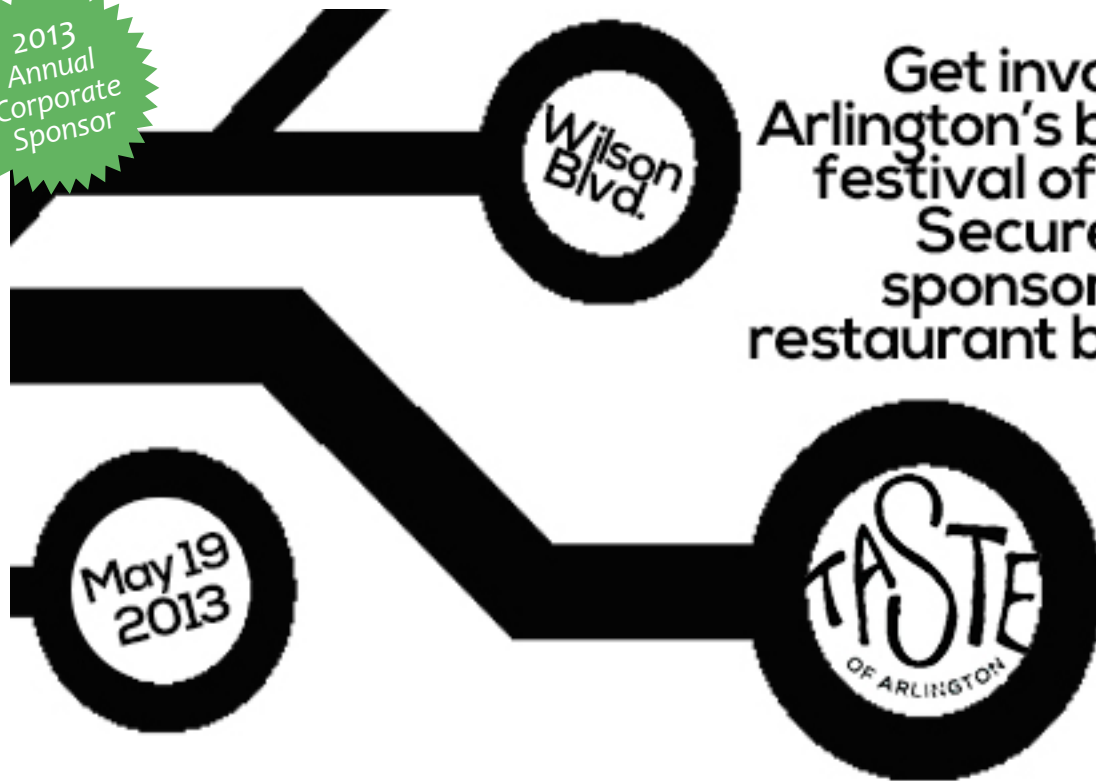
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2012 Award Winners

2012 Chair's Award - Marymount University

The Chair's Award was established to provide public recognition to a member and its Chamber representatives that have made an exceptional contribution to the Chamber through sponsorship, leadership, attendance at events, and other contributions of resources. **Marymount University** was honored with the 2012 Chair's Award. **Marymount** has contributed to the Chamber through numerous sponsorships, including our Annual Corporate Sponsorship as well as many event sponsorships. The award was accepted on behalf of the University by **Dr. Chris Domes**, Vice President for Student Development and Enrollment Management. As the University's primary Chamber representative, **Domes** has given his time and talents to the Chamber serving two years as the Chamber's Treasurer. **Domes** and his colleagues remain heavily involved in the Chamber through committees and event attendance.

2012 President's Award - Michael Foster Sponsored by Comcast

The prestigious President's Award, sponsored by **Comcast**, was presented to **Michael Foster**, principal of **MTFA Architecture**. **Foster** was chosen for his outstanding work on behalf of the Chamber in the protracted lease negotiations that lead to successfully ensuring reasonable arrangements for the Chamber office location for the next dozen years. "There is no hard and fast criteria. Those who are likely to earn the President's Award just stand out. I have never needed to go through any long evaluation process, and the tradition continues this year," said Rich Doud, Chamber President. **Foster** was the 2011 Chairman, and has continued serving on the Board and Executive Committee as Past Chairman.

2012 Committee of the Year Award - Strategic Planning Task Force Sponsored by Dominion

The Committee of the Year Award recognizes the committee that has done an exceptional job of executing the mission of the Chamber membership and the Arlington business community. The 2012 Committee of the Year Award, sponsored by **Dominion**, was presented to the Strategic Planning Task Force, a committee developed to establish goals to ensure the Chamber continues serving members to its greatest capacity. Under the counsel of a professional outside facilitator, the task force created new mission and vision statements. Using these as guidance, they established five goals with specific objectives and strategies outlined.

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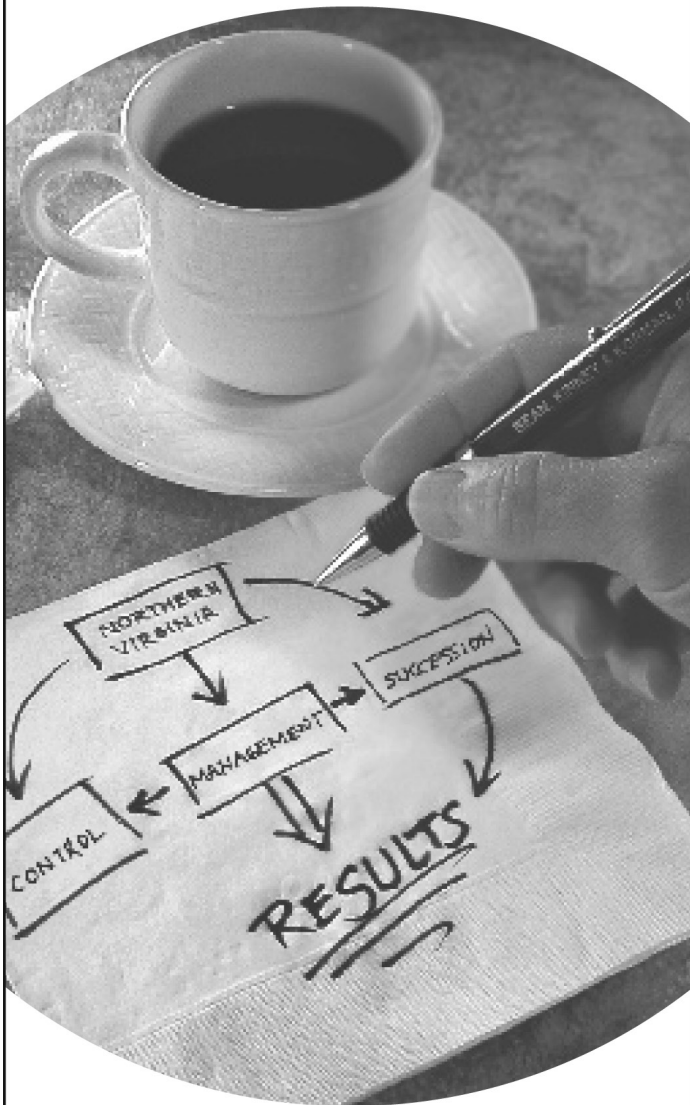


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2012 Arlington's Best Business Awards

The Arlington Chamber of Commerce celebrated the 26th Annual Arlington's Best Business Awards on May 22, 2012. The event recognized the most accomplished Arlington businesses dedicated to improving the local economy and quality of life. Winners of the Best Business Awards represent those businesses that have consistently provided outstanding quality of service and products, have achieved significant growth or stability over the lifetime of their business and have displayed industry leadership.

2012 Arlington Best Business Award Recipients:

Clarendon Home Services - 2012 Service Small Business of the Year

Digital Recollections - 2012 Technology Small Business of the Year

K.B. Concepts PR - 2012 Home-Based Business of the Year

Linden Resources - 2012 Nonprofit of the Year

Pure Media Sign Studio - 2012 Green Business of the Year

WETA - 2012 Large Business of the Year

2012 Arlington Business Hall of Fame Inductees:



(L-R) David Guernsey, Don Peck (accepted the award on behalf of Bob Peck) and Hank Lampe.

David Guernsey, President and CEO of Guernsey Office Products

David Guernsey currently serves as President and CEO of **Guernsey Office Products, Inc.**; a family owned business since 1971 that operates primarily in the mid-Atlantic region. Guernsey Office Products' current account list includes over 8,000 of the area's leading companies and our annual revenues place us in the top .5% of office supply firms nationwide. Always involved in the Arlington community, he served as Arlington Chamber Chairman in 1985.

Henry "Hank" Lampe, Stockbroker and Former State Legislator

Hank Lampe was employed as a government worker and transportation planner, as well as a stockbroker, with a long record of civic activities since 1964. Over time, he has been involved in a number of committees and organizations, including serving as Chairman of the Arlington Chamber of Commerce in

1990. Hank Lampe passed away on October 28, 2012 at the age of 85.

Robert "Bob" Peck, Founder of Bob Peck Chevrolet (honored posthumously)

Bob Peck opened his dealership in 1939 at 2825 Wilson Boulevard. When the business outgrew that location, Peck moved it to the corner of Wilson Boulevard and Glebe Road, where it became one of Arlington's most recognizable structures. Many long-term Arlingtonians remember the iconic Bob Peck Chevrolet dealership. He remained the proprietor until he was nearly 80 years old. His son, Don Peck, ran the business until it closed in 2006. Peck served as Chairman of the Arlington Chamber of Commerce in 1956.

Thank You Donors

The Chamber would like to thank these fine members for making donations to the Staff Education and Technology Fund during 2012. The Staff Education Fund is used for furthering staff education through Chamber programs and conferences. The Technology Fund is used to keep the Chamber office up to date with modern technology.

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The Chamber would also like to thank the following generous individuals, whose contributions to the Chamber's Scholarship Fund improved the educational lives of Arlington students in 2012. The Chamber Scholarship Fund provides financial assistance to several Arlington high school students each year.

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For more information on how to donate to the Chamber's Education and Technology Funds or the Chamber's Scholarship Fund, please call The Chamber, 703-525-2400.

2012 Hospitality Awards

Nearly 90 front-line workers within Arlington's hospitality industry were honored at the 8th Annual Hospitality Awards Ceremony. The Hospitality Awards honor those people who go above and beyond what's written in their job description to make you guests welcome and comfortable. Hospitality management from businesses throughout Arlington nominated the best of their staff to receive Hospitality Superstar awards, in addition to the Legendary Service Award for those who have completed 25 or more years of service.

2012 Bob Klein Legendary Service Award Recipients:

Jay Alemu - *Holiday Inn Arlington*

Cecil Exum, Sr. - *Crystal Gateway Marriott*

Cristina Fenjiro - *Key Bridge Marriott*

Maurice Grey - *Crystal City Marriott*

Aziz Husam - *Holiday Inn Arlington*

Francisca Martinez - *DoubleTree by Hilton,
Crystal City*

Carlos Merino - *Crowne Plaza National
Airport*

Janet Nellums - *Crystal City Marriott*

Thao Nguyen - *Crystal City Marriott*

Nazika Orman - *Holiday Inn Rosslyn*

Jose Quiroz - *Holiday Inn Rosslyn*

Barbara Revis - *Holiday Inn Arlington*

Jeffrey Roberts - *The Ritz-Carlton,
Pentagon City*

Juan Saravia - *Sheraton Crystal City*

Almaz Tegegne - *Crystal Gateway
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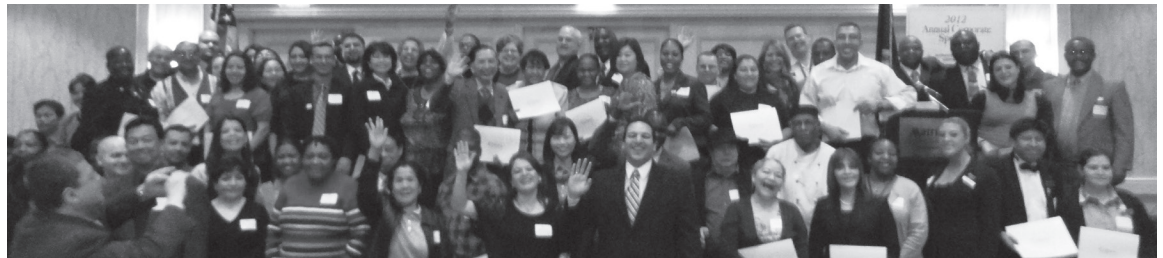
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City*



Cecil Exum, Sr.

During the 2012 Hospitality Awards, there have been a number of incredible stories, but none quite as spectacular as that of **Crystal Gateway Marriott** Buffet Chef **Cecil Exum, Sr.** He has worked for his company for 55 years (serving 54 years in Arlington), beginning his career in 1956 at the age of 19 where over the years he moved up from Dishwasher to Cook to Supervisor. In 1989, he transferred to the current hotel's location where he has become a living legend as the Omelet Cheff at the Breakfast Buffet. A true believer in treating others the way you wish to be treated, **Exum's** dedication is incredible. Known as an eloquent speaker and a kind soul, **Exum** is the perfect example of a Legendary Hospitality Award Superstar.

ARLINGTON
HOSPITALITY
SUPERSTAR



2012 Hospitality Superstars

2012 Hospitality Superstars:

Daniel Agamso

Takele Antenyistegne

Shanta Artis

Solomon Asaminew

Satya Barua

George Bekoe

Zewdi Berhe

Wilfredo Bermudez

Jorge Blanco

Irving Brown

Engracia Cardenas

Reina Carranza

Hyunji Choi

Maria Coreas

Ruth Crone

Catherine Erin Demarr

Mike Domenech

Diosdado "Dado" Doral

Nevena Dshundzhurova

Kate Ehlers

Mohammed Elbahlouli

Gifty Gomba

Katherine Goode

Senayit Hailemariam

Novlette Henry

Tomas Hernandez

Huy N. Hua

Islam Huskic

Chartchai Jenkansuk

Derek Johnson, Jr.

Edgar Kadjo

Ansari Khashayar

Corissa Kochan

Joseph Kulang

Leanna Lee

Ellie Likeng

Sandy Liu

Phyllis Logan

Ernest Lyles

Ismael Mahyoub

Casey McGrory

Maria Mejia

Andrew Mesmer

Betty Minnick

Ayanna Moore

Maria Moreno

Elvia Moriera

Ahmed Moussa

Debra Norbert-Guzman

Angela O'Campo

Troy Patterson

Anna Rivas

Cornelio Rivera

Luz Rivera

Fernando Robelly

Mark Roby

Ana Maria Rodriguez

Celeste Sanchez

Chiranjibi Sapkota

Sandra Spencer

Jacqueline Tanada

Nadine White

Janet Youngstrom

Johnny Zambrana



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



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