

FEATURED PHOTO: Volunteers from The Shooshan Company help out at Animal Welfare League of Arlington for Volunteer Arlington Day 2013.

SPECIAL THANKS TO
ARLINGTONIAN
GRAND SPONSOR



IN THIS ISSUE

- 2 Calendar
- 2 SMART Start
- 2 Breakfast Connection
- 2 Business After Business
- 3-4 Chair's Message
- 4-5 Welcome New Members
- 4-5 Members in the News
- 5 Milestone Anniversaries
- 5 Opportunity Works Corner
- 6 Volunteer Arlington Day
- 7 Arlington Best Business Awards
- 8 The Chamber Scene
- 9 Nonprofit Spotlight
- 10 Arlington Economic Development
- 10 Travel to China
- 11 Small Business Roundtable
- 11 SBA Loans
- 12 Chamber Thank You

SAVE THE DATE

BACK TO BASICS: THE ART OF THE SPOKEN WORD

JUNE 7

11:30 a.m. - 1:30 p.m.
Navy League Building
1st Floor Conference Room

STATE OF THE COUNTY

JUNE 11

7:30 - 9:30 a.m.
Crystal Gateway Marriott

ARLINGTON BEST BUSINESS AWARDS REVIEW

The Best in Arlington Business

The Arlington Chamber of Commerce celebrated the 27th Annual Arlington Best Business Awards on Tuesday, May 21 at the **Sheraton Pentagon City Hotel** by honoring the year's most illustrious and accomplished businesses. The event honored successful businesses who have made significant contributions to the Arlington community, as well as recognized three new inductees into the Arlington Business Hall of Fame.

"Arlington has more commercial office space than downtown Atlanta, downtown Dallas, and Miami," said **Scott McGeary, Washington Gas**, while introducing Arlington Business Hall of Fame inductee **Joe Wholey. David DeCamp, Newmark Grubb Knight Frank** and 2013 Chamber Chair, later commented, "the growth of commercial space in Arlington attests to the strength of the business community, including the vital role of all the winners of the Best Business Awards."

➤ Please turn to page 7 for the winners, photos, and sponsors.



Sonia Johnston accepting John Marshall Bank's 2013 Business of the Year Award from Chair David DeCamp.

SPECIAL THANK YOU TO

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STATE OF THE COUNTY PREVIEW

Arlington County Economic and Development Update



The Arlington Chamber of Commerce and **Leadership Arlington** are proud to present State of the County on Tuesday, June 11, 2013 from 7:30 - 9:30 a.m. at the **Crystal Gateway Marriott**. The Honorable J. Walter Tejada, Arlington County Board Chair, will present an overview of the economic and developmental status of the County. Connect with the community through Tejada's update of overall County conditions. Then, Tejada will answer questions submitted by attendees that are pertinent to area business and the community at large. Questions may be submitted in advance to Kate Roche, Director of Development and Member Services, at [kroche@arlingtonchamber.org](mailto: kroche@arlingtonchamber.org).

➤ To register, visit www.arlingtonchamber.org or call 703-525-2400.

BACK TO BASICS: the Spoken Word

PRESENTED BY THE
COMMUNICATIONS COUNCIL

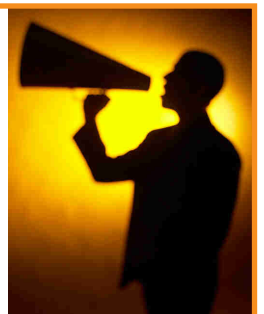
Join our panel discussion to learn **how to engage your target audience** - from clients and colleagues to volunteers and employees.

FRIDAY, JUNE 7

11:30 A.M. - 1:30 P.M.

NAVY LEAGUE BUILDING
1ST FLOOR CONFERENCE ROOM

REGISTER: WWW.ARLINGTONCHAMBER.ORG



THE CHAMBER

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

JUNE AT THE CHAMBER

| | |
|---|--|
| AMBASSADORS COMMITTEE MEETING | 3 MONDAY 4:15 - 5:00 p.m. Chamber Board Room |
| SMART START | 6 THURSDAY 4:00 - 5:15 p.m. Chamber Board Room |
| GREEN BUSINESS COMMITTEE MEETING | 7 FRIDAY 9:00 - 10:00 a.m. Chamber Board Room |
| BACK TO BASICS: THE ART OF THE SPOKEN WORD | 7 FRIDAY 11:30 a.m. - 1:30 p.m. Navy League Building |
| STATE OF THE COUNTY <i>Co-hosted with Leadership Arlington</i> | 11 TUESDAY 7:30 - 9:30 a.m. Crystal Gateway Marriott |
| BREAKFAST CONNECTION <i>Combined with the Alexandria Chamber</i> | 12 WEDNESDAY 7:30 - 9:00 a.m. Hampton Inn & Suites |
| EXECUTIVE COMMITTEE | 12 WEDNESDAY 8:00 - 9:00 a.m. Chamber Board Room |
| OPPORTUNITY WORKS PHONE BANK <i>*OW Volunteers Only</i> | 12 WEDNESDAY 2:00 - 5:00 p.m. Chamber Board Room |
| BUSINESS AFTER BUSINESS | 20 THURSDAY 5:00 - 7:00 p.m. Location TBA |
| BOARD OF DIRECTORS MEETING | 21 FRIDAY 11:45 a.m. - 2:00 p.m. Marymount University |
| OPPORTUNITY WORKS NETWORKING RALLY <i>*OW Volunteers Only</i> | 25 TUESDAY 5:00 - 6:00 p.m. Location TBA |
| COMMUNITY ACTION COMMITTEE MEETING | 26 WEDNESDAY 8:00 - 9:00 a.m. Chamber Board Room |
| SMALL BUSINESS ROUNDTABLE | 26 WEDNESDAY 11:30 a.m. - 1:15 p.m. Chamber Board Room |
| EDUCATION & WORKFORCE DEV. COMMITTEE MEETING | 26 WEDNESDAY 4:00 - 5:00 p.m. Arlington Career Center |
| GOV'T AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING | 28 FRIDAY 8:30 - 9:30 a.m. Chamber Board Room |

SMART START

Maximize your Chamber membership by attending this free networking seminar and information session about meeting new clients, business associates and how to utilize the benefits of Chamber membership.

6 THURSDAY
4:00 - 5:15 p.m.
Chamber Board Room
4600 Fairfax Drive
Suite 804
Arlington, VA 22203

GRAND SPONSOR
Greg Mullan -
GEORGE MASON MORTGAGE, LLC
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PREMIER SPONSOR
Michael Garcia-State Farm Insurance

BREAKFAST CONNECTION

Combined with the Alexandria Chamber of Commerce, this speed-networking event begs attendees to come prepared to mix and mingle. You'll have the opportunity to give your elevator pitch and exchange information with several tables of people.

12 WEDNESDAY
7:30 - 9:00 a.m.
Hampton Inn & Suites
5821 Richmond Hwy
Alexandria, VA 22303

GRAND SPONSOR
CARDINAL Bank

HOST SPONSORS
Michael Garcia-State Farm Insurance & Mobility Lab

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.

20 THURSDAY
5:00 - 7:00 p.m.
TBA

The Chamber
Arlington Chamber of Commerce
Opportunity. Leadership. Results.

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.

Virginia's New Transportation Bill

For years, Arlington's business community has called for a comprehensive, dedicated transportation funding plan out of Richmond and on the last day of the session, the General Assembly passed HB 2313. This bi-partisan bill was amended during the April veto session and then signed into law by Governor McDonnell at a ceremony on May 13th. In round numbers, HB 2313 represents a 25% increase in transportation funding.



David DeCamp

Here are the statewide funding mechanisms – plus the Regional add-ons:

- Eliminate the 17.5 cents per gallon Gas & Diesel Tax at the pump
- Implement 3.5% tax on Gas (at the wholesale level)
- Implement 6% tax on Diesel (at the wholesale level)
- Increase Tax on Vehicles Sales from 3% to 4% (4.15% by 2016)
- Implement a \$64/year tax on Hybrid & Alternative Fuel Vehicles
- If Congress enacts Internet Sales Tax legislation, most of that revenue goes to Transportation
- Regional Increase in Sales Tax from 5% to 6% (.7% earmarked for No.VA)
- Regional Increase in Grantor's Tax on Real Estate Property Sales by 15 cents per \$100
- Regional Increase in Hotel Tax (an additional 2%)

\$3.4 Billion in net new funds will have the following impacts (statewide) over the next 5 years:

- Provide \$1.8 Billion more to the Highway Maintenance & Operating Fund
- Provide over \$600 Million more to Highway Construction Fund
- Provide \$123 Million more toward the Mass Transit Trust Fund
- Provide \$35 Million towards ports & \$20 Million towards aviation

\$1.5 Billion in new Northern Virginia funding allocated regionally as follows over the next 5 years:

- 70% of the revenue from new regional taxes (Sales, Grantors & Hotel) will go to the Northern Virginia Transportation Authority (NVTA) for prioritized regional transportation capital projects
- 30% of the regional revenue will be returned to the locality for capital projects, provided the locality has adopted the 12.5 cent commercial add-on tax – (which Arlington did adopt).

Analysis & Editorial Comment:

- Thank you for treating transportation as a core function of government
- HB 2313 is Virginia's first comprehensive transportation funding plan in 27 years
- HB 2313 - a significant \$5+ Billion increase in dedicated transportation funds over the next 5 years
- HB 2313 calls for more taxes, more spending and enacting it required political courage
- Democrats, Republicans and everyone else can find problems with HB 2313
- Northern Virginians are going to tax themselves extra for additional regional investments
- Success will be determined by our effectiveness in execution & by which new projects are funded
- Regional funding notwithstanding, N. Virginia must insist on its share of statewide funds
- Arlington must be effective in shaping, influencing & benefitting from NVTA regional investments

As always the devil lurks in the details. This is a big statewide bill. Road builders are certainly going to be put to work. Transit oriented folks like me are cautiously optimistic. I suggest we approach HB2313 as a great opportunity for Arlington

[continued on page 4]



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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.

WELCOME NEW MEMBERS

■ **CLEANING & REPAIR SERVICES**
PAC INDUSTRIES INC.

Phillip Costabile, Sales Representative
 5341 Jaycee Ave.
 Harrisburg, PA 17112
 Phone: (703) 220-2291
 Email: phil@pacindustries.com
 Website: www.pacindustries.com

SPONSOR: Chris Hunter, staff
 Since 1963, PAC Industries has sold and serviced all major commercial brands of machinery in every application of the laundry industry.

■ **WINSTON'S CHIMNEY SERVICES**

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 2701 S. Oakland St.
 Arlington, VA 22206
 Phone: (703) 379-5006
 Email: info@winstonsservices.com
 Website: www.winstonsservices.com

SPONSOR: Mark Hadeed, Hadeed Carpet Cleaning

As a #1 Angie's List business, Winston's Chimney Service sweeps, repairs, and install commercial and residential fireplaces, wood and gas burning appliances and furnace flues.

■ **EDUCATION**

■ **MATHNASIUM OF ARLINGTON**

Neha Desai, Owner
 4801 First St. North
 Arlington, VA 22203
 Phone: (703) 703-351-6284
 Email: arlingtonva@mathnasium.com

SPONSOR: Chris Hunter, staff
 Mathnasium is an after-school math learning center, focused on tutoring children from 1st - 12th grades, ensuring they catch up, keep up and get ahead.

■ **FINANCIAL & INVESTMENT SERVICES**
RBC WEALTH MANAGEMENT

Andrew Leonard, Financial Advisor
 6817 Rannoch Rd.
 Bethesda, MD 20817
 Phone: (202) 302-7980
 Email: andrew.leonard@rbc.com
 Website: www.warnerinvestmentgroup.com

SPONSOR: Mark Hadeed, Hadeed Carpet Cleaning

The Warner Investment Group works with professionals and institutions to help achieve their financial goals, utilizing a comprehensive and tailored approach to wealth management.

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Get noticed with color ads in *The Arlingtonian*. With a variety of options, ads are affordable for any business with any size budget. Nonprofits even receive a 30% discount!

FIND OUT MORE:

- ✉ communications@arlingtonchamber.org
- ☎ 703-525-2400

CHAIR'S MESSAGE (CONTINUED)

businesses. Provisions in the legislation seek to relieve congestion, increase capacity, promote economic development and provide mobility in the event of a homeland security emergency. Some of this makes me cheer and some of it makes me raise an eyebrow. Do they understand the transportation investments that have worked well in Arlington? Do they understand the concept of "induced demand"? It might be different down-state, but in the dense central portions of this metro area comprised of almost 6 million people, we can and will congest any extra lane or new road you can build. Now that we have more long-term dedicated funding, we need to help VDOT and the NVTVA understand how to maximize the return on transportation investments in the urban core of Northern Virginia.

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

David DeCamp

Newmark Grubb Knight Frank

MEMBERS IN THE NEWS

■ **WASHINGTON WORKPLACE**

Washington Workplace Honored Best Furniture Vendor

Washington Workplace was named the Greater Washington Commercial Association of REALTORS® (GWCAR) Best in Industry - Furniture Vendor for 2012. The commercial office furniture dealer was honored at the Annual Commercial Awards Dinner at the Mayflower Hotel in DC. Attended by more than 400 of the best commercial real estate industry professionals, the ceremony has long been known as GWCAR's premier annual event. **Washington Workplace** is proud to be recognized among fellow esteemed firms in the DC-area.

■ **PORRO AND ASSOCIATES, LLC**

Jeff Porro Releases Book in Print and Digital Editions

A new book by Chamber member **Jeffrey Porro**, a speechwriter for corporate and nonprofit executives, is now available in paperback and on Amazon Kindle. In the book, *Words that Mean Success*, **Jeff** draws on two decades of experience to provide very practical advice on how leaders can use the spoken word to engage the audiences most important to their success – including funders, clients, investors, employees, the press and public.

■ **CAPITOL SHINE**

Capitol Shine Expands Service in Arlington

Capitol Shine, a locally-owned auto detailer, is pleased to announce its new weekend schedule, serving customers on Saturdays and Sundays from 10 am to 3 pm in the parking garage at 1310 N. Courthouse Road (adjacent to the Arlington Farmer's Market which operates from 8 am to noon every Saturday – you can shop while your car is detailed). Services include buffing, interior shampoo, tinting, dent pulling, and engine cleaning. Known for high quality service, **Capitol Shine** also operates in Arlington from three locations during the week

■ **URBAN IGLOO, LLC**

Urban Igloo Opens Third Office on Capitol Hill

Urban Igloo, LLC, announces the immediate opening of its third office in one of DC's most sought-after rental markets, Capitol Hill. The 426 C Street NE location, on Stanton Park, will be the DC apartment finder company's second office in the District, with another location serving Philadelphia, PA. **Urban Igloo's** Stanton Park office aims to focus on matching the many landlords and renters in the Capitol Hill market.

The Final Stretch

The Opportunity Works 2013 campaign enters its last month as volunteers continue to work toward the Chamber's most ambitious campaign goal ever of \$260,000 by July 9.

June Opportunity Works Events:

Phone Bank - Wednesday, June 12
2:00 - 5:00 p.m., Chamber Board Room

Networking Rally - Tuesday, June 25
5:00 - 6:00 p.m., Location TBA

- Events are for OW volunteers only. To register, visit www.arlingtonchamber.org or call 703-525-2400. Questions? Contact Kate Roche at [kroche@arlingtonchamber.org](mailto: kroche@arlingtonchamber.org).



SPECIAL THANK YOU TO

GRAND SPONSOR



Great networking happened at the May OW Networking Rally at John Marshall Bank

MEMBERS IN THE NEWS

■ VIRGINIA HOSPITAL CENTER

VHC Named One of America's Top 100 Hospitals

Virginia Hospital Center, a leading comprehensive healthcare facility in the Washington Metropolitan area, has been named one of the Nation's 100 Top Hospitals® by Truven Health Analytics, formerly the healthcare business of Thomson Reuters. Truven Health Analytics is a leading provider of information and solutions to improve the cost and quality of healthcare. **Virginia Hospital Center** is also the only hospital in the area to be named a 2013 Everest Award winner.

■ USO OF METROPOLITAN WASHINGTON

Firecracker 5k for the Troops benefiting USO-Metro

How are you celebrating Independence Day? Experience the excitement of the Firecracker 5k with Color Guard at the start line, military personnel national anthem singers, **USO-Metro** military appreciation tents, a finish line obstacle course for kids, and more! Runners of all ages can participate in the Potomac River Running 5k race that starts and ends in Reston Towne Center on July 4, 2013 at 8:00 a.m. Net proceeds from this event will support the many programs and services that the **USO of Metropolitan Washington** provides to serve our local troops and their families. For more information about the race visit www.prraces.com/firecracker.

■ ARLINGTON COMMUNITY FEDERAL CREDIT UNION

ACFCU Opens New Location on Wilson Blvd. in Ballston

Arlington Community Federal Credit Union (ACFCU), based in Arlington, VA announces continued growth with the third branch that opened in the Ballston area in April. The new branch is located at 4121 Wilson Boulevard. The new branch is a full service facility with tellers, member service offices for loans and deposits, and an on-site mortgage officer.

■ ARLINGTONIANS FOR A CLEAN ENVIRONMENT

Arlington Energy Master Program Recognized

The Arlington Energy Masters program was recognized with The Washingtonian Green Giant Award. Presented by *Washingtonian* Magazine, this award honors people and groups who help our environment by preserving historic green spaces, increasing our access to eco-friendly food and drink, and educating us about the natural world. The program was created by **Arlingtonians for a Clean Environment** working in partnership with the **Virginia Cooperative Extension**, **Arlington Thrive**, and the **Arlington County Department of Environmental Services**.

■ LEGAL SERVICES

J.D. HIZNAY, PLLC
Juliet Hiznay, Principal
101 South Hudson St.
Arlington, VA 22204
Phone: (202) 352-8982
Email: Juliet@jdhiznay.com
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J.D. Hiznay, PLLC advocates for children and young adults with learning differences, representing them in special education, school discipline and legal guardianship matters.

■ NONPROFIT ORGANIZATIONS

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Phone: (703) 228-7030
Email: info@oaronline.org
Website: www.oaronline.org
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OAR helps men and women coming out of incarceration with successful transitions back to our community; oversees court-mandated Community-Service clients; serves over 2,400 clients yearly.

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As one of the largest, full-service real estate advisory firms in the world, Newmark Grubb Knight Frank offers services ranging from strategic-planning to project management.

MILESTONE ANNIVERSARIES



■ THIRTY YEARS

CRYSTAL QUARTERS CORPORATE HOUSING

■ TWENTY YEARS

**DOMINION PET CENTER
BILL SWANSON - EDWARD JONES**

■ FIFTEEN YEARS

**ARLINGTON FOOD ASSISTANCE CENTER
MAIN EVENT CATERERS
MARCHTEN INTERIORS**

■ TEN YEARS

HARD CORPS, INC.

■ FIVE YEARS

PROSHRED OF NORTHERN VA

VOLUNTEER ARLINGTON DAY

Making a Difference in the Arlington Community

More than 125 local volunteers from various businesses and organizations lent a helping hand to area nonprofits as part of Volunteer Arlington Day 2013 on April 23. Sponsored by the Arlington Chamber of Commerce, this annual tradition matches members of the business community with rewarding half-day service projects throughout Arlington County.

Included in the volunteers was a group of 24 students from **Marymount University**. Students split into three teams and worked at the **American Red Cross** cleaning manikins used in training classes, at **AFAC** bagging produce and cleaning the warehouse, and at **APAH** assisting with invasive plant removal.

"I was impressed by how our students didn't shy away from any task, even if it meant getting dirty," said **Ashley Wells**, Community Outreach Coordinator for **Marymount**. "This was a fun opportunity for team building and getting to know one another while giving back to the community."

Other volunteers included employees from a variety of industries and businesses in Arlington who dedicated their time and joined in the fun for this event. Volunteer groups who participated include:

Arlington Chamber of Commerce
Arlington Community Federal Credit Union
Arlington Thrive
A-SPAN
Digital Recollections
Doubletree by Hilton Crystal City
Hyatt Regency Crystal City

Jay E Reiner CPA
Marriott Hotels
Marymount University
Newmark Grubb Knight Frank
Residence Inn Arlington Ballston
Segue Technologies
The Shooshan Company
Virginia Commerce Bank
Virginia Heritage Bank

Arlington nonprofits were excited to have so many enthusiastic volunteers helping at their sites. The nonprofit organizations who participated were:

American Red Cross
Animal Welfare League of Arlington
Arlington Food Assistance Center
Arlington Partnership for Affordable Housing
Arlingtonians for a Clean Environment

Community Residences
Crisis Link
Culpepper Garden
Homeward Trails
Linden Resources
Phoenix House
The Reading Connection
Virginia Cooperative Extension



Our 2013 volunteers!

Premier Sponsors
Fluor
Segue Technologies

Patron Sponsor
Jay E. Reiner, CPA



Ashley Wells and a Marymount student remove invasive plants outside an APAH apartment



Chamber staff Cassie Bate, Kate Roche, and Chris Hunter get ready to pick up trash



Marymount students bag fruit for the Arlington Food Assistance Network

Special Thanks to Our Volunteer Arlington Day Sponsors

Grand Sponsors



The 27th Annual Arlington Best Business Awards



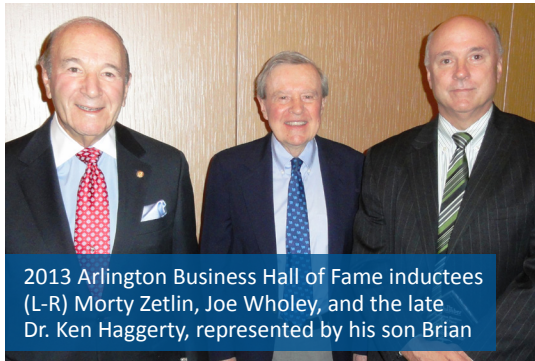
Chris Wargo and Sean Steele of InfoLock Technologies, 2013 Best Technology Small Business



Ginny Wright of BbG Fitness, 2013 Best Home-Based Business



Kevin Shooshan accepting the Doing Good Award for the Shooshan Company



2013 Arlington Business Hall of Fame inductees (L-R) Morty Zetlin, Joe Wholey, and the late Dr. Ken Haggerty, represented by his son Brian

Previous Arlington Best Business Award Winners in Attendance

Arlington Community Federal Credit Union (2008); Arlington Community Foundation (2005); Arlington Food Assistance Center (2007); Arlington Partnership for Affordable Housing (2008); Bean Kinney & Korman (2003, 2010); The Boeing Company (2009); Bowen McCauley Dance (2009); Buck & Associates Real Estate (1999); Comcast (2001); Jay E. Reiner, CPA (2011); KB Concepts P.R. (2012); KDH Real Estate (2011); The Law Offices of Barbara E. Nicastro (2001); Leadership Arlington (2007); Lebanese Taverna (2002); Linda McGeary, Mary Kay Cosmetics (1998); Linden Resources (2012); Marymount University (2007); MTF Architecture (1998, 2001); Proactive Smart Business Thinking (2002); ROCKLANDS Barbeque and Grilling Company (2000); The Shooshan Company (2006); Tara Palacios (2004); Technology Management, Inc. (2005); Todd Ihrig, H.D. Vest Investment Services (2003); Verizon (2003); Virginia Commerce Bank (2006); Washington Workplace (1999); WETA (2012)

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

2013 Arlington Best Business Award Recipients

- AHC Inc.** - 2013 Nonprofit Small Business of the Year
- BbG Fitness** - 2013 Home-Based Business of the Year
- Dante Consulting** - 2013 Business of the Year
- House of Steep** - 2013 Retail Small Business of the Year
- infoLock Technologies** - 2013 Technology Small Business of the Year
- John Marshall Bank** - 2013 Business of the Year
- Minuteman Press Crystal City** - 2013 Service Small Business of the Year

Also presented at the event was the Doing Good Award. Made possible by the Phillip M. Keating Fund for the Future, this award honors a prosperous business who constantly makes it a priority to give back to the community. The Doing Good Award was awarded to **The Shooshan Company**. They will receive a \$500 award to present on their behalf to the local nonprofit organization of their choice.

Following the presentation of the awards, the Chamber inducted three new members into the Arlington Business Hall of Fame. This year's inductees include **Dr. Kenneth "Ken" Haggerty** (honored posthumously), **Joseph "Joe" Wholey** and **Morton "Morty" Zetlin**.



The 2013 award recipients, along with the 2013 Arlington Business Hall of Fame inductees and Chamber Chair David DeCamp

Special Thanks to Our Valor Award Sponsors

Award Sponsor

Technology Management, Inc.

Grand Sponsor



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- Bean, Kinney & Korman**
- The Boeing Company**
- Fluor**
- John Marshall Bank**
- Marymount University**
- Mercedes-Benz of Arlington**
- Virginia Commerce Bank**
- Washington Workplace**

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- Arlington Economic Development**
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- Jay Reiner, CPA PLLC**
- Rick Cheetham - Buck & Associates**
- Todd Ihrig - HD Vest Investments**
- Westin Arlington Gateway**

THE CHAMBER SCENE

■ THE CHAMBER SCENE MAY

Your Chamber in the Community

The Chamber recognizes the importance of being involved in the community in which you do business. That is why our staff and Directors make it a priority to participate in and contribute to community organizations and events. Below are a few highlights of the events Chamber staff and Board members participated in on behalf of the Chamber.

April 30 - Carr Workplaces Clarendon office Grand Opening event. Attended by staff **Rich Doud**, **Chris Hunter**, and **Kate Roche**.

May 1 - United Way Regional Council. Attended by **Rich Doud**, staff.

May 3 - Community Foundation of Northern Virginia Future Fund Award Gala. Attended by staff **Chris Hunter**.

May 9 - Rich Doud served as on-site coordinator for **Leadership Arlington's** Closing Retreat field trip.

May 9 - John Marshall Bank's 5th Anniversary Celebration. Attended by staff **Rich Doud**, **Kate Roche** and **Chris Hunter**, along with several Directors and a number of members.

May 15 - The Arlington Community Foundation's new initiative NextGenNow launched with a happy hour informational event. Staff member **Amy Fisher** serves on the steering committee along with Vice-Chair of Membership Development **Kevin Shooshan** and Chamber member **Susan Anderson**. Staff **Cassie Bate** and **Kate Roche** attended.

May 16 - Leadership Arlington Board of Regents meeting. Staff member **Rich Doud** as well as a number of Directors and members serve on this Board.

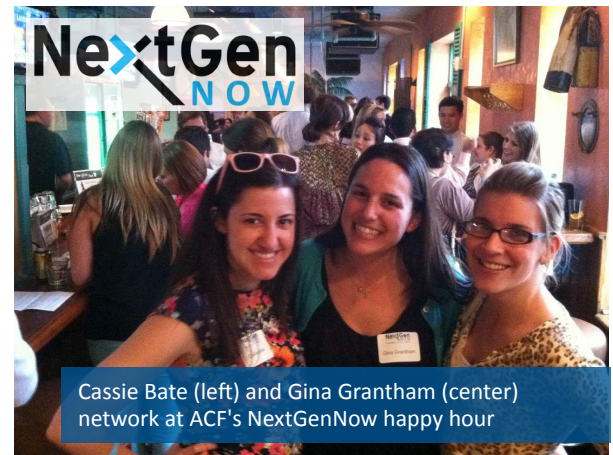
May 19 - Taste of Arlington produced by **Ballston BID**. Attended by Chamber staff members **Kate Roche** and **Cassie Bate**. **Cassie** volunteered to serve at one of the beer tents, spending her time pouring beer from new member **Port City Brewing Company**. A number of Directors and Chamber members were present and attended, volunteered, or hosted booths.

May 22 - Chamber staff members Chris Hunter and Kate Roche served on **Westwood College's** Program Advisory Committee on behalf of the Chamber. Director **Maritza Lizama** and several Chamber members served, as well.

May 22 - Regional launch of the SySTEMic Solutions program. Chamber staff member **Rich Doud** attended, along with Directors **Dr. Patrick Murphy**, **Doug Brammer** and a number of Chamber members.



Sonia Johnston and John Maxwell cut the cake at John Marshall Bank's 5th Anniversary Celebration



Cassie Bate (left) and Gina Grantham (center) network at ACF's NextGenNow happy hour



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Coordination of Arlington Social Services Nonprofits

by Gerry Shannon, Executive Director, Arlington Thrive

Any observant Arlington resident may ask: Why are there so many social service nonprofits in Arlington? Together, their names make an alphabet soup of nonprofits - AACH, **Arlington Thrive**, **A-SPAN**, **Doorways for Women and Families**, **Borromeo Housing, Inc.**, **AFAC**, etc. Do they ever duplicate the efforts of each other?

The answer to the first question is yes, there are many nonprofits in Arlington and the answer to the second question is no, they do not duplicate efforts. Each social service nonprofit organization can be distinguished from the others in its mission and specialized purpose. The nonprofits working with the County Department of Human Services provide a broad continuum of care to meet the needs of Arlington residents.

A good example of this cooperative and coordinated effort among the specialized nonprofits is in the area of homelessness prevention and reduction under the banner of Arlington's Ten Year Plan to End Homelessness. Effective communication and hard work among the nonprofit organizations have contributed to this successful coordination of services that result in a comprehensive continuum of care for Arlington residents. Together they have established a coordinated intake, assessment and referral process that determines what resources will best meet the client's needs and directs the client to one or more of those resources. Anita Friedman, Chief of the County DHS Economic Division, said that Arlington service providers "are working more closely in the continuum of care effort to fight homelessness than they ever have."



Arlington Thrive Program Manager **Nory Flores** and **A-SPAN** Outreach Worker **David Ordonez**. **Thrive** and **A-SPAN** are two of several nonprofits that coordinate their efforts to provide a durable safety net and broad continuum of care to serve the Arlington community.

Here are two examples of assessed cases: An Arlington single mother of two children needs help to pay her rent and purchase food because her income was cut due to reduced work hours. She and her children face eviction and possible homelessness because they are overdue on rent payments. The intake social worker referred her to **Arlington Thrive** (formerly known as AMEN) for financial assistance for her rent payment and referred her to **AFAC** to get groceries to feed her family. She was also referred to the **Arlington Employment Center** for help to find a new full-time job that can return her to economic independence.

An unemployed pregnant woman left her abusive partner and is now homeless and fearful that the man may find and harm her and her baby. The intake social worker refers her to **Doorways** for immediate shelter, counseling and help to find prenatal health services. After her baby is born, she will be assisted to find housing, employment and child care.

Together, the nonprofits specialized services create a durable safety net and broad continuum of care to serve the Arlington community.

GREAT DEALS AND GREAT EXPOSURE



Have great deals that you want to share with other Chamber members and Arlington residents? The Arlington Chamber website has a coupon section where members can post coupons for free! Gain visibility for your organization on our website while driving more business.

To find out how to post a coupon, contact:
CASSIE BATE chamber@arlingtonchamber.org



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You like us, you really like us!

Did you know the Chamber has a Facebook page?

The Chamber's Facebook is a great way to show your support for the Chamber while staying informed about Chamber events and news!

Interact with other members, share your input, and see photos from the Chamber's most recent events. You might be in them! The more you comment and like, the better chance you have of being picked as the Chamber's "Fan of the Week!"

Make sure to visit the Chamber's Facebook page and "Like" us!



www.facebook.com/ArlingtonChamberVA

JUST A CLICK AWAY



It's no secret that the internet is here to stay. With all kinds of people using the internet to gather quick information, businesses who advertise on the web reach consumers in a convenient way - with the ability to lead consumers directly to their website.

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

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

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ARLINGTON ECONOMIC DEVELOPMENT

Arlington Wins Big at VA Chamber Fantastic 50 Awards

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

Arlington businesses were big winners at this year's Fantastic 50 Awards. The awards, now in their 18th year, were given by the Virginia Chamber of Commerce to honor fifty of Virginia's fastest growing companies. Winners were honored for their entrepreneurial success and contribution to Virginia's economic vitality. Arlington businesses took 9 of the "Fantastic 50" slots, representing the highest representation from Arlington to date.



Arlington businesses honored include Buchanan & Edwards, **infolock Technologies**, eGlobalTech, Millennium Corporation, Morgan Borszcz Consulting, Phacil, TTC, Validatek, and Vorsight. The Virginia Fantastic 50 Awards is the only program that highlights 50 of Virginia's fastest growing companies on a statewide basis and is open to all types of businesses.

2013 CHINA TRIP

Travel to China with the Chamber

The Arlington Chamber of Commerce is excited to partner with Citslinc International, Inc. for the third time to offer our members and the community a unique opportunity to travel to China. From **October 11 - 19** you will visit memorable sites, both ancient and modern, and enjoy a multitude of unforgettable experiences. **We are convinced that this will be one of the most unique trips you will ever take!**

Your unforgettable trip to China doesn't have to be stressful. With this package, your travel and destinations are planned for you, so all you have to do is enjoy the amazing sights!

Package includes:

- * Roundtrip international airfare
- * Chinese domestic airfare
- * 5 or 4 star hotel accommodations
- * Deluxe tour bus
- * English-speaking tour guide in each city
- * Three meals every day
- * Fees for all tour attractions on the itinerary
- * Airport taxes
- * Airfuel surcharge



Just \$2,299 per person!*

Call the Chamber at 703-525-2400 for more details about the trip to help you decide if this experience of a lifetime is right for you.

Registration:

Contact the Chamber at 703-525-2400 or chamber@arlingtonchamber.org for a registration form. A non-refundable deposit of \$200 per person is required and due at the time of registration. The deposit will be deducted from your total trip fare, the balance of which will be due by the registration deadline, July 20, 2013. Valid passport and visa are required.



* Pricing for Chamber members, their families, and their guests based on double occupancy. Non-member price is \$2,599 based on double occupancy. Other terms and conditions apply. Full information available from the Chamber: 703-525-2400.

Tell a Story - Make a Sale

by Jim Whelan, Proactive Smart Business Thinking, LLC

When meeting a possible prospect, a brief story is an effective method of showcasing your expertise by weaving a word picture of how you satisfied a client.

Jim Whelan, Proactive Smart Business Thinking, unraveled the complexities of constructing a story that sells your capacity.

Why are stories an effective selling technique?

A powerful way to persuade people is by uniting an idea with an emotion. The best way to do that is by telling a compelling story.

People buy on emotion and justify with reason. Stories evoke emotion. They plant an idea into their mind of the listener who turns the story into their own idea & experience.

There are five essentials of telling a story:

1. Paint a picture – Visualization is considerably more powerful than statistics. How much more powerful is “I am in a rowboat without oars” than “I have a problem”
2. Weave the problem in emotional terms – People buy on emotion. The problem you solved could have produced fear, confused, concerned, awake-at-night etc.
3. Use powerful words – Frustrated, agitated, desperate, etc.
4. Action taken – Capsule version of what action you took. Keep focus on how the story relates to the prospect
5. Solution described in simple and memorable result – You will be remembered as the White Knight

Think about your story as a sandwich. The first layer states the problem in emotional terms. Second layer is the corrective action. Third layer concludes with the benefit and what it means to the prospect.

The Bottom Line from this Roundtable?

A powerful story is powerful communications. Your stories should show what differentiates you from the pack.

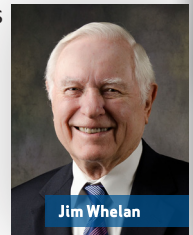
■ The Chamber's monthly Small Business Roundtable offers an important educational opportunity to smaller businesses. The roundtable discussion, facilitated by Jim Whelan, expert strategic planner with Proactive Smart Business Thinking, LLC, allows business people to learn from their peers and knowledgeable experts for free!

REGISTER NOW:

JUNE
SMALL BUSINESS ROUNDTABLE

JUNE 26
11:45 a.m. - 1:15 p.m.
Chamber Board Room

The Small Business Roundtable, a free member benefit of the Arlington Chamber of Commerce, is an open forum discussion sponsored by **The Business Bank**.



Jim Whelan

The roundtable, facilitated by **Jim Whelan** of **Proactive Smart Business Thinking, LLC**, discusses 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.



GRAND SPONSOR

How SBA Loans Can Help Grow Your Business

In April, the Chamber held an informational event about SBA loans featuring a panel of experts including **SBA** representative **Bob Carpenter**, banker **Jeanne Dodd** (**EagleBank**), and small business owner Adiam Berhane (Caffe Aficionado). The event focused on how small businesses can utilize SBA loans to secure capital. Some of the information presented included:

- SBA backed loans are available through a number of local community banks. The primary benefit is that the loans are available to businesses who might not be eligible for other backing.
- Approval turn around time is very quick.
- Lenders can walk you through the check list of what you need in order to apply for a loan. Items range from a business plan to running your personal credit score in advance.
- SBA loans aren't just for small start-ups. Loans can be worth as much as \$5 million.
 - There are a number of different types of SBA loans, including special programs for veteran owned businesses.

SPECIAL THANK YOU TO

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Next time you're looking for access to more capital for your business, consider SBA loans and explore how they can help grow your business.



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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.



A Team You Can Depend On

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Paul Velasquez, AVP-Branch Manager
Chris Lipscomb, VP-Lending
Sonia Johnston, Regional President
Drew Brown, SVP-Lending



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THANK YOU!

- Top of the Town for hosting the April Board of Directors Meeting
- AKA Virginia Square for hosting the April Business After Business
- Bernie Cohen, Insurance Solutions, for donating a door prize for the April Business After Business