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SAVE THE DATE

MEET THE NEW BUSINESS OMBUDSMAN

MAY 2
11:30 - 1:30 p.m.
WETA

BEYOND BASICS: POWER UP YOUR BUSINESS WITH MOBILE

MAY 14
11:30 - 1:30 p.m.
WETA

THE 32ND ANNUAL BEST BUSINESS AWARDS

MAY 20
7:30 - 9:30 a.m.
Sheraton Pentagon City Hotel



■ ANNUAL VALOR AWARDS REVIEW

Chamber Honors Arlington Heroes

On Wednesday, April 16, the Arlington Chamber of Commerce hosted the **32nd Annual Valor Awards** to recognize the men and women who so valiantly keep Arlington safe year round. The Valor Awards honored members of Arlington County's Office of Emergency Management, Police Department, Fire Department and Office of the Sheriff for their extraordinary heroic efforts in the line of duty.

This year's honorees included men and women whose quick and decisive actions saved the lives of many. There were also those honored who are excellent leaders, participated in professional development courses and kept offices running efficiently.

▶ Please turn to page 6 for the winners, photos, and list of sponsors.



SPECIAL THANK YOU TO

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■ THE ARLINGTON BEST BUSINESS AWARDS PREVIEW

The Best in Arlington Business

The Arlington Chamber of Commerce will celebrate the best that Arlington businesses have to offer with the **28th Annual Arlington Best Business Awards**, to be held on Tuesday, May 20 at the **Sheraton Pentagon City Hotel**. These awards celebrate and recognize area businesses that go above and beyond serving their clients to make Arlington a great place to work and live.

Businesses will be selected for their contributions to the Arlington community in the categories of Retail, Service, Technology, Nonprofit, Home-based Business, Large Business and a Green Award for a business showing leadership in environmental protections. The event also features the induction of Arlington business leaders into the Arlington Business Hall of Fame. This year's inductees include the late **Sydney "Syd" Albrightain** (honored posthumously), former Chief executive of **Dittmar Co.**, **James "Jim" Cole**, CEO of **Virginia Hospital Center**, and **Jonathan "Jon" Kinney** of **Bean, Kinney & Korman**.

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



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October 15-23, 2014

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 Kate Roche, Vice President
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 Lisa Shapiro, Communications Manager
 Cassie Bate, Member Services Administrator
 Megan Grimes, Events Associates

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

APRIL AT THE CHAMBER

BREAKFAST CONNECTION	1 THURSDAY 7:30 - 9:00 a.m. Holiday Inn Rosslyn
SMART START	1 THURSDAY 4:00 - 5:15 p.m. Chamber Board Room
MEET THE NEW BUSINESS OMBUDSMAN	2 FRIDAY 11:30 a.m. - 2:00 p.m. WETA
AMBASSADOR COMMITTEE MEETING	5 MONDAY 4:00 - 5:00 p.m. Chamber Board Room
OPPORTUNITY WORKS MEMBERSHIP INFORMATION SESSION <i>For OW Volunteers, Chamber Board & Guests only</i>	6 TUESDAY 5:00 - 6:00 p.m. Vantage Point - Holiday Inn Rosslyn
COMMUNICATIONS COUNCIL MEETING	7 TUESDAY 8:30 - 9:30 a.m. Chamber Board Room
8TH DISTRICT CONGRESSIONAL CANDIDATE RECEPTION	8 THURSDAY 6:00 - 8:00 p.m. Springfield Golf & Country Club <i>In conjunction with Fairfax County Chamber of Commerce</i>
MEMBERSHIP DEVELOPMENT COMMITTEE MEETING	13 TUESDAY 4:30 - 5:30 p.m. Chamber Board Room
EXECUTIVE COMMITTEE MEETING	14 WEDNESDAY 8:00 - 9:00 a.m. Chamber Board Room
BEYOND BASICS: POWER UP YOUR BUSINESS WITH MOBILE	14 WEDNESDAY 11:30 a.m. - 1:30 p.m. WETA
OPPORTUNITY WORKS PHONE BANK <i>For OW volunteers only</i>	14 WEDNESDAY 2:00 - 5:00 p.m. Chamber Board Room
BUSINESS AFTER BUSINESS	15 THURSDAY 5:00 - 7:00 p.m. EagleBank - Ballston Branch <i>*Nonprofit focus</i>
BOARD OF DIRECTORS MEETING	16 FRIDAY 11:45 a.m. - 2:15 p.m. Holiday Inn Arlington at Ballston
THE 28TH ANNUAL BEST BUSINESS AWARDS	20 TUESDAY 7:30 - 9:30 a.m. Sheraton Pentagon City Hotel
GOVERNMENT AFFAIRS/ECONOMIC DEVELOPMENT COMMITTEE MEETING	23 FRIDAY 8:30 - 9:30 a.m. Chamber Board Room
COMMUNITY ACTION COMMITTEE MEETING	28 WEDNESDAY 8:30 - 9:30 a.m. Chamber Board Room
SMALL BUSINESS ROUNDTABLE	28 WEDNESDAY 11:30 a.m. - 1:00 p.m. Chamber Board Room
EDUCATION WORKFORCE COMMITTEE MEETING	28 WEDNESDAY 4:00 - 5:00 p.m. Arlington Career Center

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.

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

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Greg Mullan -

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BREAKFAST CONNECTION

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.

1 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. This month's Business After Business focuses on highlighting local nonprofits.

15 THURSDAY
5:00 - 7:00 p.m.
EagleBank - Ballston
4420 Fairfax Drive
Arlington, VA 22203

EAGLEBANK
Relationships F-I-R-S-T

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.

Affordable Housing is a Critical Business Issue

Availability of affordable housing is a critical issue for each of us. Many people rightly focus on the moral dimensions of the question of the need for housing, especially for those less fortunate. It sometimes gets lost that **availability of affordable housing, and its proximity to employment, are critical questions to our business success.**

Our firm loves being in Arlington, and it comes with many advantages. One really big disadvantage is the housing prices. We have many employees (including me now!) who commute to and from Arlington to get to work each day. Some of those **commutes are staggering.** Commuting time has directly resulted in some really fine folks deciding the job just was not worth the drive and moving their employment closer to their (affordable) home.



Tim Hughes

Arlington County has taken some steps to recognize the problem, identify possible options, and implement solutions. Some steps have not been great – the glaring misstep of the forced 10% affordable housing extraction, and the resulting successful legal challenge, still loom in the minds of some members of the business community as a symbol of governmental overreach. Others, such as the fabulous adjoining projects at Arlington Mill (the County's Community Center and the **Arlington Partnership for Affordable Housing's (APAH)** 121 committee affordable units), are a testament to power of public/private partnerships and the **potential for change inherent at the intersection of government, non-profits, and the private sector. This truly is an arena where each sector needs to be part of a cooperative solution to make a difference.**

This month's non-profit spotlight (page 9) is on **The Alliance for Housing Solutions.** I encourage everyone to read the article. More importantly, I encourage all our members to really consider the question of housing affordability and put it into the context of the survival of your business. **How will your business survive if you cannot get employees to keep driving to work? Will you be able to afford to pay your employees enough to keep them driving past great places to work that are closer to home?** **The Alliance for Housing Solutions** Executive Director, **Mary Rouleau** said to me recently, "Housing is infrastructure." As business people, we tend to grasp roads and bridges are critical infrastructure elements that need funding for our businesses to survive. The reality is that housing is just as critical if not more so.

On a final note, I believe that **the business community should get into the weeds on the technical and process questions surrounding these issues.** Should the County become more flexible in allowing more unrelated people to live in single family homes? How do these questions impact recent limitations on lot coverage? Should the County allow construction of significantly smaller square footage units? Should the County consider significantly reduced parking in areas close to transit, not just for LEED credits or environmental reasons, but also to avoid significant excavation and construction expenses?

The challenge of affordable housing is not going away, but **we owe it to our businesses and our employees to educate ourselves, seriously engage, and join this conversation.**

Tim Hughes
Bean, Kinney & Korman P.C.




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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

■ GIFTS
NOSTALGIA BASKETS
 Elena Yearly, CEO
 13406 Poplar Woods Court
 Chantilly, VA 20151
 Phone: (571) 354-6025
 Email: customercare@nostalgiabaskets.com
 Website: www.nostalgiabaskets.com
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 Nostalgia Baskets uniquely designs customized and personalized company and personal gift baskets to celebrate all of life's special moments in gift baskets they will cherish.

■ HEALTH SERVICES
ARLINGTON FREE CLINIC
 Jody Steiner Kelly, Director of Clinical Administration
 2921 11th Street South
 Arlington, VA 22204
 Phone: (703) 979-1425
 Email: jody@arlingtonfreeclinic.org
 Website: www.arlingtonfreeclinic.org
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 AFC Provides free, high-quality medical care to low-income uninsured Arlington County adults through the generosity of private donations and volunteers.

BRIGHTSTAR CARE OF ARLINGTON
 Reem Aloul, President
 2300 South 9th St., Suite M2
 Arlington, VA 22204
 Phone: (703) 520-1050
 Email: reem.aloul@brightstarcare.com
 Website: www.brightstarcare.com/arlington
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 A home care agency providing a higher standard of companion, personal and skilled nursing services. We provide care to infants, adults and seniors to remain in the comfort of their homes.

MILESTONE ANNIVERSARIES



CONGRATULATIONS!

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SOURCE OFFICE SUPPLIES

■ TWENTY YEARS
EUROPEAN FOODS
JAY'S SALOON & GRILLE
MOUNT ZION BAPTIST CHURCH

■ TEN YEARS
ARLINGTON COUNTY POLICE DEPARTMENT

MEMBERS IN THE NEWS

■ JOHN MARSHALL BANK
John Marshall Bank Ranked One of Best Performing Banks
John Marshall Bank was ranked as one of SNL Financial's 100-best performing community banks in 2013 with between \$500 million and \$5 billion in assets. **John Marshall Bank** ranked 26 out of the list of 100 country's top performing community banks. For this ranking, SNL ranked banks had to be well-capitalized according to regulatory standards. SNL ranked the best-performing community banks using six core financial performance metrics that focus on profitability, asset quality and growth for the 12-month period ended Dec. 31, 2013.

■ ARLINGTON COMMUNITY FOUNDATION
Arlington Community Foundation Holds Record-Breaking Fundraising Gala
 On April 5, 2014, 350 people gathered at the **Westin Arlington Gateway** hotel in Ballston to support the work of the **Arlington Community Foundation**. Supporters helped make this year's Gala "Nashville - The Arlington Way" the most attended Gala in the history of the **Foundation**, resulting in an impressive amount of support during the evening's Raise the Paddle event for the Foundation's Fund for Children and Adult with Intellectual and Developmental Disabilities- raising over \$30,000 for this Fund from the generous attendees in under 13 minutes.

■ VIRGINIA HERITAGE BANK
Virginia Heritage Bank Opens 6th Branch in Arlington
Virginia Heritage Bank, a full-service bank providing an array of retail and commercial financial services, has opened their sixth branch in Arlington, located in Ballston at 4040 N. Fairfax Drive, Suite 100. A Grand Opening Celebration is scheduled for Wednesday, May 7, 2014, 5-7 p.m.

■ LEADERSHIP ARLINGTON
Leadership Arlington
Leadership Arlington announced the recipients of the 2014 Leadership Legacy Awards, recognizing outstanding community leaders. Leadership Arlington will present an Ethics Award to **Randy Anderson**, Regional President of **United Bank**, Community Impact Award to **Rich Doud**, President of the **Arlington Chamber of Commerce** and Nonprofit Award to **A-SPAN**. Recipients are selected for their demonstration of leadership in the community and support of their mission "to enlighten, inspire and connect" leaders in our community. The recipients also exemplify ethical leadership capacities, visionary thinking, servant leadership and ethics in thoughts, words, and actions. The awards ceremony will be held May 21, 2014 from 6:00-10:00pm at **The Westin Arlington Gateway**.

■ LIVING VICKY
Living Vicky Provides Mentoring to Arlington Youth
Living Vicky, a local non-profit that provides online and in-person focused mentoring that prepares young women transitioning from high school has provided fee based mentoring courses to over 100 women from all walks of life in 2013. The courses offered ranged in topics from "Holding Constructive Conversations", to "Build a Better Relationship with Your Boss". This summer, they will offer Travelers, a pilot program to provide free soft skills curriculum and workforce preparedness to young women ages 18-20.

■ METROPOLITAN WASHINGTON AIRPORTS AUTHORITY
MWAA Executive Appointed to Tourism Advisory Board
MWAA Executive Vice President and COO **Margaret McKeough** was named by U.S. Secretary of Commerce Penny Pritzker to the department's Travel and Tourism Advisory Board, which provides advice to help the government prioritize travel and tourism policies. Established in 2003, the 32-member board, made up of leaders from across the industry, advises the secretary on matters related to travel and tourism in the US in order to help prioritize policy that will contribute to growth.

Join Us on a Trip to China!

The Arlington Chamber of Commerce is excited to partner, for the fourth 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 15 - 23 you will visit memorable sites, both ancient and modern, and enjoy a multitude of unforgettable experiences. For business travelers, there will be an opportunity to meet with business leaders in China and learn how the Chinese business system works.

We are convinced that this will be one of the most unique trips you will ever take!

*Prices start at \$2,299.
Early bird member rates end 5/31.
Rates based on double occupancy.

Journey with us:

October 15-23, 2014



HURRY!

Early Bird Rates end May 31!

For more information, please contact Cassie Bate at cbate@arlingtonchamber.org or call (703) 525-2400.

OPPORTUNITY WORKS CORNER

Nearly Half Way There!

Opportunity Works 2014 continues as campaign volunteers make progress toward reaching our ambitious goal of \$275,000. We are nearly half way to our goal! That is a testament to the hard work and dedication of all our volunteers.

Special thanks to **EagleBank** for being incredible hosts for our April Opportunity Works Networking Rally and to **Naked Pizza** for providing the deliciously healthy pizza.

For the May Rally, don't forget to bring a prospective member!

May Opportunity Works Events:

Membership Information Reception/Networking Rally - Wednesday, May 6, 5 - 6:30 p.m., Vantage Point at the **Holiday Inn Rosslyn**

Phone Bank - Wednesday, May 14, 2- 5:00 p.m., Chamber Board Room

☒ 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.



SPECIAL THANK YOU TO

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EagleBank's Scott Miller welcomes OW Rally attendees.



OW Rally attendees enjoying pizza provided by Naked Pizza.

WELCOME NEW MEMBERS

■ **INSURANCE- PROPERTY AND CASUALTY**
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Seth Kutner
 5400 Shawnee Road #100
 Alexandria, VA 22312
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 Email: Seth.Kutner@Libertymutual.com
 Website: www.libertymutual.com/seth-kutner
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■ **MARKETING & COMMUNICATIONS**
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 Allyson Cochran, Marketing and Business Developer

2731A Mount Vernon Ave.
 Alexandria, VA 22301
 Phone: (571) 312-7688
 Email: acochran@silverbackstrategies.com
 Website: www.silverbackstrategies.com
SPONSOR: Greg Mullan, George Mason Mortgage
 A nationally recognized, high-touch search engine marketing firm that provides specialized and sophisticated service to help customers reach their online goals.

■ **PROMOTIONAL PRODUCTS**
NET RESULTS

Larry Rosenbaum, Owner
 5500 Columbia Pike
 Arlington, VA 22204
 Phone: (703) 567-4052
 Email: jelaro@aol.com
 Website: www.netresultspromotions.com
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 Promotional products that work for your company, organization, political party, school or club. We fit the proper items into your budget for the best- Net Result!

■ **SPORTS**
THE WASHINGTON REDSKINS

Reagan Sims, Account Executive
 21300 Redskin Park Drive
 Ashburn, VA 20147
 Phone: (318) 245-4425
 Email: simsr@redskins.com
 Website: tickets.redskins.com
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■ **TELECOMMUNICATIONS**
JOSEPH FIMPLE - T-MOBILE

Joseph Fimple, Business Development Manager
 13800 Coppermine Rd, Suite 231
 Herndon, VA 22171
 Phone: (919) 612-2978
 Email: joseph.fimple@t-mobile.com
 Website: <http://business.t-mobile.com>
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 Providing world class wireless solutions to businesses for Data, Talk, Text, Security and Mobile Device Management. T-Mobile has the fastest and largest 4GLTE Global Network.

■ **TRAVEL**
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Arlington's Heroes

The Chamber would like to thank the men and women who risk their lives daily for the safety of the Arlington Community. Without their heroic efforts, Arlington would not be the safe community that it is. Special thank you goes out to all of those who made the Valor Awards possible, including our sponsors.

2014 Valor Award Honorees

Arlington County Office of Emergency Management
Police Lt. Mark Belanger - Meritorious Service Award
ECT I Rachel Moreno - Life-Saving Award
ECT III Heather Horan - Life-Saving Award

Arlington County Fire Department
Firefighter/EMT Clare Burley - Meritorious Service Award
Fire/EMS Captain Brandon Jones - Meritorious Service Award
Firefighter/EMT Nicolas Calderone - Life-Saving Award
Firefighter/EMT Jamie Jill - Life-Saving Award
Firefighter/EMT Joseph Marr - Life-Saving Award

Arlington County Office of the Sheriff
Sergeant Kevin Pope - Meritorious Service Award
Deputy Andrew Woodrow - Life-Saving Award

Arlington County Police Department
Auxiliary Lieutenant Heather Hurlock - Meritorious Service Award
Officer Kenneth Kernicky - Life-Saving Award
Officer Stephanie Rodriguez - Life-Saving Award
First Sergeant Latasha Chamberlain - Life-Saving Award
Detective Paula Brockenborough - Life-Saving Award



The 2014 Valor Award Honorees



Left - Sergeant Kevin Pope receiving his Meritorious Service Award by Chief Deputy, Paul Larson

Below - Grand Sponsor, Virginia Hospital Center CEO Jim Cole and County Manager, Barbara Donnellan.

Left - First Sergeant Latasha Chamberlain and Detective Paula Brockenborough receiving their Life-Saving Awards from Chair Tim Hughes and Chief Doug Scott.



Special Thanks to Our Valor Award Sponsors

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Award Sponsor



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Marymount University
Murphy Funeral Homes
United Bank
Virginia Heritage Bank

Making a Difference in the Arlington Community

More than 100 local volunteers from various businesses and organizations lent a helping hand to area nonprofits as part of Volunteer Arlington Day 2014 on Earth Day, April 22. 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.

The participating nonprofits had a variety of tasks for volunteers. Some helped with highway clean up along Columbia Pike, others bagged produce at the Arlington Food Assistance Center (AFAC), others helped with landscaping projects.

Jan-Michael Sacharko, Director of Development & Communications, **A-SPAN** said "We always enjoy getting to know our volunteers better and having the chance to share more about what we do with them. Our Volunteer Arlington Day was with our neighbor, **Segue Technologies**, with whom we've been building a great relationship with this past year. Thanks for serving!"

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:

- Argosy University**
- Arlington Business and Civic Circle**
- Arlington Community Credit Union**
- DoubleTree Crystal City**
- First Citizens Bank**
- Humana**
- Hyatt Regency**
- Jay Reiner, CPA**
- Leadership Arlington Young Professionals Program**

- Marymount University**
- NeoNiche Strategies**
- Segue Technologies**
- Simply You**
- SunTrust Bank**
- The Shooshan Company**
- Virginia Heritage Bank**
- WETA**

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

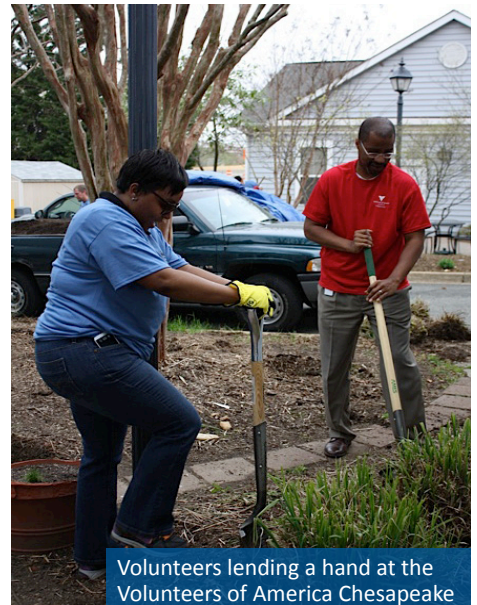
- Animal Welfare League of Arlington (AWLA)**
- Arlington Food Assistance Center**
- Arlington Partnership for Affordable Housing (APAH)**
- Arlington Thrive**
- Arlingtonians for a Clean Environment**
- A-SPAN**
- Community Residences**
- Doorways for Women and Families**
- Habitat for Humanity of Northern Virginia**
- Homeward Trails**
- Living Vicky**
- Offender Aid and Restoration (OAR)**
- ReachFar Foundation**
- Virginia Cooperative Extension**
- Volunteers of America Chesapeake**



Volunteers bagged foods for families at the Arlington Food Assistance Center.



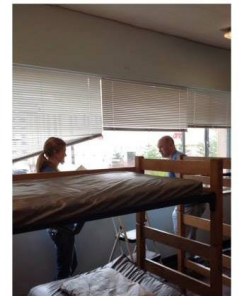
Volunteers pick up trash to help Arlingtonians for a Clean Environment



Volunteers lending a hand at the Volunteers of America Chesapeake



Segue Technologies volunteers at A-SPAN!



Grand Sponsor



Special Thanks to Voluntrer Arlington Day Sponsors

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Patron Sponsor - Jay Reiner, CPA

CHAMBER STAFF UPDATE

Welcome Lisa & Megan

Lisa Shapiro joined the Chamber staff on March 17 as the new Communications Manager. A native Washingtonian and a 2004 graduate of George Mason University, Lisa earned a Bachelor of Arts in Psychology



followed by a Master's in Education in 2006. After completing her Master's degree, Lisa worked at several local non-profits where she conducted data analysis, wrote technical reports and helped to disseminate educational research. Lisa's gregarious personality and passion for writing resulted in her gradual shift into public relations, marketing and social media. Prior to joining the Chamber, Lisa served as the Public Relations and Marketing Director for a large restaurant group based in Washington, DC. She lives in Springfield with her husband and two children. She is excited to meet the movers and shakers of the Arlington business community.

Megan Grimes

joined the Chamber as the new Events Associate on April 10. From Charlottesville, Virginia,



Megan completed her Bachelor of Science in Biology at Longwood University and moved on to complete a Master of Forensic Science in Forensic Molecular Biology from The George Washington University. Currently, she also holds a position as a DNA analyst for Bode Technology but also has a passion for business and marketing relations. She is a self-motivated, highly energetic business professional striving to provide exceptional service and always go that extra mile. Megan is enthusiastic about the opportunity to work with the community of Arlington through The Arlington Chamber of Commerce and looks forward to meeting new and existing members in the future.

CHAMBER SCENE

■ THE CHAMBER SCENE MARCH - APRIL

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. Below are a few highlights of the events Chamber staff and Directors participated in on behalf of the Chamber.

March 24 – Rich Doud and Chamber Chair **Tim Hughes** met with **Dr. Patrick Murphy** regarding promotion of the Arlington Public Schools' economic contributions to the Arlington community.

March 25 – Rich Doud attended a meeting of community leaders conducted by **Angel Cabrera**, the President of **George Mason University**. In attendance were Chair, **Tim Hughes**, Chair-Elect **Kevin Shooshan**, and Director **Betsy Frantz**.

April 1 – Rich Doud attended a meeting of the Economic Development Commission's Executive Committee.

April 2 – **Arlington Economic Development** celebration of Arlington's selection as a top seven finalist for the Intelligent Community Forum at Signature Theatre. Kate Roche attended on behalf of the Chamber.

April 8 – Rich Doud attended the regular monthly meeting of the Economic Development Commission.

April 22 – Rich Doud attended the Open House hosted by **LM&O Advertising**. Director **James Ryerson** was also in attendance.

TWEET TWEET

Are you one of our Tweeps?



Following the Chamber on Twitter is a great way to stay informed about Chamber events and news using hashtag #acocva while also receiving news about local businesses and events. Chamber members, tag us with @ArlChamberVA to let us know about your events.

► www.twitter.com/ArlChamberVA

WEB FEATURE

The website's Community Calendar allows members to include their events for everyone to see.

Submit your business' event by logging in online at www.arlingtonchamber.org



Scott Miller

Ballston Branch Relationship Manager

571.319.4800

smiller@eaglebankcorp.com

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ARLINGTON: BALLSTON AND ROSSLYN
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Housing Mix = Good Infrastructure = Economic Vitality

by Mary Rouleau, Executive Director, Alliance for Housing Solutions

As our Chamber chair, **Tim Hughes** notes in his column this month, all segments of our community need to “seriously engage” in efforts to address the housing affordability challenge. And **George Mason University's Dr. Stephen Fuller** recently called housing “*the differential*” in inter-regional competitiveness, but I suspect a growing number of Chamber businesses know this well.

The Alliance for Housing Solutions (AHS) provides public education, facilitation and advocacy in support of housing affordability—while the gap continues to grow.

AHS has spent the last two years presenting a “101” to civic/faith groups, in one-on-one conversations at events like Clarendon Day and via e-distribution.

We find that Arlingtonians prize diversity and our economic vitality, but have large knowledge gaps about the role of “affordable housing” in providing them and the County’s role in helping create it. (Ex: There is no public housing in Arlington. The County works with private—mostly non-profit—developers to create it, using tools like increased density and a revolving loan fund).

Many also do not initially make the link between housing and economic development. Neighbors need to be reminded that the quality of life we enjoy is provided in large part by middle- and lower-income employees. And that a strong business community is vital to our revenue base. Currently the County is in the midst of a multi-year housing study designed to get a better handle on need and the best use of finite County resources (land and money) to respond to it.

As many of you know, and was confirmed by a recent study by **Arlington’s Economic Department**, this affordability challenge impacts many young workers. Arlington has the highest concentration of this prized demographic (25-34 years) in the region. But can we keep them here, and if not, what is the impact on your bottom line?

As a community, we are going to need to be more creative if we are to develop and keep a mix of housing options. The Chamber has long-standing policy in support of affordable housing. We need to hear your stories about hiring/retaining workers where housing played a role.

Fellow Chamber members: please bring your experience and vision and help us educate our neighbors and elected officials about the consequences of not being pro-active. **AHS** and our colleagues look forward to working with Chamber leadership and you.

I can be reached directly at maryrahs@gmail.com or 703-859-0452. The **AHS** website \ <http://allianceforhousingolutions.org> is a good starting point for basic information about affordable housing, with links to County and other sources as well.



Arlington for Everyone
Housing for a Diverse and Sustainable Community

The Alliance for Housing Solutions

Rich Doud's Retirement Party



Join us in celebrating Rich Doud's 23 years of service with the Arlington Chamber of Commerce. His retirement party will be held **Thursday, May 29, 2014** from 6-8 p.m. at the Fort Myer Officers' Club. The program will begin promptly at 6:45 p.m. Please allow time for security and parking.

Rich has served as the Chamber's President since September of 1990. Under his leadership, the Chamber has made a number of achievements, including creating the **Arlington Business Hall of Fame** to recognize impactful business leaders in the community, developing the **Community Action Committee** to build stronger relationships between businesses and nonprofits, ensuring firm financial stability for the Chamber, and founding **Leadership Arlington**.

One of the great achievements of Rich's tenure at the Chamber was the creation of the **Arlington Chamber of Commerce Scholarship Fund**, which annually awards two scholarships to Arlington students graduating from high school and going on to pursue their education. To continue this legacy, attendees will have the opportunity to make donations in honor of Rich to the scholarship fund at the event.

► Please register online at www.arlingtonchamber.org or call ☐ 703-525-2400.

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Arlington Announces Expansion of ConnectArlington Program

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

In what is being called a “game-changer” in the offerings Arlington provides to its business community, the County has announced the expansion of its ConnectArlington program to now offer the service directly to office buildings. Originally designed to bring high-speed fiber connectivity to County government, school and community buildings, this next phase of the project brings Arlington businesses the opportunity to connect at speeds infinitely faster than currently available anywhere in the Capital region. Additionally, ConnectArlington now provides direct, dedicated dark fiber with the highest levels of security to provide unprecedented opportunities for secure collaboration with the nation’s top defense and research agencies, including the Pentagon. This connectivity brings Arlington’s technology infrastructure to the forefront of not only the region, but the entire country.



“Arlington will be the only place for businesses to receive this level of service and security and will be the only place offering such dedicated lines to the nation’s top defense and research organizations,” said **Arlington County Board Chair Jay Fissette**. He adds, “The opportunities ConnectArlington gives Arlington businesses are endless; we anticipate this game-changing infrastructure will attract jobs and innovative investments to our community.”

The County will work with a third-party contractor to manage the leasing of the dark fiber to multiple service providers to ensure accessible and competitive service. Arlington universities, research centers, government buildings and Federal agencies will also be connected – providing additional collaboration opportunities at unprecedented levels of speed and security. “Providing this connectivity is the next phase of our smart growth strategy,” said Arlington County Manager **Barbara Donnellan**. “We are moving to meet the current and future needs of our business community, to provide for our community’s long-term sustainability.”



SIERRA LEONE'S REFUGEE ALL STARS *(music)*
With special guest Elikeh
Fri May 2 / 8pm / \$25-35

SPRING FAMILY DAY OPEN HOUSE *(fair)*
Sun May 4 / Noon-4pm / Free

FERMATA OPENING RECEPTION *(exhibition)*
Thu May 8 / 7-9pm / Free

KAKI KING: THE NECK IS A BRIDGE TO THE BODY *(multi-disciplinary)*
Sat May 10 / 7:30 + 9:30pm / \$18-22

LOS MASTER PLUS *(music)*
With special guests G-Flux and The Empresarios
Fri May 16 / 8pm / \$12

POSTSECRET + MORLEY: AN EVENING OF ARTISTIC CONFESSION *(multi-disciplinary)*
Fri May 30 / 8pm / \$10
Free pre-show event with live art by Morley and live music by Kiara Lanier at 7pm





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How To Implement Business Survival Skills

by Jim Whelan, Proactive Smart Business Thinking, LLC

Brenda Teal, Founder and Director of The Teal Center for Therapeutic Bodywork, Ltd., Arlington, VA shares her lessons learned of building her business over the last 28 years.

She says, "It all started in my living room. I moved to a rented basement office in a chiropractor's office – clients followed. I built my business very conservatively and there have been lots of challenges." She adds, "Running a business is HARD, CONSTANT and ALWAYS CHANGING. To be happy running my business, I have had to choose to love the hard stuff, embrace the challenges and difficult lessons, and be sure to get away for R&R on a regular basis." She challenges, "Remember why you are working. Work To Live! For me, it was to support my family. Now that my family's grown, I continue to do it because I enjoy it. Because, like many business owners, it is the source of daily gratification – social contact, intellectual challenge and so forth, work can overshadow the rest of life."

- Do work that you love! Discover your gifts and manifest them.
- Be determined and consistent and honest and don't spend money you don't have.
- The only constant is change. Learn to embrace it and celebrate it.
- Ask for help. You'll need it! You can't do everything. Figure out what you don't like to do or are not good at and find someone else to do it.
- Hire people you like and who share your values. If someone does not share your values do not keep them on the team. They will drag you down.
- Stay open and be ready to respond creatively to the unexpected.
- Always treat people as you would like to be treated: with honesty, integrity and respect.



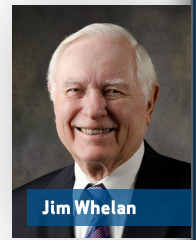
"You have the freedom to choose to do what you love: discover your unique gifts and manifest them in your work. Making that choice is often forced out of urgent necessity, but if you're lucky you'll have or create the opportunity to do what you're good at and what you love to do."

"Show up every day and do what needs to be done. You don't have to be brilliant. You just have to work hard. My only preparation for being a business owner was growing up in a bootstrap family. My parents owned a grocery store in a little logging/tourist town in Northern Minnesota. I remember my dad saying the only way to be sure you have a job is to work for yourself."

Freedom is doing what you love. Happiness is loving what you do.

The Roundtable discussion led by **Jim Whelan, Proactive Smart Business Thinking**, provides business people the opportunity to learn from their peers and knowledgeable experts. It is held the last Wednesday of the month in the Chamber's Board Room.

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



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.

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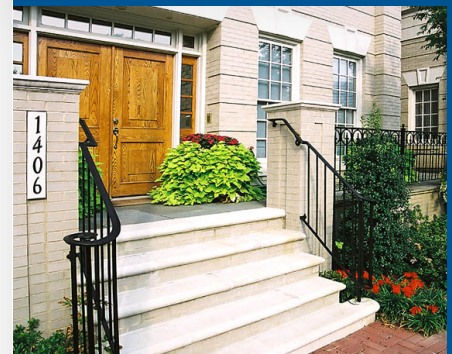


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WELCOME THEM HOME



A "Chamber Welcome" is a relocation packet for potential Arlington County residents who request information about Arlington. We receive more than 250 requests every year, with requests from all 50 states. Take this opportunity to be among the first to introduce your company to potential new residents of our area. With a variety of opportunities to advertise, this is a great way to market your business and gain new customers/clients.

For more information, contact:

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chamber@arlingtonchamber.org

POSTMASTER: Send address changes to *The Arlingtonian* c/o Arlington Chamber of Commerce, 4600 Fairfax Dr., Suite 804, Arlington, VA 22203



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- Taylor Gourmet for donating the door prize for the April Breakfast Connection