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SAVE THE DATE

BREAKFAST CONNECTION

JANUARY 7

7:30 a.m. - 9:00 a.m.
Holiday Inn Rosslyn

BUSINESS AFTER BUSINESS

JANUARY 14

5:00 p.m. - 7:00 p.m.
Ruth's Chris Steak House



ANNUAL MEETING REVIEW

The 91st Annual Meeting

On Friday, December 11, more than 270 members and guests gathered at the **Sheraton Pentagon City Hotel** to celebrate the success of 2015 and look forward to what is to come in 2016. The afternoon included presentation of awards, announcement of 2016 Board of Directors by 2016 Chair **Todd Yeatts**. Keynote Speaker, Aneesh Chopra, also spoke about the opportunity we have in Arlington to unleash the potential and create jobs in our area.

2015 Chair **Kevin Shooshan** highlighted some of the Chamber's accomplishments from 2015, including starting work on a new Chamber website and increasing advocacy efforts. 2015 was an exciting year for the Chamber, and we look forward to continuing that growth 2016.

➤ Turn to page 6-7 to view photos and see a list of the winners and sponsors.



Kevin Shooshan, Aneesh
Chopra, and Kate Roche

ARLINGTON BUSINESS GALA PREVIEW

Get Your Tickets now for Arlington's Best Night Out

Put on your dancing shoes and prepare for an evening of mixing & mingling with your friends and fellow business leaders at the 92nd Annual Arlington Business Gala on Saturday, January 30, 2016 at **The Ritz-Carlton, Pentagon City**. This event is a celebration of businesses in Arlington, and serves as the Chamber's largest fundraiser.

Join the Chamber as we celebrate the new year with a delicious three-course dinner, music, dancing, open bar, and more. Attendees will also have the opportunity to bid on outstanding auction items perfect for kicking off 2016. This year's auction items include:

- Amazon Echo (courtesy of **Aveshka, Inc.**)
- Private wine class for 20 (courtesy of Total Wine & More)
- And much more!

At the Gala, the Chamber will draw a winner for the Panama Trip Raffle. The prize all-inclusive accommodations for two people for up to five nights at Los Establos Boutique Inn, Panama, a **\$3,850** value including all dining, beverages, resort facilities, activities, taxes and service charges. This all-inclusive vacation also includes one activity per person, per day. Raffle tickets are \$30 each or four for \$100. Ticket holder does not need to be present to be eligible to win.

Join over 300 anticipated attendees for Arlington's Best Night Out. The Chamber's Arlington Business Gala only happens once a year, so secure your seats for today.

➤ Registration and sponsorship deadline is January 22. For registration questions, call Member Services Administrator Hannah Dannenfelsler at 703-525-2400.



SPECIAL THANK YOU TO

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JANUARY AT THE CHAMBER

NEW YEAR'S DAY	1 FRIDAY Chamber Offices Closed
SMART START	5 TUESDAY 4:00 p.m. - 5:15 p.m. Chamber Board Room
GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING	6 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
BREAKFAST CONNECTION	7 THURSDAY 7:30 a.m. - 9:00 a.m. Holiday Inn Rosslyn
GREEN BUSINESS COMMITTEE MEETING	8 FRIDAY 9:00 a.m. - 11:00 a.m. Chamber Board Room
AMBASSADOR COMMITTEE MEETING	11 MONDAY 4:00 p.m. - 5:15 p.m. Chamber Board Room
COMMUNICATIONS COUNCIL MEETING	12 TUESDAY 9:00 a.m. - 10:00 a.m. Small Conference Room
PACE INFORMATIONAL SESSION, HOSTED BY THE GREEN BUSINESS COMMITTEE	12 TUESDAY 9:00 a.m. - 11:00 a.m. Chamber Board Room
EXECUTIVE COMMITTEE MEETING	13 WEDNESDAY 8:00 a.m. - 9:30 a.m. Chamber Board Room
BUSINESS AFTER BUSINESS	14 THURSDAY 5:00 p.m. - 7:00 p.m. Ruth's Chris Steakhouse
MARTIN LUTHER KING, JR. DAY	18 MONDAY Chamber Offices Closed
MEMBERSHIP SUMMIT - COMBINED MEMBERSHIP COMMITTEE MEETING	19 TUESDAY 4:00 p.m. - 5:30 p.m. Chamber Board Room
GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING	16 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
BOARD OF DIRECTORS MEETING	22 FRIDAY 11:45 a.m. - 2:00 p.m. The Boeing Company
COMMUNITY ACTION COMMITTEE MEETING	27 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
SMALL BUSINESS ROUNDTABLE	27 WEDNESDAY 11:45 a.m. - 1:00 p.m. Chamber Board Room
91ST ANNUAL MEETING	30 SATURDAY 6:30 p.m. - 12:00 a.m. The Ritz-Carlton, Pentagon City

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

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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.

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

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BUSINESS AFTER BUSINESS

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

14 THURSDAY
5:00 p.m. - 7:00 p.m.
Ruth's Chris Steak House
2231 Crystal Drive
11th Floor
Arlington, VA 22202



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.

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

CHAIR'S MESSAGE

Our Chamber is Strong

Our Chamber is strong, our Board is focused and our staff is ready for the challenges and opportunities that will be found in 2016.

We remain committed to the economic prosperity and civic well-being of Arlington. Our focus will continue to be business advocacy and we will continue to have programs and events for networking, professional development and to celebrate achievements.

Our membership is impressive, from start-ups to corporate giants. Every sector is represented and our Chamber has opportunities for all.

This month, we have six events that can be used to develop relationships and help your businesses grow. I encourage you to attend these events and ask others to join you.

In particular, I ask that you be a part of our 92nd Annual Arlington Business Gala. This year's signature event will be held on January 30th at the **Ritz-Carlton Pentagon City**. It is the perfect place to celebrate the successes of 2015 and a great venue to continue the New Year's celebration.

The Boeing Company celebrates its centennial anniversary this year, and I am proud we are a member of the Arlington Chamber of Commerce. 100 years is a milestone and I look forward to remaining involved and engaged as the Chamber heads to its 100th anniversary just a few years down the road.

I am honored to be Chair and committed to ensuring our Chamber remains a key element in the success of Arlington County.

Todd Yeatts
The Boeing Company



Todd Yeatts



2016 ANNUAL CORPORATE SPONSORS



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

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



JANUARY MILESTONE ANNIVERSARIES

CONGRATULATIONS!

■ EIGHTY YEARS

WASHINGTON GAS

■ SEVENTY-FIVE YEARS

CONKLYN'S FLORIST

■ SIXTY YEARS

ARLINGTON COUNTY MEDICAL SOCIETY, INC.

■ FIFTY YEARS

RED TOP CAB COMPANY OF ARLINGTON

■ FORTY-FIVE YEARS

CROWNE PLAZA WASHINGTON NATIONAL AIRPORT

■ FORTY YEARS

HEIDELBERG PASTRY SHOPPE

■ THIRTY-FIVE YEARS

ECOLOGY AND ENVIRONMENT, INC.
THE ITALIAN STORE
JOINT BASE MYER-HENDERSON HALL
SHERATON PENTAGON CITY HOTEL

■ FIFTEEN YEARS

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MEMBERS IN THE NEWS

■ BURDETTE SMITH & BISH LLC

2016 Best Places to Work in Virginia

Burdette Smith & Bish LLC was recently named as one of the 2016 Best Places to Work in Virginia. The annual list of the Best Places to Work in Virginia was created by Virginia Business and Best Companies Group. This statewide survey and awards program is designed to identify, recognize and honor the best places of employment in Virginia, benefiting the state's economy, workforce and businesses. The 2016 Best Places to Work in Virginia list is made up of 100 companies.

■ SIGNATURE THEATRE

West Side Story presented by Signature Theatre running through January 24

West Side Story, directed by **Signature** Associate Artistic Director **Matthew Gardiner**, will run through January 24 in Signature Theatre's intimate MAX Theatre. "I can't wait for our audiences to experience this classic musical in Signature's intimate setting," said Associate Artistic Director **Matthew Gardiner**. "Bernstein, Laurents and Sondheim's story about racial tolerance feels especially relevant today. With Parker Esse reimagining Jerome Robbins' iconic choreography, Jon Kalbfleisch conducting Bernstein's beloved score, and an outstanding company of actors and designers, this is sure to be an unforgettable experience for our audiences."



Signature Theatre's West Side Story

■ LEADERSHIP ARLINGTON

Leadership Arlington Hosts Special Town Hall to Meet the Chair

Leadership Arlington in conjunction with co-host, **George Mason University**, and supporting partner, **Arlington Chamber of Commerce**, invites citizens who live, work, or have interest in the Arlington County community to attend its annual Meet the Chair Thursday, January 21, 2016 from 6:30pm until 8:00pm at **George Mason University's** Arlington Campus in Founder's Hall (3351 N. Fairfax Drive, Arlington, VA 22201). This event is free and open to the public, though advanced RSVP is requested.

Attendees will first hear about the Chair's new 2016 initiatives, followed by an open question session. This is an exciting opportunity for all those involved in the community from business owners to residents. The event informs attendees about future plans for the County and allows attendees to give feedback directly to the Chair. **Leadership Arlington** is proud to host this town hall, which represents a direct connection between citizens and their representative. For more information, please visit <https://leadershiparlington.ejoinme.org/MTC2016>.



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ARLINGTON PARTNERSHIP FOR AFFORDABLE HOUSING

Gilliam Place Apartments Approved by the Arlington County Board

The Arlington County Board unanimously approved the **Arlington Partnership for Affordable Housing's (APAH)** request to move forward with Gilliam Place, a new project that would provide 173 net new committed affordable residential apartments as well as approximately 8,950 square feet of ground floor retail and civic space.

APAH began its work with Arlington Presbyterian Church in 2012 at the invitation of the church. "The congregation of Arlington Presbyterian Church is excited to see our vision for the future of our church property move one step closer to realization," noted Reverend Sharon Core, pastor of Arlington Presbyterian Church. "In providing affordable housing as well as civic space to help make Arlington welcoming and inclusive to all, Gilliam Place will put our faith into action. We have persevered together on this long journey of discernment and are grateful to the County Board and to **APAH**, our development partner, for helping us reach this milestone."

ARLINGTON HISTORICAL SOCIETY

Arlington Historical Society Kicks Off 2016 Programming With The C&O Canal And W&OD Railroad in Arlington

The **Arlington Historical Society** announced a richly diverse series of free public programs for the first half of 2016 that help Arlingtonians explore the rich history of their community. The programming year will kick off on Thursday, January 14, 2016 with Michael Nardolilli's lecture "How the C&O Canal and W&OD Railroad Shaped Arlington." As a leader of both the C&O Canal Trust and the Northern Virginia Regional Park Authority, Nardolilli became very familiar with the story of both of these transportation corridors. He will discuss the surprising connections between the towpath, trail, and the history of Arlington County. The hour-long program, which is free and open to the public, will begin at 7:00 p.m. at **Marymount University** in the Reinsch Library auditorium.

LINDEN RESOURCES

Linden Resources Receives SmartCEO Corporate Culture Award

Linden Resources was honored to receive SmartCEO's 2015 Corporate Culture Award at a festive reception held at The Fillmore in Silver Spring on December 2nd. More than 300 executives and decision-makers gathered to celebrate 50 companies for their commitment to fostering a creative, collaborative workplace culture.

Linden's staff and Board of Directors chose to create a culture built upon the principles identified in *Choosing Civility: the Twenty-Five Rules of Considerate Conduct* written by author P.M. Forni. **Linda Chandler**, CEO of **Linden Resources**, added that, "The intentional manner in which the staff continues to ensure that choosing civility remains the basis of how we relate to each other and to our stakeholders is what makes our culture successful. Choosing civility not only impacts our professional lives, it has also created a new standard for the way we experience life in general."



ARLNOW.COM

ARLnow.com to Host Panel Discussion on Arlington's Restaurant Industry

Online local news outlet **ARLnow.com** is hosting a panel discussion about the state of the local restaurant industry, featuring some of the brightest stars in Arlington's dining and nightlife scene. The free event will be held on Tuesday, Jan. 26 from 6-8 p.m. at **A-Town Bar & Grill** (4100 Fairfax Drive). Panelists include Tim Ma of Water & Wall, **Mark Fedorchak** of **Liberty Tavern**, **Scott Parker** of **A-Town Bar & Grill**, Mikala Brennan of Hula Girl and **Javier Candon** of **SER**. The event also coincides with **ARLnow.com's** 6th anniversary.

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Freedom Bank is a locally owned and operated community bank supporting small businesses and entrepreneurs in the Northern VA Region.

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WELCOME NEW MEMBERS

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Elizabeth Tuomey
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Suite 300
Arlington, VA 22201
Phone: (703) 535-5577
E Mail: info@tuomeylaw.com
Web Address: www.tuomeylaw.com
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Elizabeth Tuomey, solo practitioner, handles criminal defense, juvenile law, and personal injury/auto accident cases throughout Northern Virginia, and had been licensed in Virginia since 2002.

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ANNUAL MEETING REVIEW

Congratulations to the 2015 Award Winners

2015 Chair **Kevin Shooshan, The Shooshan Company**, and President & CEO **Kate Roche** honored those who have significantly contributed to the Chamber's successes in 2015 with a presentation of the annual awards.

President's Award - David Kinney

The prestigious President's Award, sponsored by **Allied Telecom**, was presented to **David Kinney** of **Kinco, LC**. In 2015, the Chamber significantly increased its advocacy presence. **David** played a vital role as Vice Chair of Business Advocacy spending countless hours collaborating with other Chamber leaders to draft our numerous public policy position letters, truly helping the Chamber be the voice of the business community in Arlington.

Chair's Award - Leadership Center for Excellence

The Leadership Center for Excellence powered by **Leadership Arlington** was honored with the Chair's Award and was accepted on behalf of **Leadership Center for Excellence** by **Betsy Frantz**, President and CEO of **Leadership Arlington**. **Betsy** and **Leadership Center for Excellence** generously donated their time and expertise to facilitate the process of developing a new strategic plan for the Chamber, helping our task force develop a plan that will help guide the Chamber in the future, keeping us relevant to our members and serving the evolving needs of the Arlington business community.

Committee of the Year Award - Membership Engagement Committee

The Committee of the Year Award was presented to the Membership Engagement Committee, co-chaired by **Tristan Wright** and **Jasmine Gould**. In 2015, the Membership Engagement Committee was launched to better connect with all current members, communicate engagement opportunities, and help each member develop ways to maximize their membership. The co-chairs were able to get the committee running quickly and effectively, and the procedures used by the Membership Engagement Committee are already turning into processes utilized by other Chamber committees.

Special Thanks to Our Annual Meeting Sponsors

Grand Sponsor



President's Award Sponsor

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Tim Hughes, Past Chair
Kate Roche, President & CEO
Lindsey Rheume, Treasurer
Scott Ritter, Assistant Treasurer
Shannon Bailey, Vice Chair - Communications
David Kinney, Vice Chair - Business Advocacy
Joe Prentice, Vice Chair - Member Affairs
David Isaacson, Vice Chair - Membership Development
Charles Clohan, Vice Chair - Community Engagement

2016 Board of Directors

Shannon Bailey, Global Thinking
Lucy Bowen McCauley, Bowen McCauley Dance
Doug Brammer, Verizon
Mary-Claire Burick, Rosslyn Business Improvement District
Linda Chandler, Linden Resources, Inc.
Crystal Christmas-Watson, Crystal City Marriott
Charles Clohan, Dittmar Company
Travis Cutler, Dominion
John Finlay, Crystal City Sports Pub
Amanda Fischer, Grade A Marketing
Michael Foster, MTF Architecture
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Andy Fuhrmann, Clark Construction
John Gallagher, IAM Services Corp.
Michael Garcia, State Farm Insurance
Nancy Goodman-Thevoz, A Main Event Caterers
Brian Gordon, Apartment and Office Building Association

2016 Board of Directors (continued)

Greg Hamilton, Arlington Magazine
Col. Michael Henderson, Joint Base Myer-Henderson Hall
Timothy Hughes, Bean, Kinney & Korman, P.C.
Todd Ihrig, H.D. Vest Investment Services
David Isaacson, TMI Foundation
Sonia Johnston, John Marshall Bank
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Deborah Lipman, Metropolitan Washington Airports Authority
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Greta Menard, Capital MarCom
Greg Mullan, George Mason Mortgage, LLC
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James Ryerson, Marymount University
Marie Schuler, Comcast Cable Communications
Kevin Shooshan, The Shooshan Company
John Snedden, ROCKLANDS Barbeque and Grilling Company
Adrian Stanton, Virginia Hospital Center
Karolyn Stuver, Fluor
Tina Walker, BAE Systems
Tristan Wright, M&T Bank
Todd Yeatts, The Boeing Company
Mark Zetlin, Mercedes - Benz of Arlington



Membership Engagement Committee co-chairs Jasmine Gould and Tristan Wright accepting the 2015 Committee of the Year Award.



2015 Chair Kevin Shooshan, 2016 Chair Todd Yeatts, and 2017 Chamber Chair Tina Walker



David Kinney accepting the 2015 President's Award



Betsy Frantz accepting the 2015 Chair's Award on behalf of the Leadership Center Excellence.

YOUNG ENTREPRENEURS ACADEMY (YEA!)

YEA! Students Visit ROCKLANDS Barbeque and Grilling Company

The 2015-2016 **Young Entrepreneurs Academy (YEA!)** students have begun to finalize their business ideas and have been hard at work on their business plans.

On Wednesday, December 9, the **YEA!** students had the opportunity to visit **ROCKLANDS Barbeque and Grilling Company**. The students got an in-depth look into running a restaurant including cost of goods sold, financial statements, and human resources. After listening to a presentation by **John Snedden**, President of **ROCKLANDS Barbeque and Grilling Company**, the students were lucky enough to go on a tour of the restaurant to see all of it's inner workings.

Thank you to **John Snedden** and the staff of **ROCKLANDS** for being great hosts and providing such an exciting and informative field trip for these students!



ROCKLANDS President John Snedden speaks to the YEA! students.

Even though the program has already begun, there's still time to get involved with **YEA!** The **Young Entrepreneurs Academy** is looking for Business Mentors. Mentors commit to seven fun-filled weeks of 90 minute sessions on Wednesdays from 5:30 p.m. to 7:00 p.m. at **Marymount University**, with limited out-of-class support through email and phone. Mentors provide guidance and feedback as students think through all aspects of their business creation, write their business plans, and prepare their Investor Panel presentations. Mentoring sessions begin January 13 and continue through February 24.

"Volunteering as a mentor for the **Young Entrepreneurs Academy** was an incredibly rewarding experience that I will not soon forget," said **Darren Tully** of **Freedom Bank of Virginia**, a recent **YEA!** mentor. "The **YEA!** program is more than just a forum where students can play with their ideas; we watched these young entrepreneurs develop real-world skill sets directly applicable to the modern business world, from public speaking to finance to persuasive writing. To see the talent and burgeoning ambition in the hearts and minds of local middle and high school students was inspiring, challenging, and honestly, a little humbling. Here are these kids, taking something from their brain, seeing something missing in their world, and making it their purpose to see it a reality – how many of us can say they have done that? I learned just as much from them as they did from me."

For more information, please contact Alex Held at 703-525-2400 or aheld@arlingtonchamber.org. Limited spots remain, so sign up today!

Special Thanks to Our Sponsors

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CHAMBER SCENE

■ THE CHAMBER SCENE NOVEMBER - DECEMBER

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.

*November 19 - Vice Chair of Community Engagement **Donna Hamaker** attended **Arlington Public Schools** Fiscal Year 2017 Key Stakeholder's Meeting on behalf of the Chamber.*

*December 4 - Kate Roche and Cassie Bate attended **Leadership Arlington's** 40 Under 40. Several Chamber members were recognized, including 2015 Chair **Kevin Shooshan**.*

*December 5 - Kate Roche spoke on a Civic Engagement Panel for the **Leadership Arlington** Young Professionals Class with County Board Member-Elect Christian Dorsey and County Board Member-Elect Katie Cristol.*

*December 11 - Alex Held served as a guest judge for **Marymount University's** Business Plan Competition, a culminating event for their MGT 489 class.*

*December 16 - Cassie Bate attended the **Arlington Optimist Club** Holiday Breakfast at **Washington Golf & Country Club**.*

*December 16 - Kate Roche and Cassie Bate attended the **Omega World Travel** Client Appreciation Lunch.*

December 17 - Kate Roche and Cassie Bate attended the Farewell to County Board Members Mary Hynes & Walter Tejada.

NONPROFIT SPOTLIGHT

PRC CrisisLink

by Meredith M. Hovan, Director of Resource Development, PRC, Inc.

Every day, nearly twelve young lives -- one every two hours and eleven minutes -- are lost to suicide. Through the work of **PRC CrisisLink**, tragic loss of life and the subsequent profound impact on survivors (family and friends) is being prevented.

PRC
CrisisLink

When crisis calls, we answer.

PRC CrisisLink brings immediate help, hope and healing to empower individuals facing serious life challenges, suicidal thoughts, emotional or situational problems through programs including a 24/7 Crisis & Suicide Prevention Hotline, Crisis Textline, and CareRing (outbound calling support program).

On August 1, 2014, **PRC** and **CrisisLink** officially merged. Both organizations are recognized as leading Northern Virginia non-profits who serve those with serious mental health issues. The merger came about as a shared mission to transform the delivery of mental health services in response to the community's growing needs and the changing mental health landscape. Together, the entities offer complementary, enhanced, innovative, and cost-effective services that reach more people in need. Founded in 1963, **PRC** exists so that individuals living with mental illness, substance use disorders, mild intellectual disabilities, autism spectrum disorders, and anyone who faces life crises can achieve safety, personal wellness, recovery and community integration.

PRC CrisisLink's textline, PRC CrisisText Connect (PRC CTC), launched June 1, 2014 to provide lifesaving services via texting. PRC CTC is available to the entire northern Virginia community; however there is a special focus on teens, youth and young adults. Providing youth a way to access help in a familiar and non-threatening way can be vital in the fight to save lives and prevent tragedies. By making assistance available via texting, PRC CTC can help during a difficult time in a way that the person in need feels the most comfortable, thus maximizing the possibility he/she will reach out for help and remain safe.

The need for more effective ways to access mental health services and suicide prevention initiatives has garnered much media attention recently. Increased awareness and ability to access services is critical to prevent tragedies. **PRC CrisisLink** fills the gap by offering confidential, around-the-clock access to highly trained crisis workers skilled in helping people through a crisis. By offering this service in a way that teens and young adults prefer, that is via texting, PRC CTC is reaching even more individuals, preventing more crises, and saving lives.

PRC CrisisLink relies primarily on volunteers to respond to its hotline calls and textline messages. Last year, **PRC CrisisLink** received over 34,000 calls and PRC CTC handled over 5,600 text conversations, equating to over a quarter of a million text messages exchanged. To become a volunteer crisis worker, visit <https://prsinc.org/crisislink/> for the training schedule, volunteer requirements and application.

To contact **PRC CrisisLink**: Call (800) 273-TALK [8255] or Text "CONNECT" to 85511

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Sheraton Pentagon City

ARLINGTON ECONOMIC DEVELOPMENT

AED Hosts U.S. Round of Dongsheng-AC Bridge Entrepreneur Competition

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

A Northern Virginia startup that helps businesses reduce logistics costs through sensors and data analytics, a company producing an advanced system of new ear technologies, and a startup that provides mobile and frictionless commerce to frontier and emerging markets were winners in last night's U.S. round of the global Dongsheng-AC Bridge Entrepreneur Competition from investment and advisory services company Dao Ventures. The competition, held for the first time in this country, was hosted by **Arlington Economic Development**, the only United States host for the global competition. Fifteen finalists pitched their products and services.



Herndon-based Snapdata, which designs and develops sensors and data analytics platforms for the Internet of Things, took first place in the competition. The company focuses on providing businesses with technology to acquire and analyze remote sensor data to help businesses focus their energy on customers that specifically need the services they offer. Snapdata hopes its devices and analytics platform will allow businesses to optimize efficiency and improve service to customers.

"This is huge, it's validation of the whole team," said Snapdata CEO Jim Bland. "We've been operating in stealth mode for months and months. Now we'll hopefully get out there and meet some great VCs in China."

Colorado-based Asius Technologies, which also operates a business development office in Arlington, took second place. Asius has designed a unique system of in-ear technologies designed to revolutionize hearing aids, headsets and related consumer and high-end audio devices.

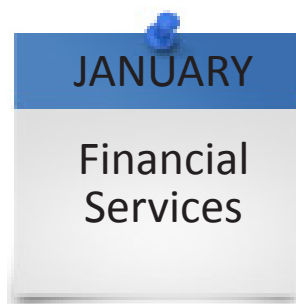
Taking third place was GeoPay, a Reston company that operates a mobile money transfer platform that enables value transfers via handsets and mobile devices for international markets. GeoPay targets underbanked consumers in frontier and emerging markets, providing them with a prepaid debit and flat currency based service.

"The companies represented during this competition ranged from medical technology to unique products for athletes and big data analytics," said **Victor Hoskins**, director of **Arlington Economic Development**. "The innovation shown by all of the entrepreneurs here today is simply incredible, and we are privileged to showcase the truly remarkable entrepreneurial enterprises being developed here and further enhance the global market opportunities between Arlington and the Chinese market."

"Through this competition we've seen that there are a lot of solid technology companies in Arlington and the greater Washington region," said Tao Zhang of Dao Ventures. "We are looking forward to hosting more of these competitions in coming years in collaboration with Arlington Economic Development."

The top three companies then moved on to the final global round of competition, held at Dongsheng Science and Technology Park in Beijing, located at Zhongguancun, China's equivalent of Silicon Valley. All three U.S. competitors placed in competition in the final round, receiving additional funding for their businesses and meeting with venture capitalists and private investors in China.

SHOPCHAMBER



Thank you to everyone who supported the Chamber's Retail & Restaurant members during the month of December! Please support the Chamber's Financial Services members during the month of January. A full list of Financial Services members can be found on the Chamber website.

Last January during Financial Services month, **Marcio Silveira** of **Pavlov Financial Planning** authored a very helpful blog post on Financial Planning for Young Professionals for the Chamber's blog. After the blog was posted and shared on the Chamber's various channels, other Chamber members also shared the blog post with their following and **Marcio** got a client directly from people who had read his post. Referring business to other Chamber members is just one of the many ways to ShopChamber with Financial Services members during January.

Create buzz online! Use #ShopARL on social media every time you shop at a member retail location, attend an event at a member business, or refer a friend to a Chamber business. The first Friday of each month is ShopChamber Friday! For January, share with your followers some of the Financial Services members you enjoy working with.

Preventing Small Business Fraud

During the November Small Business Roundtable, **Christine Searle**, CIA, CRMA, and Owner of **Searle Business Solutions, LLC**, discussed small business fraud and ways to prevent it. She explained to the attendees that, although fraud prevention is not a popular topic and clients feel like they don't need it, fraud is going to happen, and it's best to be prepared. 6% of revenue from businesses is lost to fraud, and the rate is small businesses is sometimes higher.

What is fraud?

- Deliberate act
- Theft of funds or other assets
- Financial misstatement

Why is fraud committed?

- Motive - financial stress or entitlement
- Opportunity - access and knowledge

Impacts of fraud

- Erodes income and assets
- Inflates expenses
- Tarnishes reputation
- Restricts options for financing and insurance

Scenario #1: Personal Use of Business Funds

- Authority over committing or expending funds (*example: Teacher's union president stole \$2.5 million in dues.*)
- Expense reimbursement/account abuse (*example: Nonprofit paid \$435K for executive director's lavish lifestyle.*)
- A lot of fraud goes undetected. To avoid, review activity of everyone in the organization.

Scenario #2: Payment Schemes

- Vendor Payment Diversion (*example: Accounts payable employee diverts over \$5 million to support her bridal shop.*)
- Payroll (*example: Hospital employees paid \$800K for hours not worked.*)

Scenario #3: Fake Service Records

- Fictitious client services (*example: \$600K in emergency funds intended for fire victims.*)
- Failure to remit funds (*example: Payroll processor steals \$465K in tax withholdings.*)

Steps to prevent fraud

- Tone at the Top - proactive and consistent. Management should stress zero tolerance for fraud.
- Separation of Duties - automated and manual.
- Independent Oversight - reconciliations and spot-checking
- Awareness and Accountability - all stakeholders have to be willing to speak up.

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:

JANUARY SMALL BUSINESS ROUNDTABLE

27 WEDNESDAY

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

Chamber Board Room

Presented by Scott Greenberg of Scott J. Greenberg Private Wealth Management

BUSINESS ADVOCACY

■ BUSINESS ADVOCACY UPDATE

GO Virginia, Community Facilities Study, and Arlington General Assembly Responses

At November's Board of Directors Meeting, the Chamber Board voted to sign onto the GO Virginia coalition. The goals of GO Virginia are: to raise awareness of Virginia's significant new economic challenges and opportunities; to mobilize business, education, and community leaders to work collaboratively for economic development, job creation, and career readiness; and to make Virginia's state government and strong and effective catalyst for strategic, job-focused regional collaboration. Being part of the GO Virginia coalition means the Chamber agrees with the general principles and will evaluate individual policy proposals as they come up. You can learn more about GO Virginia at <http://www.govirginia.org/>.



In December, the Chamber sent a letter to the County Board expressing support for the recommendations outlined in the Community Facilities Study and recognizing the recommendations as good planning practices. The Chamber especially appreciates the focus in the Community Facilities Study on the importance of the commercial sector in continuing to allow our County to prosper. That letter can be found on the Chamber website.

Each year, in addition to developing its own legislative priorities for the next General Assembly session, the Arlington Chamber of Commerce also comments and, as appropriate, takes positions on legislative proposals made by the Arlington County Board and School Board. Responses are not made to every policy position of the two elected bodies; generally, they only are made on issues of substantial budget and public-policy matters related to the business community and economic development in the county, region and across the commonwealth. You can view the Chamber's responses to the 2016 Arlington County Board and School Board General Assembly Positions on the Chamber website.

■ Members can be involved in shaping policy positions through the Chamber's Government Affairs & Economic Development Committee. The Government Affairs & Economic Development Committee typically meets on the first and third Wednesdays of the month at 9:00 a.m. in the Chamber Board Room. To be added to the committee distribution list, please email 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

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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!

- **Key Bridge Marriott** for hosting the December Board of Directors Meeting.
- **Eastern Foundry** for hosting the December Business After Business.
- **The Ballston BID and SER Restaurant** for co-hosting Holiday Cheer on Tap.

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CARL LANDER

FINANCIAL COACH & EVENT SPEAKER

Want to increase productivity? *Financial stress causes absenteeism, decreased productivity, and a lack of job satisfaction.* Tired of paying for training and workshops your employees don't appreciate? Would you like a workshop for your employees that receives *amazing* results? 100% of the participants of my workshops said: They would recommend to a friend or coworker; They found it useful; and were inspired to take action.

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- *Creating a Successful Financial Wellness Program Within Your Organization*



Contact Carl today for a FREE white paper on the workshops and financial wellness!

Carl Lander will enliven your next conference, training, or professional development with his passion for helping others become the best they can be in the area of personal finance.

His enthusiastic and dynamic speaking style makes him a uniquely qualified speaker on a host of financial wellness topics.

As a small business owner his careful management of both his company's finances as well as his personal finances, combined with his training, qualifies him to coach others.

He challenges his audiences to dig deep and examine motivations for wanting to improve their financial situation. What are you chasing and why? Those answers influence your behavior with money more than you realize.

Carl will help you discover your WHY to help you and your team win.

Carl believes that regardless of our financial position, everyone, including himself, benefits from positive reinforcement, hope and encouragement, and that compelling thread runs through all his speeches and seminars.

What they're saying:

"I enjoyed the interactive group work and simple ways to lower payments and debt."
~ Mike

"Great presentation! Very informative and interactive!" ~ Alex

"Awesome presentation!" ~ Megan

Contact Information

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