The Arlingtonian



The official voice of the Arlington, Virginia Chamber of Commerce

Vol. LIII, No. 2 February 2011



2010 Committee of the Year: MEMBERSHIP DEVELOPMENT COMMITTEE

Arianna Gleckel, right, accepted the 2010 Committee of the Year Award on behalf of the Membership Development Committee from **Philip Keating**, left.

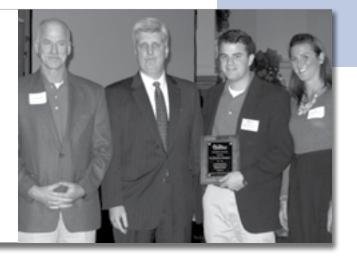
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2010 Chair's Award:

THE SHOOSHAN COMPANY

Kevin Shooshan, along with Kelly Shooshan, both right, and John Shooshan, left, accepted the 2010 Chair's Award on behalf of The Shooshan Company from 2010 Chair Philip Keating, center.





2010 President's Award:

RON NOVAK, SEGUE TECHNOLOGIES

Ron Novak of **Segue Technologies**, left, received the 2010 President's Award. The award was presented by Chamber President Rich Doud and **Philip Keating**, both right.

In Loving Memory of Philip Keating



Philip M. Keating

This space in our Annual Report is normally taken up by parting remarks from our outgoing Chair. In lieu of such remarks, we are reprinting the press release sent by member law firm Bean, Kinney & Korman, where 2010 Chamber Chair Phil Keating practiced.

Bean Kinney mourns the loss of friend and colleague Philip Keating

T t is with deepest sadness that **Bean**, **Kinney & Korman** informs our community that our friend and colleague Philip **M. Keating** passed away suddenly Tuesday night, at the age of 51. Phil joined Bean Kinney in 2004, and was a shareholder of the firm with a successful employment and immigration law practice. Phil was deeply involved in the Arlington community and was the 2010 Chairman of the Arlington Chamber of Commerce. He was well known by many in this community for his gracious demeanor, terrific sense of humor and genuine personality. He was also a prominent contributor to his practice area, presenting often to audiences throughout the region and having published numerous articles on related topics.

Phil was a native of New Jersey. He earned his B.A. from Rutgers and received his J.D. with honors from George Washington University. He was married with three children. "Phil was a very positive person; he had a great sense of humor and it was a pleasure to work with him every day," said Leo Fisher, managing shareholder at Bean, Kinney & Korman." "He was just one of the kindest people you know."

Phil's absence will be profoundly evident and he will be sincerely missed by all who knew him.





Our Friend Lives On

The business of life carries on, albeit on a somber note in the loss of a good friend of mine and to the community. Last year's Arlington Chamber Chairman, Phil Keating, is remembered by the love, and dedication he had for his family, law practice, and so many aspects of this community, including the Chamber. We are all better for his life in ours. In every event, program, and initiative we engage in this year, we remember his contributions of intellect, compassion, and the pure enjoyment he found in life. His impact and contributions cannot be measured in his brief time with us, but will be measured for generations to come through his family, his love, leadership, and the example he set. We will all work harder to honor his involve-

ment in the community, the Chamber and in our lives.

2011 Chair's Message

The Chamber year continues and is in full swing. The Chamber Gala held in January once again earned the accolade of Arlington's Best Night Out, and a truly great time was had by all. Everyone enjoyed a fabulous night with great friends, music, food, drink and a wide array of silent auction selections. Thank you to those who joined us and to the sponsors who made the event possible. Many thanks and congratulations go to Rich, Kate, Erica, Deborah, Tami, Gaby and Susan for their heroic efforts, and to cochairs John Murphy and Brian Steffan for the success of this great event.

Despite the trying times experienced by both business and government over the past few years, the Chamber continues to build on the many accomplishments during that time. Whenever something seemed challenging, my grandmother would often say adversity builds character and that character will carry us through; sometimes difficult times help us to better prioritize our most important relationships. In business we understand how the integrity and synergy of relationships with our colleagues, constituents and customers affect us, and can carry us through good times as well as bad. The chamber works hard to build and maintain productive relationships among Arlington businesses and government to improve the marketplace in the community for all. In almost everything we do, and almost everything you will read about in this issue, there are vital opportunities to support and be a part of these great relationships and values.

Over the last several years we have experienced a heightened awareness about the synergy between government and business. For some this has been a positive, even critical, relationship for survival. For others it has added even more costly regulatory challenges not present before. In many ways government has come to more fully recognize the vital role a healthy business environment plays in the overall health of the community, and in particular the importance of job sustainment and creation in sustaining the services, programs, education and physical environment we all enjoy and rely on. The ideal balance is naturally different in various industries, so we need to be intentional about how and where we emphasize advocacy in the best interest of our membership and community. The time to strengthen these relationships is now.

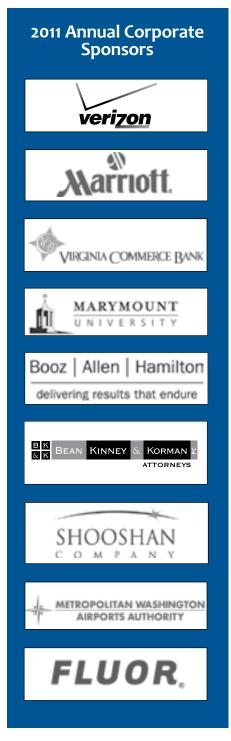
The Chamber Government Affairs and Economic Development Committee is hard at work and welcomes your involvement. February also kicks off the Opportunity Works campaign, which engages the community in support of activities and provides many fun and productive venues for involvement. Please be on the lookout for ways you can share your talents and benefit most from your membership.

Michael Trate

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The Arlingtonian

Michael Foster, MFTA Architecture



2011 Executive Committee



Michael Foster MTFA Architecture, Inc.



Doug Brammer Verizon



Vice Chairman—

Deborah Johnson

Dominion

Member Affairs Division

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Assistant Treasurer David DeCamp Grubb & Ellis



Vice Chairman— **Communications Division** Greta Menard Capitol MarCom



R RENAISSANCE'



Vice Chairman—

Scott McCaffrey

Economic Development &

Government Affairs Division

Past Chair Ellen Rainey Hamilton College, Animal Welfare League of Arlington



Vice Chairman—

Division

Bob McCoy

Membership Development

Virginia Commerce Bank

President and Secretary **Rich Doud** Arlington Chamber of Commerce



Arlington Chamber of Commerce Opportunity. Leadership. Results.

Chamber Staff

Vice Chairman—

State Department

Federal Credit Union

Joe Prentice

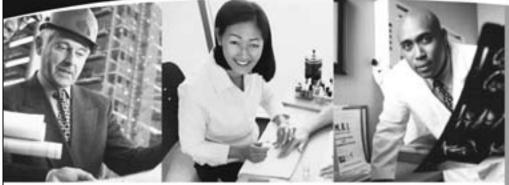
Special Interests Division



From Left:

Deborah Kunin, Member Services Administrator Kate Roche, Director of Member Services and Development Gaby Zamora, Publications Coordinator Rich Doud, President Erica Pristas, Director of Membership Susan Townsend, Web Coordinator Tami Anderson, Staff Accountant





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2011 Board of Directors

The Arlingtonian

All pictures from left to right.



John Murphy, Scott Sterling, Phil Keating



Doug Brammer, Todd Yeatts, Deborah Lipman, David DeCamp



Charles Clohan, Sonia Johnston, Ron Novak, Susan Anderson



Michael Foster, Nancy Goodman, Rich Doud



Bob McCoy, Pat Williamson, Bill Eisnaugle, Adrian Stanton



Andrew McGeorge, Barbara Nicastro, Greta Menard, Sharon Lockwood



JR Diffee, Ellen Rainey, Jim Whelan



Tom Grantham, Todd Ihrig, Sean Hosty



Joe Prentice, Deborah Johnson, Chris Domes

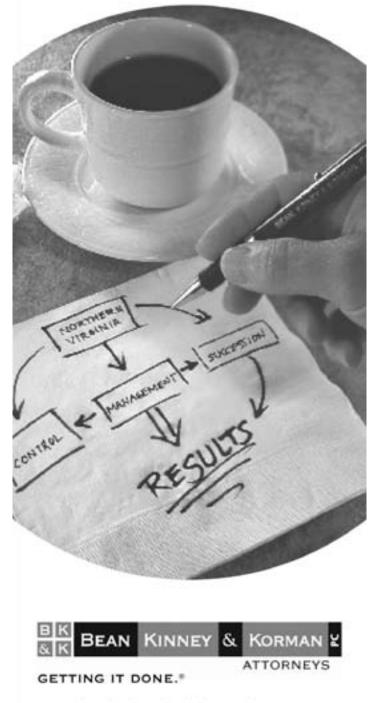


Scott McCaffrey, Donna Hamaker, Kevin Shooshan



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Meet the New Board Members



Charles Clohan is with Dittmar Company, a privately owned developer and property management firm, which has been serving the Northern Virginia area for over 50 years. Clohan is primarily involved in the property management division which oversees their organization's apartment communities & hotels. He has been with this company over 12 years,

2010 Annual Report

but has over 16 years property management experience and has earned three designations from the National Apartment Association (NAA): NALP[®], CAM[®], and CAMT[®]. Clohan also voluntarily serves or has been appointed on the Northern Virginia Apartment Association, as past President and current Board Director, Ballston-Virginia Square Partnership Board of Directors, Arlington County Landlord Tenant Commission, Arlington County Police Contract Towing Advisory Board, Arlington County Private Property Towing Commission, and industry nonrelated, Elon University - Love School of Business Advisory Board.



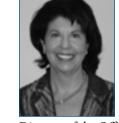
Bill Eisnaugle is the Business Services Manager - Northern Virginia, for Comcast Business Class. Eisnaugle leads a team of local account executives who sell Business Class voice, data and video services to small and medium-sized businesses. The Northern Virginia team serves Fredericksburg, Spotsylvania, Stafford, Fauquier, Prince William, Loudoun, Al-

exandria and of course, Arlington. Eisnaugle has been selling and managing sales teams in the commercial cable industry for over 10 years now. With a broad background of selling telecom service, professional consulting and document management services before coming to the cable industry, **Eisnaugle** has been able to provide non-traditional ideas and strategies for selling cable-based services. Eisnaugle has been named to Comcast's President's Club both years that such an award has been given. He is a graduate of Rutgers Camden Law School in New Jersey and Trent University in Peterborough Ontario and currently lives in Herndon with his wife Susan and 3 sons – Robbie, Timmy and Ryan.



Tom Grantham is a Senior Vice President and Market Executive for the Arlington Market of Cardinal Bank. Cardinal is a \$2 Billion Dollar local Community Bank with twenty-seven offices. Tom has over thirty years of banking experience working in and around the Arlington Market. Born in the District of Columbia, Tom has been a resident of Arlington for over

fifty years. Tom is active in numerous Clubs and Charities including Capital Hospice and the Arlington Kiwanis Club. He serves on the Board of the Arlington Kiwanis Club and is a Leader of the Kiwanis "Builder Program" at Swanson Middle School. Tom and his wife Elaine have two grown sons and a daughter-in-law, all of whom reside in Arlington.



Deborah S. Lipman is Manager of Government Affairs for the Metropolitan Washington Airports Authority, which operates Ronald Reagan Washington National Airport, Washington Dulles International Airport, and the Dulles Toll Road, and is constructing the Dulles Corridor Metrorail Project. Previously, Lipman served as

Director of the Office of Policy and Government Relations at the Washington Metropolitan Area Transit Authority (WMATA). Lipman was also with the U.S. Senate Budget Committee, the U.S. House of Representatives Energy and Commerce Committee, and the U.S. Department of Transportation. Lipman led the successful effort to secure \$2.1 billion to complete the original 103-mile Metro system and developed the innovative public-private funding strategy for the New York Avenue Metrorail Station. With expertise in transportation finance, homeland security, and government relations, Lipman was the 2007 WTS Woman of the Year. Lipman is a graduate of the University of Pennsylvania, and the University of North Carolina at Chapel Hill, with a Master's Degree in City Planning. Debbie is married to Andy Lipman, and has two daughters, Abby and Elyse.



Andrew McGeorge is a Senior Associate in the Development Group at **Monday Properties.** He is responsible for supporting and managing all aspects of project development for the company's development pipeline in the Washington, D.C. and New York City areas. Andrew is a LEED Accredited Professional specializing in sustainable building

practices and he is currently developing the first LEED Platinum office building in Arlington County. Prior to joining Monday Properties, Andrew was a Project Manager at Toll Brothers where he was responsible for the development of residential communities. Earlier, he served as an officer in the United States Navy. Andrew is a graduate of the United States Naval Academy and received his Master of Science from the University of Pennsylvania.



Barbara Nicastro describes herself as a business woman with a law degree. She utilizes her experiences in running several businesses, her 20+ years in private law practice and her "prior life" as a federal white collar prosecutor with the Department of Justice to work cooperatively with clients to anticipate legal problems and to devise creative and individualized

solutions to prevent litigation or resolve conflict. Her company The Law Offices of Barbara E. Nicastro, Esq. was the Chamber's 2001 Abbie Small Business of the Year. Although a Philadelphia native and South Jersey shore devotee, Nicastro has spent the last 30 years as an Arlington resident, and is active in many parts of the Arlington business and non-profit sectors. Nicastro is a graduate of Georgetown University's School of Foreign Service and Law School, and the proud mother of three grown children and an aged labrador retriever.



Diane Rogers is the Director, Strategic Philanthropy at **BAE Systems, Inc.** She joined **BAE** in February 2008 as the Manager, Corporate Responsibility at BAE Systems, Land & Armaments and transitioned to BAE Systems Inc in April 2010. In her current role, **Diane** is responsible for directing all company giving and commu-

nity involvement throughout BAE Systems, Inc. Diane joined **BAE Systems** from the United Service Organizations (USO) World Headquarters as the Vice President, Operations. There she was responsible for the development and implementation of USO programs and services provided to military personnel worldwide. **Diane** brings more than 15 years of community involvement and strategic philanthropy experience with her to BAE Systems. Diane graduated from High Point University, in High Point, North Carolina, with a Bachelor of Arts in Political Science and a minor in Sociology. She currently is a member of the Boston College for Corporate Citizenship and the Public Relations Society of America.



Karolyn Stuver is the director of strategy and marketing for Fluor Corporation, one of the world's largest engineering and construction firms. Before coming to Fluor in late 2009, she held the same position at **KBR**, the U.S. military's largest services provider. Prior to that, she had her own strategic communications consulting busi-

ness, specializing in defense, technology and science. Karolyn's background includes stints on Capitol Hill, as a staffer to Les Aspin when he was the Chairman of the House Armed Services Committee, and to Congressman Dave McCurdy. She has also worked in the defense and aerospace industries as a corporate spokesperson and in the energy field as the director of public affairs for a national trade association. Karolyn also has an extensive background as a broadcast and print journalist. She has lived in the area for more than 26 years. She attended the University of Oklahoma and received a BA in English from George Mason University.

2011 Committee Chairs



Communications Division Vice Chair: Greta Menard, Capitol MarCom



Communications Council Staff Liaison: Rich Doud

Chairs: Shannon Swahn, Select Printing & Copying Joey Tackett, Clear Sky Creative



Economic Development & Government Affairs Division Vice Chair: Scott McCaffrey, Sun Gazette



Government Affairs & Economic Development Committee Staff Liaison: Rich Doud

Chairs: Bob Bushkoff, Dittmar Co. Tad Lunger, Bean, Kinney & Korman, P.C.



Member Affairs Division Vice Chair: **Deborah Johnson, Dominion**



Membership **Development Division** Vice Chair: **Bob McCoy, Virginia Commerce Bank**



Ambassador Committee Chair: Donna Hamaker, KDH Real Estate Staff Liaison: Erica Pristas



Arianna Gleckel,

Vice Chair: Joe Prentice.

Committee

Chair:

Bean, Kinney & Korman, P.C.

Special Interests Division

State Department Federal Credit Union

Education & Workforce Development

Staff Liaison: Erica Pristas







Green Business Committee Chair:

Kevin Shooshan, The Shooshan Company Staff Liaison: Rich Doud

Hotel General Managers Committee

Chair: Greg Raines, Holiday Inn Rosslyn Staff Liaison: Rich Doud

Thank you Donors

he Chamber would like to thank these fine members and individuals for making donations to the Staff Education and Technology Fund during 2010. 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.

Education and Technology Fund Donors

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Membership Development Committee Chair:

2010 Annual Report



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 2010. The Chamber Scholarship Fund provides financial assistance to several Arlington high school students each year.

Scholarship Fund Donors

Deborah Kunin Susan Anderson Wendroff & Associates, LLC John J. Wall, CPA Mario Pais, **Comfort Inn Arlington Blvd/DC Gateway** Sean Hosty, Morgan Stanley Smith Barney, LLC **Bill Holmes**, American Painting & Janitorial Co. Ben Lopatin, Wellfire Interactive Donna Hamaker, KDH Real Estate The Scholar's Cup participants

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.

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2010 Annual Report

2010 Award Winners

2010 Chair's Award The Shooshan Company

The Chair's Award was established to provide public recognition to a member organization and its Chamber representatives that have made an exceptional contribution to the Chamber through sponsorship, leadership, attendance at events, and other contributions of resources. Chair **Phil Keating**, **Bean**, **Kinney and Korman**, **P.C.**, presented the 2010 Chair's Award to **The Shooshan Company**. This year, **The Shooshan Company** served as an Annual Corporate Sponsor, as well as sponsor of the Arlington Business Gala and the Fall Outing. "Sponsorships like these enable us to hold ticket prices down and make our events affordable to a wider audience," said Keating. "Their Chamber representatives are extremely involved in the Chamber as supporters of events and programs." Development Manager, **Kevin Shooshan**, along with **John Shooshan** and **Kelly Shooshan**, accepted the award on their behalf. **Kevin** also serves as the Director of the Chamber's Board and Chair of the Green Business Committee. "His leadership has enabled this committee to really take off," said Keating. Congratulations to **The Shooshan Company**!

2010 President's Award: Sponsored by Comcast

Ron Novak

The President's Award is given to a member individual deemed to have made significant contributions to the Chamber over the past year. Each winner has, in his or her own way, found a means to make a difference to Chamber members. Chamber President Rich Doud presented **Ron Novak**, Vice Preseident of **Segue Technologies**, with the 2010 President's Award. "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 Doud. **Novak** has been a leader in recruiting members and was one of the top producers in this year's Opportunity Works Campaingn. Congratulations to our 2010 President's Award recipient, **Ron Novak**!

2010 Committee of the Year Award: Sponsored by Dominion Membership Development Committee

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 and serves the interest of the committee members. The 2010 Committee of the Year was awarded to the Membership Development Committee. This past year, the Membership Development Committee sponsored twenty new members, which represents about 20% of the total new members for 2010. "Committee members have been instrumental in both bringing outside contacts into the Chamber and to Chamber events as well as helping with prospective members who find the Chamber on their own," said Board Chair **Philip Keating**. **Arianna Gleckel**, Chair of the Membership Development Committee accepted the award. "The members of the membership development committee worked hard this year to both reinvigorate a committee that had a two year hiatus and to bring in new members in a tough economy. The committee succeeded in both goals and I am very appreciative of their efforts and commitment to help this chamber continue to grow and do business together," said **Gleckel**. Congratulations to the Membership Development Committee!

Chamber broadband internet capability courtesy of **Comcast Communications.** Office WiFi capability courtesy of **Washington Workplace.** DEADLINES FOR SUBMISSIONS TO THE ARLINGTONIAN

DISPLAY ADS—The first of the month prior to publication. i.e. For December, the ad must be submitted by November 1.

PRESS RELEASES—Same deadline as Display Ads

ARTICLES—Same deadline as Display Ads

INSERTS—Must deliver 1,750 inserts before noon on the 22nd of the month prior to publication. i.e. For December, the insert must be at the mail house by November 22. If less than the full number is provided, no inserts will be mailed and no refunds can be given.

THE ARLINGTONIAN (USPS 534030) is published monthly by the Arlington Chamber of Commerce, 2009 14th Street, North, Suite 111, 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. POSTMASTER: Send address changes to The Arlingtonian c/o Arlington Chamber of Commerce, 2009 14th Street, North, Suite 111, Arlington, VA 22201

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



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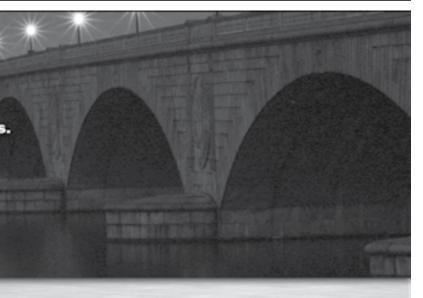
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Congratulations to our 2010 ABBIE and Hospitality Award Winners!

he prestigious ABBIE awards are presented to those businesses that consistently provide outstanding quality of service and products, have achieved significant growth or stability over the lifetime of their business and display industry leadership. "Arlington is rich with heritage of outstanding people who have contributed at work and at home to make this the great place it is," said 2010 Chamber Chair Phil Keating, of Bean, Kinney and Korman P.C.

2010 ABBIE Recipients

Colony House ·

ABBIE (Retail Small Business of the Year) Fur-Get Me Not -ABBIE (Service Small Business of the Year) Capital Hospice -ABBIE (Nonprofit of the Year)

Capital MarCom, Inc. -

ABBIE (Home-Based Small Business of the Year) Bean, Kinney & Korman, P.C. – Green ABBIE

Ritz-Carlton, Pentagon City -

Ronald Reagan Washington

National Airport

Dulles Corridor Metrorail Project

Dulles Toll Road

Washington Dulles

International Airport

ABBIE (Large Business of the Year) Segue Technologies - ABBIE (Large Business of the Year)



2010 Arlington Business Hall of Fame Inductees



Herbert Morgan, Former owner and Chair of Real Title Company Joel Broyhill

(posthumous award) Former Chair: 1952

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We look forward to continuing to work

together in the community.



ARLINGTON HOSPITALITY SUPERSTAR

he Arlington Chamber of Commerce annually recognizes superstars in the hospitality industry for their efforts to keep visitors to Arlington coming back again and again.

2010 Legendary Service Superstars

Marie Baptiste, Hyatt Regency Crystal City Thing Chao and Phillip Chao,

Holiday Inn Rosslyn

Lewis Christian, Crown Plaza National Airport Cheryl Freshly, Crystal City Marriott 🕆 Fekadu Kitila, Embassy Suites Crystal City 🕆 Sajawal Khan, Holiday Inn Rosslyn 🕆 Nona Davis, The Key Bridge Marriott

2010 Hospitality Superstars

#Hilina Adnew 🕆 Daniel Ali #Willie Anthony The Luz Arias 🕆 Leticia Bacelar The Mary Barge 🕆 Satya Barua the Lebaron Bass Thickey Belachew 🕆 Alicia Bell 🕆 Yodit Berhe 🕆 Genevieve Briganti 🕆 Douglas Brown 🕆 Tenesia Burch # Cyril Champalbert 🕆 Irena Cherchari Pablo Martinez Cruz **Christine Dailey** 🕆 Matt Deegan 🕆 Josefina Doral Transferrer Contract 🕆 Keisha Ellisl 🕆 John Erpe 🕆 Lara Fahey



#Mekdes Gutema 🕆 Juanita Hill # Eunice Janmes # Megan Louis * Mohamed Malki #John Martin 🕆 Kennia Mejia 🕆 Blanca Lydia Molina Nicholas Mullen # Emily Nielson 🕆 Fatima Omari # Edward Ostezeski Trice Trice **TROMELIA QUISDERTY** 1 Dante Renteria

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Each winner was awarded a "Hospitality Superstar" pin to signify to others the exceptional service they give.

- Arsenio Garcia
- 🕆 Rudolpho Portillot

- **Jose Hector Reyes**
- 🕆 Blanca Rivera
- Traul Robinson
- 🕆 Keisis Rodriguez
- Marina Rojas
- 🕆 Pillai Sasi
- # Leck Semsinimukda
- TROBERT Stewart
- 🕆 Saim Un
- Nancy Valadares
- The Marta Villatoro
- The Stephen Weaver
- Lucie Yanke-Kouame

Congratulations Superstars!



Arlington Chamber of Commerce

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The mission of the Arlington Chamber of Commerce is to promote businesses and economic development within Arlington County.

The Chamber will represent Arlington County business by: participating as a business advocate to government; endorsing regional solutions to infrastructure and educational challenges; and striving to create the conditions that encourage a healthy community and business environment within the County and the Commonwealth of Virginia.

