

the Arlingtonian

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in this ISSUE

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ARLINGTONIAN
GRAND SPONSOR



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**2018 Chamber Board
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 Tina Walker, Immediate Past Chair
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 Greta Menard, Capital MarCom
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 Barbara Nicastro, The Law Offices of Barbara E. Nicastro
 Shy Pahlevani, Hungry Marketplace, Inc.
 Joe Prentice, Wells Fargo Private Mortgage
 Greg Raines, Dittmar Company
 Scott Reamy, Dominion Energy
 Lindsey Rheaume, EagleBank
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 Tina Walker, BAE Systems
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* Liaison, Arlington Public Schools
 ** Liaison, U.S. Military

CHAMBER STAFF

Kate Bates, President & CEO
 Mike Rosenow, Membership Director
 Alex Held, Membership Engagement Director
 Caroline Taylor, Communications Manager
 Sarah Lindner, Events Manager
 Brooke Foil, Operations & Special Projects Coordinator
 Debbie Powers, Events Associate

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

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chamber
calendar

MAY

- 2 Wednesday** **Government Affairs & Economic Development Committee Meeting**
9:00-10:00 a.m.
Chamber Boardroom
- 3 Thursday** **SMART Start**
4:00-5:15 p.m.
Chamber Boardroom
- 4 Friday** **Sustainability Committee Meeting**
9:00-10:00 a.m.
Chamber Boardroom
- 7 Monday** **Ambassador Committee Meeting**
4:15-5:15 p.m.
Chamber Boardroom
- 8 Tuesday** **Membership Development Committee Conference Call**
4:00-5:00 p.m.
- 9 Wednesday** **Executive Committee Meeting**
8:00-9:30 a.m.
Chamber Boardroom
- 10 Thursday** **Business After Business**
5:00-7:00 p.m.
Mercedes-Benz of Arlington
- 15 Tuesday-17 Thursday** **Your Chamber Connection: Membership Recruitment Campaign**
WETA-TV 26/90.9 FM
- 16 Wednesday** **Government Affairs & Economic Development Committee Meeting**
9:00-10:00 a.m.
Chamber Boardroom
- 17 Thursday** **Your Chamber Connection Celebration**
5:30-7:30 p.m.
Hilton Garden Inn Reagan National Airport
- 18 Friday** **Board of Directors Meeting**
11:45 a.m.-2:00 p.m.
Holiday Inn National Airport
- 22 Tuesday** **Education & Workforce Development Committee Meeting**
4:00-5:00 p.m.
Chamber Boardroom
- 23 Wednesday** **Small Business Roundtable**
11:45 a.m.-1:00 p.m.
Chamber Boardroom
- 24 Thursday** **Spring Home: Residential Real Estate-Focused Breakfast Connection**
7:30-9:00 a.m.
Holiday Inn Rosslyn
- 30 Wednesday** **Community Action Committee Meeting**
9:00-10:00 a.m.
Chamber Boardroom
- YEAI Graduation**
6:00-8:00 p.m.
Marymount University Ballston Center

Visit the Chamber calendar to stay updated on the latest events.

Register online at www.arlingtonchamber.org or call (703) 525-2400

JUNE

- 1 Friday** **Sustainability Committee Meeting**
9:00-10:00 a.m.
Chamber Boardroom
- 4 Monday** **Ambassador Committee Meeting**
4:15-5:15 p.m.
Chamber Boardroom
- 5 Tuesday** **Breakfast Connection with Alexandria Chamber**
7:30-9:00 a.m.
The Chart House
- 6 Wednesday** **Government Affairs & Economic Development Committee Meeting**
9:00-10:00 a.m.
Chamber Boardroom
- 7 Thursday** **SMART Start**
4:15-5:15 p.m.
Chamber Boardroom
- 12 Tuesday** **Membership Development Committee Conference Call**
4:00-5:00 p.m.
- 13 Wednesday** **Executive Committee Meeting**
8:00-9:30 a.m.
Chamber Boardroom
- 19 Tuesday** **Membership Engagement Committee Meeting**
4:00-5:00 p.m.
Chamber Boardroom
- 20 Wednesday** **Government Affairs & Economic Development Committee Meeting**
9:00-10:00 a.m.
Chamber Boardroom
- 21 Thursday** **Business After Business**
5:00-7:00 p.m.
Carr Workplaces - Rosslyn location
- 22 Friday** **Board of Directors Meeting**
11:45 a.m.-2:00 p.m.
Residence Inn Ballston
- 26 Tuesday** **SMART Start**
12:00-1:30 p.m.
Chamber Boardroom
- 27 Wednesday** **Community Action Committee Meeting**
9:00-10:00 a.m.
Chamber Boardroom
- 28 Thursday** **Small Business Roundtable**
11:45 a.m.-1:00 p.m.
Chamber Boardroom
- State of the County & Public Safety Awards**
7:30-9:30 a.m.
Crowne Plaza Washington National Airport

Questions?

For event questions, contact Sarah Lindner at events@arlingtonchamber.org. For questions regarding registration, contact Brooke Foil at chamber@arlingtonchamber.org. Chamber staff can be reached by phone at (703) 525-2400.

CHAIR'S MESSAGE

A Season for Growth

Spring is finally here, and although it is the season of vacations, the beach, the mountains, golf, gardening, and other serious bucket list adventures, the Chamber continues to focus on building our reach, serving our members, and providing even stronger advocacy and support. Always there as a top-of-mind resource for you and your business, the Chamber is working hard to enhance service and value for you and your business.

As part of our efforts this spring, we have been working under the guidance of Your Chamber Connection. Using their format, we are kicking off a transformational membership initiative. It involves the support of our staff, along with several members who we all recognize as pillars of our community. Together, we seek to make this one of our serious bucket list adventures that will benefit all of us and enrich our membership. We aim to meet new people and making new friends and welcome new members who bring new skills, talents, ideas, and knowledge to our team of business leaders and active supporters. As we strengthen our numbers, we strengthen our influence and build a bolder alliance to uphold our shared and individual goals and ideas for growth and success in our business community. Of utmost importance, as well, is maintaining a safe and stable future for our bustling, vibrant, and charming community in which we all take so much pride.

We continue making the most of our membership and business focus by standing as a check point on proposed legislation and local changes that may or may not be in the best interest of our local economy, our members, or our community. We also proactively step in as a team of hard-to-miss voices, to propose improvements or new ideas that will encourage opportunities and assure a positive, business-friendly future. Our efforts are much like the routine actions we take every spring to enhance our lawns—hoping for greener grass and leaner weeds in preparation for an enjoyable summer of outdoor fun.

"Spring showers bring summer flowers," they say. What we like to say is: "Active members who are dedicated and loyal to a well-run Chamber bring success and prosperity to a community."

Active members also bring in new members. As you will find in this newsletter, your Arlington Chamber welcomes some great new members who join us in looking forward to the many exciting plans for the year. Our excellent reputation for getting things done ignites our energy. Whether you are a member, a potential member, or community supporter, be assured, we are enthusiastic about our community. And our ambition to strengthen, grow, and enjoy serving the Arlington Chamber is unwavering.



Lindsey Rheume

Lindsey Rheume
EagleBank



THE COMMUNITY BANK OF THE NATION'S CAPITAL



SMART START

Maximize your membership at this free info and networking session on meeting new clients and utilizing your member benefits.

GRAND SPONSOR

Greg Mullan -



A Subsidiary of United Bank

PREMIER SPONSOR

Michael Garcia - State Farm Insurance

BREAKFAST CONNECTION

Bring your business to the table. Through roundtable power networking, attendees will exchange business cards, develop prospects, and share an elevator pitch.

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BUSINESS AFTER BUSINESS

End your busy workday on a high note with food and drinks, mixer-style networking, and the chance to win door prizes, including cash from the jackpot available each month.

can't-miss
EVENTS

Governor Signs Arlington Tourism-Tax Extension

On April 9, Governor Ralph Northam approved legislation to renew the transient occupancy tax (TOT), which is collected by Arlington County government and used to pay for tourism promotion, for three more years. Tourism is a key driver of Arlington's economy, and reinstating the TOT will help ensure that Arlington remains competitive in attracting travelers. Not only does it have a major impact in Arlington, but TOT generates an estimated \$1 million annually in promotional spending, which translates into \$5 million in tax revenue for the Commonwealth of Virginia.

The renewal of Arlington's TOT surcharge was the Chamber's chief priority for the 2018 General Assembly Session and had overwhelming support from the business community as a whole. In February, the Chamber sent letters to the Virginia House Finance Committee to renew the additional 0.25 percent tax for Arlington County.

Chamber Weighs in on FY 2019 Budget Items

The Chamber recently sent a letter to Arlington County Board Chair Katie Cristol, regarding the FY 2019 budget proposal. In the letter, the Chamber commended the County for keeping the tax rate flat while assessments rise in the budget plan, but raises concerns with several key parts of the proposal, including the continued tweaking of the Crystal City TIF in order to remove money to support the general fund. The Chamber also notes its opposition to the County's move to slash funding for planning on Lee Highway, noting its strong disapproval of any curtailing of the Lee Highway plan that would only consider "nodes," rather than the planning area as a whole. Additionally, the Chamber is opposed to increased parking meter fees and the current implementation of the recycling fee on businesses. Chamber President & CEO Kate Bates joined the County Board budget hearing on April 3, where she spoke on behalf of the Chamber.



Kate Bates testifies at a County budget hearing

Business Organizations Unite Toward Metro Funding and Reform

In March, the Arlington Chamber joined area chambers and other business groups in calling on lawmakers to provide \$154 million in annual capital funding for Metro's needs, along with achievable reform measures to ensure Virginia's quality of life and continued economic growth are preserved for years to come through a fully funded, well-governed, and efficiently operated Metro system.

In a letter to the lawmakers, the Chamber and other groups explain the critical role that Metro plays in the region's economic future, noting that Virginia's most recent corporate relocation, **Nestlé USA**, was made possible, largely, because of the ready access to Metro. Additionally, 100 percent of planned commercial development in Northern Virginia over the next five years is located within 0.5 miles of a Metro station.



additional advocacy updates:

March 20 – Kate Bates attended the Arlington Economic Development Commission meeting.

April 3 – Kate Bates testified at the County Board Meeting regarding the FY 2019 budget plan.

April 4 – The Chamber's Government Affairs & Economic Development Committee held a meeting, featuring **Bishmah Ahmed** of the **Apartment & Office Building Association**, who provided a review of the General Assembly legislative session.

April 12 – Kate Bates participated in the Alexandria/Arlington Regional Workforce Council meeting.

April 18 – Phil Bresee, Shani Kruljac, and Erik Grabowsky from Arlington County Department of Environmental Services gave a presentation at the Chamber's Government Affairs & Economic Development Committee, regarding proposed changes to the multi-family/commercial recycling program fee structure and service requirements.

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 highlights from some of the events that Chamber staff and members of our Board of Directors participated in on behalf of the Chamber.

March 1 – Kate Bates spoke at the grand opening for **SPACES**. Mike Rosenow was also in attendance.

March 7 – Mike Rosenow attended DCA Live Association Innovators.

March 8 – Alex Held attended the Symposium on Strengthening the Pipeline from School to Work: Highlighting Best Practices in Private Sector and School Partnerships, hosted by **George Mason University's** Schar School of Policy and Government.

March 8 – Mike Rosenow attended BizNow's event, "Future of Arlington County," which focused on the success of multifamily and retail development and future office growth in Arlington County.

March 13 – Kate Bates attended **AFAC's** ribbon-cutting ceremony.

March 13-14 – Alex Held attended the Association of Chamber of Commerce Executives (ACCE) sales conference to learn new tactics to support members.

March 14 – Mike Rosenow attended **Arlingtonians for a Clean Environment's** Annual Meeting.

March 15 – Mike Rosenow attended a **HSBC** Bank Appreciation event.

March 20-21 – Alex Held led a presentation, "Communicating Impact in a Noisy World," at the Virginia Association of Chamber of Commerce Executives (VACCE) Institute in Charlottesville.

March 27 – Kate Bates attended the Arlington County Commission on the Status of Women Roundtable, organized by County Board Member Christian Dorsey.

April 5 – Mike Rosenow attended a grand opening for the **Homewood Suites**.

April 11 – Kate Bates and Sarah Lindner attended **Culpepper Garden's** groundbreaking ceremony.

April 13 – Kate Bates attended a breakfast event held by **A-SPAN**.

April 14 – Alex Held participated as a judge for the DECA Collegiate International Career Development Conference.

April 18 – Alex Held delivered remarks at Brunch & Business, hosted by BizLaunch, in partnership with the Chamber and **Arlington Community Federal Credit Union**. Kate Bates and Mike Rosenow also attended.



Membership Campaign

No matter what your involvement is with the Chamber, there's no denying that having a larger membership base will benefit you. If your main goal is networking, higher membership means more people for you to connect with. If you want a greater advocacy presence, having more members creates a stronger voice. We could spend all day explaining the many ways this helps you, but we know that actions speak louder than words. And that's why we're excited to announce that we are holding a dedicated membership recruitment effort from May 15-17 through Your Chamber Connection (YCC).

YCC has produced unparalleled results for chambers locally and across the country, and also offers a fun opportunity for involvement that is widely praised by volunteers. The YCC model keeps all volunteer time commitments to a manageable amount that fits everyone's busy schedules, while making a major impact, with volunteers contributing one three-hour shift.

Our 2018 YCC Chairs are:

- Randy Anderson, National Capital Bank of Washington
- Susan Anderson, Arlington County Commissioner of Revenue's Office
- Karen Bate, KB Concepts P.R.
- Betsy Frantz, Virginia Hospital Center Foundation
- Michael Garcia, State Farm Insurance (*Runners Chair*)
- Greg Hamilton, Arlington Magazine
- Sonia Johnston and Leigh Anne Park, John Marshall Bank
- Barbara Nicastro, The Law Offices of Barbara E. Nicastro
- Karen Rosales, Arlington Community Federal Credit Union
- Todd Yeatts, The Boeing Company, and Cindy Martin Yeatts, Neighborhood Real Estate

Feel free to reach out directly to the Chairs to find out how you can volunteer. You can also contact Membership Director, Mike Rosenow, at membership@arlingtonchamber.org, and he can provide you with more details about the campaign and connect you with the Chair of your choice.



BEST BUSINESS AWARDS may 2 • 5:30-8:30PM Key Bridge Marriott Hotel

The 32nd Best Business Awards will recognize businesses in Arlington that go above and beyond to serve clients and help our community thrive and succeed. These awards are earned by businesses that deliver exceptional quality of service to their customers, are industry leaders or offer a unique approach to delivery of goods or services, and display an interest in and concern for the Arlington community. During this high-energy, prestigious ceremony, we'll present this year's Best Business Awards winners out of the finalists and recognize our inductee into the Arlington Business Hall of Fame.



Arlington Business Hall of Fame

The Arlington Business Hall of Fame honors men and women with a connection to Arlington County who have demonstrated a long record of successful management, expertise and business skills, along with notable achievements and exceptional civic and community involvement. We are proud to announce that **Scott McGeary** of **Washington Gas** will be inducted into the Arlington Business Hall of Fame.

McGeary is Director, State Public Policy, for Washington Gas, a public utility and energy services retailer serving the DMV. He represents the interests of Washington Gas before state and local government, business organizations, and community groups. In addition to representing the company during annual sessions of the Virginia General Assembly, **McGeary** administers Corporate Public Policy programs in Virginia.



Best Business Awards Finalists

After a highly competitive selection process, the following businesses were chosen as finalists for the Best Business Awards:

Service: Awesome Women Entrepreneurs | Dynamic Advertising Solutions | FVC Bank | Synergy HomeCare

Retail: Bayou Bakery | Earl's Sandwiches | New District Brewing Company

Nonprofit: Association of the United States Army | Bridges to Independence | Capital Caring

Technology: Envescent, LLC | Lyft

Home-Based: Federal Acquisition Strategies, LLC | Grade A Marketing | Technificent Solutions, LLC

Large Business: District Taco | Enterprise Knowledge | HDR, Inc. | Crystal Gateway Marriott

#TasteARL

**EAT
DRINK
GIVE**

CHARITY BENEFICIARY
**Ballston
GIVES**

**TASTE
OF ARLINGTON**

PRESENTED BY:
**COURTHAUS
SOCIAL**
AN AMERICAN BEER GARDEN

SUNDAY MAY 20 • NOON-6PM

WILSON BOULEVARD | **RAIN or SHINE** | **FOR TICKETS & INFO GO TO TASTEOFARLINGTON.COM**

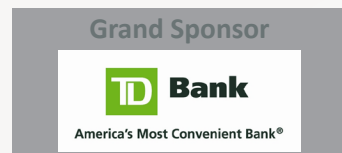
Sponsorships are an excellent way to increase visibility, while supporting Chamber events & programs. Contact Alex Held at aheld@arlingtonchamber.org or (703) 525-2400 for details.

SPRING HOME: RESIDENTIAL REAL ESTATE-FOCUSED BREAKFAST CONNECTION

may 24 • 7:30-9:00AM
Holiday Inn Rosslyn

Spring is finally here, which means we're in the peak season for buying a home in Arlington. No matter how your business relates to residential real estate, we want to help you make the most valuable connections possible and promote your business to all the right people during this time of year. That's why we're excited to present the Spring Home: Residential Real Estate-Focused Breakfast Connection, which will focus on empowering businesses connected to the residential real estate space by providing access to a wide range of important players in all associated fields. Whether you work in real estate, banking, mortgage lending, construction, or other related area – or if you're hoping to target any of these groups – this is the perfect event for you.

The format of Breakfast Connection includes roundtable power networking to provide attendees with the opportunity to exchange business cards, develop new prospects, and share a 60-second sales pitch with each table. Members have the free promotional opportunity to donate a door prize that all attendees will be eligible to win. Be sure to drop your business card at the registration table in order to be in the running! Registration includes a full buffet breakfast with coffee, tea, and juice.



CHINA TRIP INFO SESSION

june 7 • 5:30-6:30PM
Chamber office

Join us for this FREE information session to learn more about our 2018 China Trip! We are partnering for the eighth time with **Citslinc International, Inc.** to offer our members and the community a unique opportunity to travel to China with fellow business colleagues and community members.

From October 5-13, travelers will visit memorable sites, both ancient and modern, and enjoy a multitude of unforgettable experiences. In addition to visiting memorable sites in Beijing and Shanghai, travelers will visit the city of Xi'an and the Tomb of the First Emperor of the Qin Dynasty. There you will see the army of Terracotta Warriors that were buried with the emperor more than 2,000 years ago in the late third century BC.

Package Includes:

- Roundtrip international airfare
- Chinese domestic airfare
- 4 & 5 star hotel accommodations
- Deluxe tour bus
- English-speaking tour guide in each city
- 3 meals each day
- Fees for all tour attractions on itinerary
- Airport taxes

Anyone interested in this once-in-a-lifetime trip is encouraged to attend the information session. For more information, contact Brooke Foil at chamber@arlingtonchamber.org or (703) 525-2400. *Final China Trip registration closes July 15 at 5:00 p.m.*



Celebrate Arlington & Honor Those Who Serve

State of the County & Public Safety Awards
june 28 • 7:30-9:30AM • Crowne Plaza Washington National Airport

Our Chamber is proud to hold the State of the County & Public Safety Awards, a community-focused event that celebrates Arlington's economic achievements, our community's future, and all who make our community an outstanding place to live and work. This breakfast event will include an address by Arlington County Board Chair Katie Cristol, who will highlight the economic and development status of Arlington.

We will also honor our public safety personnel and first responders from Arlington County's Fire Department, Police Department, Office of Emergency Management, and Office of the Sheriff, who have exemplified extraordinary heroic actions and exceptional performance of their duties. *Register by June 21 at 5:00 p.m.*



GRAND SPONSOR



KEYNOTE SPONSOR



may & june MILESTONE ANNIVERSARIES



25 years

Commonwealth Restorations, L.C.
Ruth's Chris Steak House

20 years

A Main Event Caterers
Arlington Food Assistance Center
David DeCamp – Newmark Grubb Knight
Frank
Marchten Interiors
PNC Bank

15 years

Arlington Sport & Health Club
Dante Consulting (Ouli)
Hard Corps, Inc.

10 years

Proshred of Northern Virginia

5 years

Bob Adamson – McEneaney Associates,
Inc.
McHenry Organization Coaching
& Consulting
Offender Aid and Restoration (OAR)
The Penrose Group
Target Marketing, Inc.

Have news to share?

Let us know! Members in the News article submissions must be emailed to the Communications Manager and received by the first of the month prior to the publication month (i.e. April 1 for consideration in the May/June issue of the *Arlingtonian*), in order to be considered for inclusion.

Members should submit a press release or new article, along with photo options, if available.

For questions, contact Caroline Taylor at communications@arlingtonchamber.org or (703) 525-2400.

Article inclusion is available on a limited basis and is not guaranteed. 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.

members in the news

CULPEPPER GARDEN

Culpepper Garden I Groundbreaking Marks Beginning of Renovation

Culpepper Garden, Arlington's largest affordable senior living community with services, marked the beginning of a two-year, \$24.8M renovation of the original 204 apartments built in 1975 at a groundbreaking celebration on April 11. Known as **Culpepper Garden I**, the renovation is a partnership between Arlington Retirement Housing Corporation (ARHC) and Wesley Housing Development Corporation (WHDC), with funding from Arlington County, Virginia Housing Development Authority (VHDA), the Virginia Housing Trust Fund and tax credit equity through the Virginia Community Development Corporation (VCDC).

Noting that groundbreaking ceremony took place on the 50th anniversary of the Fair Housing Act, Marvin Turner, Director of the Department of Housing and Urban Development (HUD) DC Field Office, announced that HUD will be awarding 141 tenant protection vouchers, guaranteeing that most current and future residents will pay no more than 30 percent of their income in rent.



Culpepper Garden I will remain 100 percent affordable, with 208 units at 60 percent of the area median income (AMI) and two units at 80 percent of AMI. Upon completion of the project, **Culpepper I** will include 129 efficiency apartments, 74 one-bedrooms and seven two-bedrooms. While residents will need to be shuttled around among apartments somewhat as various portions of the project are completed, none will be displaced.

ENTERPRISE KNOWLEDGE

Enterprise Knowledge Named Washington Business Journal Best Place to Work

Enterprise Knowledge (EK) recently announced that it has once again been chosen as one of the *Washington Business Journal's* Best Places to Work for 2018. The award highlights **EK's** generous benefits and pay, commitment to charity and community, work/life balance, learning and growth opportunities, and company culture.

"I look forward to coming to work every day, and my biggest goal is to ensure that every member of **EK** feels the same," said CEO **Zach Wahl**. "Our culture of energy and positivity is one of **EK's** most unique, and greatest, traits, and I'm excited to see us recognized for what that's doing for the team and for our clients."

Joe Hilger, **EK** COO added, "We have such a great team. Everyone wants to learn and grow and we are doing that together. The company spirit makes it fun to come to work every day."

In addition to this recognition, **EK** has received a number of other accolades, including: 50 Great Places to Work by *Washingtonian Magazine* (2017), Best Places to Work in DC by the *Washington Business Journal* (2017), KMWorld 100 Companies that Matter in KM (2015, 2016, 2017, and 2018), and "Fast Four" award for fastest growing companies from **Arlington Economic Development** (2016).

THE SIMPLE GREEK

Hero of Gyros: The Simple Greek Brings New Spin on Classic Greek Cuisine to the Washington, D.C. Region

The Simple Greek, a fast-casual concept that was born on the reality TV program *The Profit*, is officially coming to the Washington region. The first Simple Greek will be located at 1731 Wilson Boulevard in the Colonial Village Shopping Center. Five more stores are planned for the region.

Washington, D.C. region franchise owners **Tom Grisard** and his sons **Brett, Ryan, and David**, who are lifelong Virginia residents, knew as soon as they learned about The Simple Greek that it was the concept for them.

“I’ve worked in the food industry in the Washington metro region for more than 23 years and I know a good food concept opportunity when I see one. This is a company that’s found the right recipe for success,” said **David Grisard**.



NAUTICON OFFICE SOLUTIONS

Nauticon Launches New Website

Nauticon Office Solutions, a provider of Toshiba, Xerox and Lexmark MFP’s, recently launched its new website. The new site makes it easier than ever for businesses to learn more about, and connect with the Maryland based document technology company.

“It’s evident to us that businesses choose to connect with Nauticon on the web,” said Director of Marketing **Lou D’Adamo**. “Our new site makes this very easy to do. Whether a visitor wants to submit a request for quote, place a service call, find information on a specific product or simply learn more about the services we offer, everything they need is within reach through the new site. It’s just another way for us to provide first-class levels of service and availability.”

welcome to our NEW MEMBERS!

Architecture & Construction
Mark Construction Group LLC

Home Services
Caffi Services

Business and Professional Services
Kailey Chidester – Beacon Hill Staffing
Nestlé

IT Services
BPC Consulting Alliance
Phone2Action

Consulting
Adaptive Futures LLC
Echo Nine Solutions, LLC
Pivoting Strategies

Nonprofit Organizations
St. Agnes Catholic Church

Financial Advisors
Chad Larson – Brown Advisory

Restaurants
Rustico Ballston
The Simple Greek
Social Restaurant Group

Financial Institutions
HSBC Bank USA

Retail
Kinder Haus Toys

Government and Education
Chanda Choun
Matt deFerranti

Telecommunications
Sprint Store

Send your new member referrals to Mike Rosenow,
Membership Director, at mrosenow@arlingtonchamber.org
or call (703) 525-2400.



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Student Entrepreneurs Pitch Business Plans for Funding from Investors



After months of tirelessly working to perfect their ideas, students in our Chamber's Young Entrepreneurs Academy (YEA!) took the stage at the YEA! Investor Panel on April 12 to try to make their business plans a reality. During this "Shark Tank"-style event, 16 students representing 13 businesses presented their plans to the investors and a public audience for a chance to receive funding to launch their businesses. With \$5,000 available – thanks to our sponsors, including **Graham Holdings Company**, who made an additional contribution – the panelists went to work to determine the amount of funding to allocate to each student business. Based on the appeal and merit of the students' plans and presentations, the investor panel awarded each business startup funding.



The investor panelists also selected 8th grader Nadia Malik, founder and CEO of PawSwapped, to advance to the YEA! Saunders Scholarship Competition in Rochester, New York, to compete against students across the country for college scholarships and cash prize packages. Nadia's business, PawSwapped, is a website application service that allows pet owners to rent their pet to a potential pet owner, giving the pet a place to stay and the client a chance to see if they're ready to adopt a pet of their own. Nadia follows last year's Arlington area representative, Tasnim Alam, founder and CEO of Heatless Hotness, who was named one of the top six young entrepreneurs in the nation at the Saunders Scholars Competition.

"I'm excited and honored to have been selected as a YEA! Saunders Scholars Competition semi-finalist," said Nadia Malik, Arlington's regional semi-finalist, "I hope to meet a lot of amazing people in New York."

Students have now started marketing and selling their products and services, while preparing for the YEA! Trade Show to showcase their goods to the general public. The Trade Show will be held at **Marymount University's** Ballston Center on Thursday, June 7 from 5:00-7:00 p.m. This event is free and open to the public.

Impact the Future of Arlington Business

YEA! supplements entrepreneurship education with mentors, guest speakers, sponsors, and field trips. No matter how you choose to support the program, getting involved with YEA! helps transform local students into real business owners, strengthen our business and educational communities, and secure the next generation of business leaders.

To get involved or learn more about our YEA! program, contact YEA! Program Manager Alex Held at aheld@arlingtonchamber.org or (703) 525-2400.



YEA! is made possible thanks to our sponsors, including

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Promote Your Event Through the Chamber

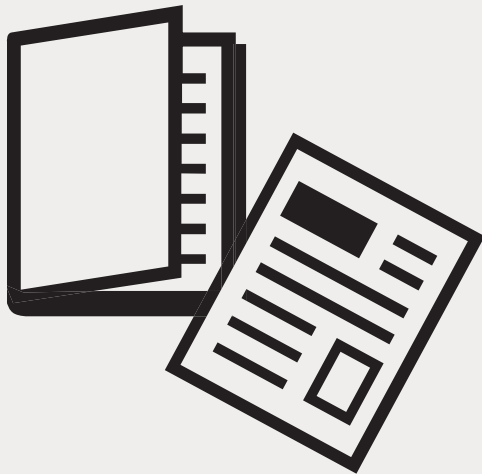
Oftentimes, businesses pour money into advertising but get little in return for their investment. We're here to stop this trend with effective options that will help you achieve your goals and won't break the bank. Of our many low-cost advertising options, these four opportunities below have proven to be most effective in helping our members promote their events:



Weekly E-newsletter Ad *Nonprofits receive a 20% discount!*

Advertising in our e-newsletter is one of the most popular promotional options among our membership. Sent every week to over 3,500 Chamber members and business leaders across the Arlington community, an e-newsletter advertisement is an effective way to market your event. Your ad can be linked to the webpage of your choice.

- **RATE (for one ad):** \$125; Nonprofit: \$100
- **SIZE:** 558 x 150 pixels



Arlingtonian Insert *Nonprofits receive a 20% discount!*

Our *Arlingtonian* newsletter highlights Chamber news and events, as well as information on key issues, initiatives, and happenings in and around Arlington. The bi-monthly publication is printed and mailed to every Chamber business and sent digitally to more than 2,000 individuals, making the opportunity to have your insert included an effective way to promote your event. Inserts can be printed on any color 8.5 x 11 in. paper with any color ink and can be single- or double-sided.

- **RATE:** \$320 for one insert; Nonprofit: \$224.
\$600 for two inserts (\$300 for each); Nonprofit: \$420 (\$210 for each)
\$840 for three inserts (\$280 for each); Nonprofit: \$588 (\$196 for each)



Chamber Member Mailing Labels

Promote your event to other Chamber members by purchasing a package of mailing labels, which includes information for main contacts from over 700 local businesses and organizations.

- **RATE:** \$200 for electronic formatted labels; \$100 for printed labels.
- **TO ORDER:** Contact Brooke Foil, Operations Coordinator, at chamber@arlingtonchamber.org or (703) 525-2400.



Community Calendar **FREE**

Take advantage of the Chamber's Community Calendar to list your company's upcoming events. This is an excellent way to advertise events such as grand openings, galas, fundraisers, volunteer events, networking events, and more.

- To **add an event**, visit the Members Only portal on the Chamber website. Contact Brooke Foil, Operations Coordinator, at chamber@arlingtonchamber.org or (703) 525-2400 with questions.

POSTMASTER: Send address changes to the *Arlingtonian* c/o Arlington Chamber of Commerce, 2009 14th Street, North, Suite 100 Arlington, VA 22201

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

The mission of the **Arlington Chamber of Commerce** is to strengthen businesses and the economic environment for those who work, live and do business in Arlington.

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



Sonia Johnston
Regional President



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thank you!

- Linden Resources, Inc. for hosting the March Board of Directors meeting
- Access National Bank for hosting the March Business After Business
- Argosy University, Rustico Ballston, and Ballston BID for donating door prizes at the March Business After Business
- Bean, Kinney & Korman, P.C. for hosting the April Board of Directors meeting and Business After Business
- Ballston BID, Rustico Ballston, and Simplify You for donating door prizes at the April Business After Business