



## IN THIS ISSUE

- 2 Calendar
- 3 Chair's Message
- 4 Milestone Anniversaries
- 4-5 Members in the News
- 4-7 Welcome New Members
- 5 Northern Virginia Restaurant Week
- 6 Chamber Scene
- 7 County Board Candidate Forum
- 7 Advocacy Update
- 8 Valor Awards
- 9 Volunteer Arlington
- 10 Arlington Economic Development
- 10 Small Business Roundtable
- 11 Arlington Economic Development

## FEATURED EVENTS

### COUNTY BOARD CANDIDATE FORUM

**MAY 16**  
6:00 p.m. - 8:00 p.m.  
Hyatt Arlington at Washington's  
Key Bridge

### STATE OF THE COUNTY

**JUNE 21**  
7:30 a.m. - 9:30 a.m.  
DoubleTree by Hilton, Washington,  
DC - Crystal City



## ■ 34TH ANNUAL VALOR AWARDS REVIEW

### Chamber Honors Arlington Heroes

On Tuesday, April 19, the Arlington Chamber of Commerce hosted the **34th 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. Year after year, the Valor Awards honorees include men and women whose quick and decisive actions have saved the lives of many.

"In valor there is hope," began 2016 Chair **Todd Yeatts** of **The Boeing Company** in his remarks. These words are inscribed over the names of six police officers who gave their lives in service to the citizens of Arlington County. On an afternoon of celebration for the heroic efforts of many first responders, the event opened with a recognition of those whose service resulted in the ultimate sacrifice.

➤ Turn to page 8 for the list of winners, photos, and event sponsors.



Arlington County Police, Sheriff, and Fire  
Department Honor Guard

SPECIAL THANK YOU TO

GRAND SPONSOR



## ■ THE ARLINGTON BEST BUSINESS AWARDS PREVIEW

### The Best in Arlington Business

Tuesday, May 24, 2016 • 7:30 a.m. - 9:30 a.m.  
**Sheraton Pentagon City**

Join the Arlington Chamber of Commerce as we recognize outstanding businesses in the community at the prestigious **Arlington Best Business Awards**, to be held on Tuesday, May 24 at the **Sheraton Pentagon City Hotel**. These awards celebrate area businesses that go above and beyond serving their clients to make Arlington a great place to work and live.



Scott Thuman

Businesses will be selected for their contributions to the Arlington community in the categories of Retail, Service, Technology, Nonprofit, Home-based Business and Large Business. The event also features the induction of Arlington business leaders into the Arlington Business Hall of Fame.

**Scott Thuman**, Emmy-award winning, Senior Political Reporter covering the White House and Capitol Hill for ABC7 News and News Channel 8, will emcee the event.

SPECIAL THANK YOU TO

GRAND SPONSOR



➤ To register, visit [www.arlingtonchamber.org/events](http://www.arlingtonchamber.org/events) or call 703-525-2400. Sponsorship opportunities are still available starting at just \$275. Contact Cassie Bate, Events & Development Director at [cbate@arlingtonchamber.org](mailto:cbate@arlingtonchamber.org) for more information.

THE CHAMBER

EXECUTIVE COMMITTEE

Todd Yeatts, Chair  
 Tina Walker, Chair-elect  
 Kevin Shooshan, Immediate Past Chair  
 Tim Hughes, Past Chair  
 Kate Bates, President & CEO  
 Lindsey Rheume, Treasurer  
 Scott Ritter, Assistant Treasurer  
 Shannon Bailey, Vice Chair - Communications  
 David Kinney, Vice Chair - Business Advocacy  
 Joe Prentice, Vice Chair - Member Affairs  
 David Isaacson, Vice Chair - Membership Development  
 Charles Clohan, Vice Chair - Community Engagement

DIRECTORS

Shannon Bailey, Global Thinking  
 Kate Bates, Arlington Chamber of Commerce  
 Lucy Bowen McCauley, Bowen McCauley Dance  
 Doug Brammer, Verizon  
 Mary-Claire Burick, Rosslyn Business Improvement District  
 Linda Chandler, Linden Resources, Inc.  
 Crystal Christmas-Watson, Crystal City Marriott  
 Charles Clohan, Dittmar Company  
 Travis Cutler, Dominion  
 John Finlay, Crystal City Sports Pub  
 Amanda Fischer, Grade A Marketing  
 Michael Foster, MTFA Architecture  
 Angela Fox, Crystal City Business Improvement District  
 Betsy Frantz, Leadership Arlington  
 Andy Fuhrmann, Clark Construction  
 John Gallagher, IAM Services Corp.  
 Michael Garcia, State Farm Insurance  
 Nancy Goodman-Thevoz, A Main Event Caterers  
 Brian Gordon, Apartment and Office Building Association  
 Greg Hamilton, Arlington Magazine  
 Timothy Hughes, Bean, Kinney & Korman, P.C.  
 Todd Ihrig, H.D. Vest Investment Services  
 David Isaacson, Beach Geeks, Inc.  
 Sonia Johnston, John Marshall Bank  
 David Kinney, Kinco, LC  
 Tina Leone, Ballston Business Improvement District  
 Deborah Lipman, Metropolitan Washington Airports Authority  
 Pinkie Dent Mayfield, Graham Holdings Company  
 Greta Menard, Capital MarCom  
 Greg Mullan, George Mason Mortgage, LLC  
 Dr. Patrick Murphy, Arlington Public Schools  
 Barbara Nicastro, The Law Offices of Barbara E. Nicastro  
 Robb Parker, Vornado/ Charles E Smith  
 Joe Prentice, State Department Federal Credit Union  
 Jay Reiner, Jay E. Reiner, CPA  
 Lindsey Rheume, EagleBank  
 Scott Ritter, United Bank  
 James Ryerson, Marymount University  
 Marie Schuler, Comcast Cable Communications  
 Kevin Shooshan, The Shooshan Company  
 John Snedden, ROCKLANDS Barbeque and Grilling Company  
 Adrian Stanton, Virginia Hospital Center  
 Karolyn Stuver, Fluor  
 Tina Walker, BAE Systems  
 Tristan Wright, M&T Bank  
 Todd Yeatts, The Boeing Company  
 Mark Zetlin, Mercedes - Benz of Arlington

U.S. ARMY LIAISON TO THE BOARD

COL. Michael Henderson, Joint Base Myer-Henderson Hall

STAFF

Kate Bates, President & CEO  
 Cassie Bate, Events & Development Director  
 Mike Rosenow, Membership Director  
 Alex Held, Membership Engagement Manager  
 Michael Hawald, Communications Manager  
 Hannah Dannenfelser, Member Services Administrator  
 Victoria Klisch, Events Associate

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

MAY AT THE CHAMBER

GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING	4 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
NETWORKING 3.0	4 WEDNESDAY 11:30 a.m. - 1:30 p.m. Navy League Building
SMART START	5 THURSDAY 4:00 p.m. - 5:15 p.m. Chamber Board Room
GREEN BUSINESS COMMITTEE	6 FRIDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
COMMUNICATIONS COUNCIL MEETING	10 TUESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
EXECUTIVE COMMITTEE MEETING	11 WEDNESDAY 8:00 a.m. - 9:30 a.m. Chamber Board Room
BREAKFAST CONNECTION	12 THURSDAY 7:30 a.m. - 9:00 a.m. Holiday Inn Rosslyn
ARLINGTON COUNTY BOARD CANDIDATE FORUM	16 MONDAY 6:00 P.M. - 8:00 p.m. Hyatt Arlington Key Bridge
REGIONAL ECONOMIC DEVELOPMENT FORUM	17 TUESDAY 7:30 am. - 9:00 a.m. Northern Virginia Chamber
NON-PROFIT SEMINAR	17 TUESDAY 7:30 a.m. - 9:00 a.m. Chamber Board Room
CUBA GETAWAY INFORMATION SESSION	17 TUESDAY 5:30 p.m. - 7:00 p.m. Chamber Board Room
GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE MEETING	18 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
BUSINESS AFTER BUSINESS NON-PROFIT FOCUSED	18 WEDNESDAY 5:00 p.m. - 7:00 p.m. Eagle Bank- Ballston
HOTEL GENERAL MANAGER COMMITTEE MEETING	19 THURSDAY 3:00 p.m. - 4:00 p.m. TBA
CHINA TRIP INFORMATION SESSION	19 THURSDAY 5:30 p.m. - 7:00 p.m. Chamber Board Room
BOARD MEETING	20 FRIDAY 11:45 a.m. - 2:00 .pm. Crystal City Sports Pub
OPPORTUNITY WORKS NETWORKING RALLY OPEN TO VOLUNTEERS AND BOARD MEMBERS	23 MONDAY 5:30 p.m. - 6:30 p.m. The Waterview
THE BEST BUSINESS AWARDS	24 TUESDAY 7:30 a.m. - 9:30 .m. Sheraton Pentagon City
EDUCATION AND WORKFORCE DEVELOPMENT COMMITTEE	24 TUESDAY 4:00 p.m. - 5:00 .m. Chamber Board Room
COMMUNITY ACTION COMMITTEE	25 WEDNESDAY 9:00 a.m. - 10:00 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.

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

GRAND SPONSOR

Greg Mullan -  
**GEORGE MASON MORTGAGE, LLC**  
 A Subsidiary of Cardinal Bank

PREMIER SPONSOR

Michael Garcia-State Farm Insurance

BREAKFAST CONNECTION

Promote your business before the workday even begins! The format of the Breakfast Connection gives attendees a chance to bring their business to the table, literally. This event focuses on roundtable power networking and provides attendees the chance to exchange business cards, develop new prospects and share a 60 second commercial with each table.

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

GRAND SPONSOR

**TD Bank**  
 America's Most Convenient Bank®

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 jackpot available each month. This is a great opportunity for businesses and nonprofits to connect and create new relationships.

18 Wednesday  
5:00 p.m. - 7:00 p.m.  
EagleBank, Ballston  
4420 Fairfax Dr  
Arlington, VA 22203

**EAGLEBANK**

SMALL BUSINESS ROUNDTABLE  
25 WEDNESDAY  
11:45 a.m. - 1:00 p.m.  
Chamber Board Room

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

Don't forget to check the Chamber's website calendar for upcoming events and schedule updates.



**The importance of valor in our community**

There truly is something for everyone, from information sessions on upcoming trips to China and Cuba to seminars for nonprofits and networking to the Arlington County Board Candidate Forum. These events provide an outstanding benefit to our members.

Our Chamber also takes the time to recognize individuals whose contributions exceed the norm. Examples of this include the Hospitality Awards held in March, Arlington Best Business Awards this month and the 34th Annual Valor Awards held last month.

I was truly honored to be a part of the Valor Award ceremony. As a Marine I have always taken pride in the saying, "The Marine Corps is America's 911 Force" but I know if my family and friends dial 911 it is Arlington First Responders that answer that call!

We had a tremendous group of recipients this year and their contributions deserve recognition:

There were four Meritorious Service Awards. The recipients were:

- **Debbie Powers** for more than 30 years of dedicated service to Arlington County in the Office of Emergency Management.
  - **Corporal Charles Butler** for his 26 year career with the Sheriff's Department. This was the latest award in a career that earned 38 commendations!
  - **Detective Charles "Eddie" Bane** for his 27 year career with the Police Department. Detective Bane has been an integral part of the Department's Organized Crime Section Drug Enforcement Unit for 20 years!
  - **Kathleen Keller**, Physician Assistant and Assistant Medical Director for the Arlington County Fire Department, for her continuing work to prepare the Fire Department Emergency Medical Technicians for medical emergencies.
- First Responders earned Life-Saving Awards for four separate events. The recipients were:
- **Officer Ryan Williams** earned his award for actions on January 19, 2016.
  - **Corporal Phillip Mulvaney** earned his award for actions on November 14, 2015.
  - **Officers Matthew Chatillion and Korinna George** earned their awards for actions on May 4, 2015.
  - **Captain Trevor Burrell, Lieutenant Robert Bowen, Firefighter/Paramedics Nate Buchannon and Kurt Zepeda, and Firefighter EMTs Leslie Bates and Corey Sherrill and Firefighter Joaquin Ibarra** earned their awards for actions on January 27, 2015.

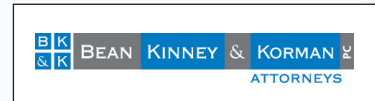
Special Thanks to **Colonel Michael Henderson**, Commander of **Joint Base Myer-Henderson Hall** for graciously allowing the use of the **Officers Club** and to **George Washington University** for sponsoring the Honor Guard. This event would not have been possible without our many sponsors and in particular, our Grand Sponsor **Virginia Hospital Center**. Thank you **James Cole**, CEO **Virginia Hospital Center** for your support and participation in the program, and to our Arlington County First Responders for all you do and stand ready to do!



Todd Yeatts

**Todd Yeatts**  
The Boeing Company

2016 ANNUAL CORPORATE SPONSORS



*The Arlingtonian* (USPS 534030) is published monthly by the Arlington Chamber of Commerce, 2009 14th Street North, Suite 100, Arlington, VA 22201. A subscription rate of \$4 per Chamber representative is collected as part of annual membership dues. Periodicals postage paid at Arlington, VA.

Members in the News article submissions must be emailed to [communications@arlingtonchamber.org](mailto: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.



## MAY MILESTONE ANNIVERSARIES

### CONGRATULATIONS!

#### ■ TWENTY YEARS

**ASAP MAILING & FULFILLMENT CENTER, INC.**  
**MFTA ARCHITECTURE**

#### ■ FIFTEEN YEARS

**CAPITAL DEVELOPMENT STRATEGIES, LLC**  
**THE ARLINGTON EMPLOYMENT CENTER**

#### ■ FIVE YEARS

**ARLINGTON OPTIMIST CLUB**  
**HOMEWARD TRAILS ANIMAL RESCUE**

## WELCOME NEW MEMBERS

#### ■ ADVERTISING MARKETING & PUBLIC RELATIONS

##### GRIFFIN & CO.

David Griffin  
Phone: (434) 401-0673  
E Mail: david@griffinand.co  
Web Address: www.griffinand.co  
Sponsors: Rob Mukherjee, Capitol Shine; Karen Bate, KB Concepts PR  
Griffin & Co. is a local inbound marketing firm located in Arlington. We focus on attracting, converting and retaining customers through relative content, email marketing, & search engine optimization.

##### KNUCKLEPUCK

Brett Snyder  
1005 N. Glebe Rd.  
Suite 320  
Arlington, VA 22201  
Phone: (703) 659-4601  
E Mail: hello@knucklepuckmedia.com  
Web Address: www.knucklepuckmedia.com  
Sponsor: Robert Martinson, Wells Fargo Private Home Mortgage  
Knucklepuck is an Arlington-based digital agency made up of technical marketers, web developers and content writers to provide integrated and data-driven solutions that elevate your brand.

#### ■ ARCHITECTURE

##### ERIN MAY, ARCHITECT

Erin May  
P.O. Box 6162  
Arlington, VA 22206  
Phone: (703) 836-6666  
E Mail: erin@erinmayarch.com  
Sponsor: Michael Foster, MFTA Architecture  
I work closely with homeowners to design thoughtful, healthy, beautiful homes. From initial sketches through construction, my approach is personable and positive.

## MEMBERS IN THE NEWS

#### ■ METROPOLITAN WASHINGTON AIRPORTS AUTHORITY

### Airports Authority Names Two Vice Presidents

The board of directors of the **Metropolitan Washington Airports Authority** confirmed **Julia Hodge** as the vice president for supply chain management and **Roger Natsuhara** as the vice president for engineering on Wednesday, April 20.

**Hodge** is a seasoned professional with broad experience in strategy, compliance, and financial management and previously held leadership roles within the **Airports Authority's** Office of Finance and Office of Audit. **Natsuhara** has more than 25 years of experience in engineering, construction and acquisition management. He was the acting vice president for engineering and was deputy vice president for engineering prior to that.

"We are pleased to promote **Julia** and **Roger** to their new roles at the **Airports Authority**," said Chairman **Shaw McDermott**. "Their proven track record within the organization, and their backgrounds and leadership in their respective fields, make them well qualified to assume those responsibilities. They share high standards that enhance the Airports Authority's commitment to service of the traveling public."

#### ■ ARLINGTON COMMUNITY FOUNDATION, ARLINGTON FOOD ASSISTANCE CENTER & DOORWAYS FOR WOMEN & FAMILIES

### Arlington Community Foundation Awards Community Impact Grants Totaling \$105,000

The **Arlington Community Foundation** has awarded two Community Impact Grants totaling \$105,000 to two groups – consisting of both nonprofits and government agencies – that are working collaboratively to address the needs of vulnerable youth in Arlington County. The two groups chosen include **Doorways for Women & Families** and the **Arlington Food Assistance Center**.

The **Arlington Community Foundation** launched its new Community Impact Grant initiative in fall 2015, aiming to enhance the community impact of multiple organizations working together to achieve common goals. These larger Community Impact Grants, which grew out of a nine-month review of the **Foundation's** competitive grantmaking, represent an evolution of the previous Community Enhancement Grants, which were smaller in size and awarded individually to a larger number of recipients.

"We are always looking for new and better ways to benefit the Arlington community," said **Arlington Community Foundation's** Executive Director **Wanda Pierce**. "By transitioning to fewer, larger grants awarded to multiple organizations working together, we are leveraging our resources to help stakeholders do something better through collaboration. This includes creating new programs or services, or extending and enhancing existing efforts, to significantly improve persistent problems in the Arlington community."

#### ■ BEAN, KINNEY & KORMAN

### Eleven Attorneys from Bean, Kinney & Korman Recognized as 2016 Virginia Super Lawyers and Rising Stars

**Bean, Kinney & Korman** announced that six of its attorneys were recently selected for inclusion in the 2016 Virginia Super Lawyers list, and five additional attorneys were selected for the Virginia Rising Stars list. The attorneys were recognized for their distinguished legal work in seven different practice areas.

"Our firm values superlative client service and excellence," said **Tim Hughes**, managing shareholder of the firm. "It is a great honor for our attorneys to be recognized for these qualities by clients and peers."

The attorneys named as Super Lawyers are: **Raighne Delaney, Jonathan Kinney, James Korman, Christian Lapham, James Schroll, and Richard Sullivan, Jr.** The attorneys named Rising Stars are: **Andrea Davison, Jennifer McCammon, Lauren Keenan Rote, Jennifer Schiffer, and Zachary Williams.**



## SIGNATURE THEATRE

## Two New Musicals Selected for Development at SigWorks: Musical Theater Lab

The Tony Award®-winning **Signature Theatre** is excited to announce the two musicals that have been chosen for the SigWorks: Musical Theater Lab, a new developmental workshop for musical theater writers – *Skin & Bones* by Ben Clark and Andrew Kramer and *U.G.L.Y.* by Darius Smith. Both musicals were selected from 160 submissions for artistic development at **Signature Theatre** during the summer of 2016. The projects, under the leadership of **Signature's** Director of New Works **Joe Calarco** will each receive a two week workshop and public readings.

"**Signature Theatre** has become known as an incubator for new exciting and challenging musicals in this country over the past 25 years," said Artistic Director **Eric Schaeffer**. "We felt it was time to provide more opportunities for artists to help them get their work produced on American stages."

*Skin & Bones* features music and lyrics by Ben Clark and a book by Andrew Kramer. Set in 1870, a struggling homestead in the American Great Plains receives new life with the discovery of dinosaur bones.

*U.G.L.Y.* is written by Darius Smith. In small town Beulah, Alabama, a high school is thrown into confusion when a girl tries out for the wrestling team.

"I couldn't be more excited to welcome Darius Smith, Ben Clark and Andrew Kramer as the writers for our inaugural SigWorks: Musical Theater Lab," said Director of New Works **Joe Calarco**. "We received 160 submissions and we encountered a lot of fantastic writing. Hard decisions had to be made. Eric and I ideally wanted to find pieces that were not only daring and that excited us but that were also in the early stages of their development. *U.G.L.Y.* and *Skin & Bones* fit the bill perfectly. I know when I read both I got that jolt of excitement that happens when I read and listen to something that is ambitious and fresh."

The projects will each receive a director and assistant director, a musical director, actors, and a stage manager. SigWorks: Musical Theater Lab will take place August 1-20, 2016. Each show will receive two public readings during the Lab – dates, times and ticket reservation information will be announced early summer 2016.

## NORTHERN VIRGINIA RESTAURANT WEEK RECAP

The Arlington Chamber of Commerce, with the Greater Reston Chamber, Loudoun County Chamber, and Prince William Chamber of Commerce and in partnership with the Virginia Restaurant, Lodging & Travel Association, was proud to participate for the first time this year in Northern Virginia Restaurant Week from March 7-14, 2016. We were pleased to have Virginia's First Lady Dorothy McAuliffe join us to present the charity Share Our Strength | No Kid Hungry with a check for \$1,500.

Thank you to the following:  
**Bistro360**, Bracket Room, **Cinnabar by Hyatt**, **Cityhouse Hyatt Arlington**, **Crystal City Sports Pub**, **Il Forno Ristorante**, **Kona Grill**, **Lebanese Taverna**, **Liberty Tavern**, **Lyon Hall**, **McCormick & Schmick's - Crystal City**, **Morton's the Steakhouse**, **O'Malley's Pub & Fresh Kitchen**, **Potomac Bar and Grille**, **SER Restaurant**, **Sushi-Zen Japanese Restaurant**, and **Upper Crust Pizzeria**.



Chamber Executives present a check to Share Our Strength with Virginia's First Lady, Dorothy McAuliffe, at the NoVA Restaurant Week Kick Off

## WELCOME NEW MEMBERS

### ASSOCIATIONS & PARTNERSHIPS

**ASSOCIATION OF THE U.S. ARMY**  
 Shelly Fisher  
 2425 Wilson Boulevard  
 Arlington, VA 22201 3385  
 Phone: (703) 907-2614  
 E Mail: sfisher@AUSA.ORG  
 Web Address: www.ausea.org  
 Sponsor: Staff  
 The AUSA Conference and Event Center offers both form and function for every meeting type, from intimate meetings to gala corporate events.

### COACHING SEMINARS & PROFESSIONAL DEVELOPMENT

#### TRU PARTNER COACHING

Amelia Truett  
 1110 South Barton St, #307  
 Arlington, VA 22204  
 Phone: (571) 357-1289  
 E Mail: amelia.truett@gmail.com  
 Sponsor: Karen Bate, KB Concepts PR  
 Turbo charge your investment in training & development with personalized private coaching and group support. Objective 3rd party accountability, guidance & encouragement is the secret sauce to CREATING RESULTS.

### CONSULTING

#### LED SOURCE

Steve Searles  
 44121 Harry Byrd Hwy  
 Suite 170  
 Ashburn, VA 20147  
 Phone: (571) 585-4533  
 E Mail: ssearles019@ledsource.com  
 Web Address: www.LEDSourceMetroDC.com  
 Sponsor: David Isaacson, Beach Geeks, Inc.  
 LED Source provides state of the art commercial LED lighting systems enabling businesses to save on operational costs and brightening their space.

### WATER STRATEGIES LLC

Kris Polly  
 4 E Street, SE  
 Washington, DC 20003  
 Phone: (202) 698-0690  
 E Mail: Kris.Polly@WaterStrategies.com  
 Web Address: www.WaterStrategies.com  
 Sponsor: Sonia Johnston, John Marshall Bank  
 Water Strategies, LLC is a government relations, publishing, and direct marketing firm that focuses on water supply issues, policy, and technology in the United States.

### EMPLOYMENT SERVICES

#### EMPLOYEE OF CHOICE

##### ACADEMY, LLC

Tameika Scott  
 7933 Silver Oak Rd  
 Hanover, MD 21076  
 Phone: (410) 799-8075  
 E Mail: info@employeeofchoice.org  
 Web Address: www.employeeofchoice.org  
 Sponsor: Karen Bate, KB Concepts PR  
 The Employee of Choice Academy provides coaching and training programs that properly prepare the workforce with essential workplace interaction, leadership, and other soft skills.

**WELCOME NEW MEMBERS**

■ **FINANCIAL & INVESTMENT SERVICES**

**NICK SPOSA - EDWARD JONES**

Nick Sposa  
6257 Old Dominion Drive  
Suite 200  
McLean, VA 22101  
Phone: (571) 633-0341  
E Mail: nick.sposa@edwardjones.com  
Web Address: www.edwardjones.com  
Sponsor: Staff  
I oversee the personal finances of a group families and business owners. I work with my clients in order to help them define and clearly articulate their personal and financial goals.

■ **HOTELS & MOTELS**

**HYATT ARLINGTON AT WASHINGTON'S KEY BRIDGE**

Linda Caruso  
1325 Wilson Boulevard  
Arlington, VA 22209  
Phone: (703) 525-1234  
E Mail: linda.caruso@hyatt.com  
Web Address: arlington.hyatt.com  
Sponsor: Mary-Claire Burick, Rosslyn BID  
Treat yourself to stay at Hyatt Arlington and enjoy the warm comforts of home with chic metropolitan touches. Just minutes from DC and only steps to Rosslyn Metro.

**HYATT PLACE ARLINGTON/ COURTHOUSE PLAZA**

Shiela Shrestha  
2401 Wilson Blvd  
Arlington, VA 22201  
Phone: (703) 243-2494  
E Mail: nasima.alam@hyatt.com  
Sponsor: Staff  
"Welcome to a different Place." The Hyatt Place keeps our business travelers in mind, enjoying a hotel atmosphere that enables them to relax, refresh and unwind.

■ **LEGAL SERVICES**

**HARVEY & BINNALL**

Jesse Binnall  
717 King Street  
Suite 300  
Alexandria, VA 22314  
Phone: (703) 888-1943  
E Mail: bvinneman@harveybinnall.com  
Web Address: www.harveybinnall.com  
Sponsor: Staff  
Civil litigation, white collar defense, business & corporate, technology and virtual currencies, appeals, international disputes, first amendment and constitutional law.

■ **NONPROFIT ORGANIZATIONS & FOUNDATIONS**

**ARLINGTON OUTDOOR EDUCATION ASSOCIATION, INC.**

Michael Nardolilli  
PO Box 5646  
Arlington, VA 22205  
Phone: (703) 228-7650  
E Mail: AOEAMail@outdoorlab.org  
Web Address: www.outdoorlab.org  
Sponsor: Karen Bate, KB Concepts PR  
The AOEAMail owns and operates a 200 acre "Outdoor Lab" in Fauquier County that is used by over 9000 Arlington school children each year to learn about science and conservation.

**BALLSTONGIVES, INC.**

Samantha Baker  
901 N. Glebe Rd, Suite 806  
Arlington, VA 22203  
Phone: (703) 664-1194  
E Mail: samantha@ballstonbid.com  
Sponsor: Tina Leone, Ballston BID  
BallstonGives mission is to support the charitable deeds of the Ballston BID, which serves the geographical area of the Ballston neighborhood in Arlington.

**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. This is why the Chamber's Directors, staff and members are dedicated to supporting community events and happenings. Below are a few highlights of the events Chamber staff and Board members participated in on behalf of the Chamber.

March 22 – Alex Held and Vice Chair of Business Advocacy **David Kinney** attended the Roadmap to the Future Washington Area Economy event at **George Mason University**. The Chamber was a promotional partner for this event.

March 23 – Alex Held participated in **Arlington Economic Development's** Small Business Coordinating Council.

March 29 – Mike Rosenow attended the Arlington Tech: Networking and Discussion at Highline RxR hosted by members **ARLnow.com**, **Crystal City BID** and **Vornado Realty Trust**.

March 29 – Alex Held attended the Arlington County Public Spaces Master Plan Stakeholder Interview hosted by Arlington County Parks & Recreation.

March 30 – Alex Held participated in College & Career Day at Wakefield High School on behalf of the Chamber.

March 31 – Kate Bates attended the 3rd Annual **A-SPAN** Coming Home Breakfast.

March 31 – Kate Bates attended the unveiling of the Rosslyn Streetscape Demonstration Project hosted by the **Rosslyn BID**.

April 6 – Alex Held attended **OAR's** Second Chance Fundraising Breakfast on behalf of the Chamber.

**OPPORTUNITY WORKS**

The campaign is halfway over, and volunteers have less than \$90,000 to go to the goal of \$255,000!



Volunteers met at a networking rally in April to discuss best practices and recognize top producers.



Thank you to our host **Vantage Point!**

Thank you to Grand Sponsor **IAM Services!**

**SHOPCHAMBER**



Please support the Chamber's Arts & Entertainment members during the month of May. A full list of Arts & Entertainment members can be found on the Chamber website.

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

**MAY**  
Arts & Entertainment



## COUNTY BOARD CANDIDATE FORUM

Building on the success of last year's County Board Candidate Forum, the Chamber is pleased to announce that we will be hosting another business-themed Candidate Forum on Monday, May 16th from 6:00 8:00pm at the **Hyatt Arlington at Washington's Key Bridge**. Current County Board Chair Libby Garvey is being challenged from within the Democratic party by Erik Gutshall and Independent Audrey Clement will be participating in the forum as well.



Moderated by **Scott Brodbeck** of **Arlnow**, this business-themed candidate forum will feature a discussion of topics important to the Arlington business community, and will provide each candidate with the opportunity to engage with local business leaders and address the key issues for the business community. This event will also offer attendees the chance to ask their own questions of the candidate.

### SPECIAL THANK YOU TO

GRAND SPONSOR



This event is open to the general public, as well as the business community. Registration will be from 6:00 p.m. - 6:30 p.m., and the program will run from 6:30 p.m. - 8:00 p.m. Light refreshments will be provided.

To register, visit [www.arlingtonchamber.org](http://www.arlingtonchamber.org) or call the Chamber office at (703) 525-2400.

## ADVOCACY UPDATE

### Arlington County Budget

In April, the Chamber sent a letter to the Arlington County Board to lend its support to funding proposals within the Manager's Draft Budget in order to enhance economic development in Arlington, the Economic Development Incentive Fund and the continuation of current funding levels for Arlington Convention and Visitors Service (ACVS).



The Economic Development Incentive Fund was part of the Chamber's 2016 Local Policy Positions and will be invaluable to **Arlington Economic Development** as they attract and retain growing businesses. Additionally, the Chamber celebrated the reinstatement of the additional TOT surcharge, and supported the County Manager's recommendation to maintain ACVS funding levels in the operating budget. The Chamber also expressed its support for the request from the Lee Highway Alliance to begin the full planning process immediately following pre-planning. Lee Highway is a key commercial district that requires an updated plan in order to evolve, and the additional funding would allow the County to continue the momentum for this important effort.

Other Business Advocacy Updates Include:

- March 8 – Kate Bates attended the *Economic Development Committee Meeting*.
- March 16 – Kate Bates attended the Crystal City Long Branch Park Planning forum hosted by the **Crystal City BID**.
- March 29 – Kate Bates attended the Economic Development Commission Executive Committee Meeting.
- March 30 – Kate Bates participated in the invitation only Metrorail at 40: Restoring a World Class System Summit hosted by the Metropolitan Washington Council of Governments and the Greater Washington Board of Trade. A number of elected officials participated in the Summit, including Arlington County Board Vice-Chair Jay Fisette and Arlington County Board Member Christian Dorsey.
- March 31 – Chamber Director and Government Affairs and Economic Development Committee Co-Chair **Brian Gordon** testified at County Budget hearing on behalf of the Chamber.

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

## WELCOME NEW MEMBERS

### ■ REAL ESTATE - RESIDENTIAL

#### MITCH CURTIS HOMES

Mitch Curtis  
PO Box 17141  
Arlington, VA 22216  
Phone: (202) 557-1893  
E Mail: [mitch@mitchcurtis.com](mailto:mitch@mitchcurtis.com)  
Web Address: [www.mitchcurtis.com](http://www.mitchcurtis.com)  
Sponsor: Sonia Johnston, John Marshall Bank  
Real Estate services for sellers, buyers and investors. Past experiences in healthcare provider skills with first time buyers, move up and scale back clients.

### ■ REAL LIVING AT HOME | RLAH

Brooke Schara  
2420 Wilson Blvd  
#101  
Arlington, VA 22201  
Phone: (703) 390 9460  
E Mail: [Brooke@RLatHome.com](mailto:Brooke@RLatHome.com)  
Web Address: [www.rlahome.com](http://www.rlahome.com)  
Sponsor: Robert Martinson, Wells Fargo  
Private Home Mortgage  
As a Real Estate Company we live by the premise that if we do a good job, we get to do it again.

### ■ SECURITY SERVICES

#### ACKERMAN SECURITY

Alfred McComber  
6824 Industrial Drive Ste 102  
Beltsville, MD 20705  
Phone: (888) 999-1070  
E Mail: [alfred.mccomber@ackermansecurity.com](mailto:alfred.mccomber@ackermansecurity.com)  
Web Address: [www.ackermansecurity.com](http://www.ackermansecurity.com)  
Sponsor: Staff  
Home and Business Alarm Security with no charge to switch to Ackerman for monitoring. 24/7 monitoring includes burglary, fire & medical.

### ■ STORAGE

#### THE FILE DEPOT-ARLINGTON

Christina Pritchett  
6954 Cromarty Dr  
Alexandria, VA 22315  
Phone: (571) 765-2364  
E Mail: [christinapritchett@thefiledepot.com](mailto:christinapritchett@thefiledepot.com)  
Web Address: [arlington.thefiledepot.com](http://arlington.thefiledepot.com)  
Sponsor: Eric Schaeffer, Evermay Wealth Management  
Cost effective records management for both paper & digital mediums including organization, storage, digitization & shredding in HIPAA compliant facilities.

### ■ TRAVEL

#### CHAMBER EXPLORATIONS

Joshua Krevsky  
2615 190th Street, Suite 120  
Redondo Beach, CA 90278  
Phone: (877) 807-2249  
E Mail: [joshua@chamberexplorations.com](mailto:joshua@chamberexplorations.com)  
Web Address: [www.chamberexplorations.com](http://www.chamberexplorations.com)  
Sponsor: Staff  
At Chamber Explorations, we provide first class travel opportunities to chamber members and their local community.

34TH ANNUAL VALOR AWARDS

Arlington's Heroes

The Arlington Chamber of Commerce held the 34th Annual Valor Awards on Tuesday, April 19, 2016 at the **Fort Myer Officers' Club**. The awards ceremony was held to honor heroes of Arlington County Public Safety personnel including the **Police Department, Fire Department, Office of the Sheriff, and Office of Emergency Management**. The 15 honorees were recognized for their courageous, and often lifesaving actions during their calls for service as part of their duties as first responders.

Approximately two hundred attendees of the Valor Awards heard moving testimonials of selfless acts of heroism. These men and women who serve Arlington were recognized for their commitment to protecting the lives of families, neighbors and community. The ceremony began with a Presentation of the Colors by a combined Honor Guard representing the Arlington County Safety personnel, and the Pledge of Allegiance led by **Col. Michael Henderson**, Commander, **Joint Base of Myer-Henderson Hall**. Chamber Chair **Todd Yeatts** welcomed guests to the event, then introduced emcee **Doug Hill**, Vice President, Weather and Chief Meteorologist for ABC7/WJLA-TV and News Channel 8.

2016 Valor Award Honorees

There were four Meritorious Service Awards. The recipients were:

- **Debbie Powers** for more than 30 years of dedicated service to Arlington County in the Office of Emergency Management.
- Corporal **Charles Butler** for his 26 year career with the Sheriff's Department. This was the latest award in a career that earned 38 commendations!
- Detective **Charles "Eddie" Bane** for his 27 year career with the Police Department. Detective Bane has been an integral part of the Department's Organized Crime Section Drug Enforcement Unit for 20 years!
- **Kathleen Keller**, Physician Assistant and Assistant Medical Director for the Arlington County Fire Department, for her continuing work to prepare the Fire Department Emergency Medical Technicians for medical emergencies.

First Responders earned Life-Saving Awards for four separate events. The recipients were:

- Officer **Ryan Williams**, earned his award for actions on January 19, 2016.
- Corporal **Phillip Mulvaney** earned his award for actions on November 14, 2015.
- Officers **Matthew Chatillion** and **Korinna George**, earned their award for actions on May 4, 2015.
- Lieutenant **Robert Bowen**, **Captain II Trevor Burrell**, **Firefighter/EMT III Nate Buchanan** and **Kurt Zepeda**, **Firefighter/EMT II Leslie Bates**, **Joaquin Ibarra**, and **Corey Sherrill**, earned their award for actions on January 27, 2015.

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.



Assistant Medical Director of the Arlington County Fire Department Kathleen Keller receives award.



Sheriff Arthur presents Corporal Charles Butler of the Arlington Sheriff's Office with award of service.



Doug Hill (left) with the honorees.



Special Thanks to Our Valor Award Sponsors  
Award Sponsor



Honor Guard Sponsor  
George Washington University

Premier Sponsors  
John Marshall Bank  
Murphy Funeral Homes

Benefactor Sponsors  
Arlington Community Federal Credit Union  
Crystal City Sports Pub/Crystal City Restaurant  
United Bank

Patron Sponsor  
CroppMetcalf Services



## Arlington Businesses Serve Local Nonprofits

More than 180 local volunteers from various Chamber member businesses and organizations lent a helping hand to area nonprofits as part of the 17th Annual Volunteer Arlington Day on Tuesday, April 26. 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 restocking and sorting food drive donations at the **Arlington Food Assistance Center (AFAC)**, others organized books in the library for elementary students with **AHC, Inc.**, while others helped with landscaping projects at various sites.

Volunteers included employees from a variety of industries and businesses in Arlington who dedicated their time and joined in the fun for this event. Arlington nonprofits were excited to have so many enthusiastic volunteers helping at their sites.



Over 180 volunteers get ready to head off to their volunteer project sites



Member groups who participated include:

**Argosy University Washington DC, Arlington Community Federal Credit Union, Arlington Public Schools, Arlington Realty, Arlington Strategy, Ballston Gives, Beach Geeks, Inc, Body by Ginny, Burdette, Smith & Bish, LLC, Cardinal Bank, Clarendon Animal Care, Comfort Inn Arlington Boulevard, Digital Recollections, Enterprise Knowledge, Esoarc Studio, Holiday Inn Rosslyn, Hyatt Regency Crystal City, Jay E. Reiner, CPA, PLLC, Leadership Arlington Class 2015, LMO Advertising, Main Street Bank, NeoNiche Strategies, Searle Business Solutions, LLC, Segue Technologies, Shooshan Company, Small Business Insurance Solutions, TD Bank, United Bank, and Urban Alliance.**

Arlington nonprofits were excited to have so many volunteers helping at their sites.

The member nonprofit organizations who participated were:

**Animal Welfare League of Arlington, Arlington Arts Center, Arlington Food Assistance Center, Arlington Partnership for Affordable Housing, Arlingtonians for a Clean Environment, Community Residences, Culpepper Garden, Doorways for Women and Families, Linden Resources, Phoenix Bikes, Phoenix Houses of the Mid Atlantic, and The Reading Connection.**

Volunteer Arlington Day is an initiative of the Community Action Committee. The Community Action Committee typically meets on the last Wednesday of the month at 9:00 a.m. in the Chamber Board Room. To be added to the committee distribution list, please email [chamber@arlingtonchamber.org](mailto:chamber@arlingtonchamber.org).



### Special Thanks to Our Volunteer Arlington Day Sponsors

Grand Sponsor



Premier Sponsors

**Enterprise Knowledge  
Fluor  
Segue Technologies**

Patron Sponsors

**Argosy University  
Esoarc Studio  
Jay E. Reiner, CPA, PLLC**



## NONPROFIT SPOTLIGHT

## Bringing about Self-Sufficiency, Family-by-Family

by Sam Kelly, Executive Director, Bridges to Independence

**Bridges to Independence**, formerly the Arlington-Alexandria Coalition for the Homeless, turned a corner in 2015. In a nutshell, we rebranded, launched a new web site, and hired a new executive director. Recently promoted from deputy to executive director, **Sam Kelly** is bringing new energy to Bridges, along with a commitment to end homelessness and reduce poverty in Arlington.

In essence, **Bridges** stops the downward spiral of homelessness and gets families on the path to stable independent living. Our services strengthen families, providing them with the skills, knowledge, and community networks to become and remain self-sufficient. While emergency shelter and rapid re-housing still are the cornerstones of our program, moving forward, we'll be placing more emphasis on workforce development and youth programming. (Forty percent of our clients are under the age of 18.) This means finding and creating jobs that enable our clients to earn a living wage, and enhancing our **Youth Leadership Academy**. This ground-breaking program, along with adjunct activities, i.e., **B2i** Runs and our kid-run Lemonade Stand, increases academic skill and self-esteem, and also teaches our kids to give back. Our overarching youth development goal is to break the cycle of intergenerational poverty.

**Bridges** is about to expand its presence and impact in the Arlington community. A successful negotiation with **Clark Construction**, in conjunction with **Arlington County**, is bringing a new education/training center to the forefront. The center, to be built pro bono by **Clark** in concurrence with a block redevelopment effort, will give us the space we need to expand programming, accommodate staff, and serve more Arlington residents, including those that are economically insecure. This extraordinary opportunity enables the organization to have a visible presence in Arlington by remaining near the Clarendon Metro. The center is projected to open late in 2017.

**Bridges to Independence** believes that homelessness is one problem that we can solve. But, it needs more help from the business community. Some possibilities include:

- Sustaining operations/core programming with unrestricted support
- Underwriting one or more of our youth development programs
- Seeding our upcoming workforce development initiative
- Providing employment/on-the-job training sites
- Supporting our data collection and reporting
- Collaborating on creative cause marketing
- Donating/underwriting furnishings, equipment, and/or supplies for our brand new education/training center

In turn, **Bridges to Independence** will bring benefits to your company:

- Branding potential with coveted marketing segments
- Bottom line impact through customized cause marketing
- Increased employee and consumer trust and loyalty
- Heightened visibility as an employer that supports its community
- A direct role in ending homelessness and intergenerational poverty
- Numerous opportunities for employees to volunteer and build leadership skills



**BRIDGES**  
TO INDEPENDENCE

## TRAVEL WITH THE CHAMBER

*Journey with us:*  
October 17-25, 2016

*Travel to China*

Trip Includes:  
\*Departure from Dulles \*ALL Hotel Stays  
\*ALL Transportation \*ALL Meals  
\*ALL Guided Tours and MORE!

Starting at only \$2,299 for members & their guests if you register before June 15th!

We are excited to offer this unique opportunity to travel to China with fellow business colleagues, family, and community members. Come to the free information session on Thursday, May 19th to learn more. Contact Hannah Dannenfelser at [chamber@arlingtonchamber.org](mailto:chamber@arlingtonchamber.org) or (703) 525-2400 if you are interested in taking this once in a lifetime trip!



## Using Your Company's Core Values to Drive Risk Management

During the March Small Business Roundtable, **Ted Bilich** of **Risk Alternatives**, discussed what you can do NOW, for FREE, to improve Risk Management and Compliance.

- Bad apples change everyone's estimation of getting caught
  - When exposed to the dishonesty of others, individuals may change their estimate of the likelihood of being caught cheating.
- Bad apples make everyone reframe
  - When the categorization of a particular behavior is not clear-cut, people can, and in fact often do, categorize their own actions in positive terms.
- Bad apples change understanding of norms
  - When observing unethically of another person, it changes one's understanding of the social norms related to dishonesty.
- So how do we grow good apples and avoid bad ones?
  - By cultivation. Good cultivation = "Core" Values.
  - We don't articulate values.
  - Unfortunately, most organizations have not defined their core values, at the resultant lack of clarity hinders their growth.
- So let's strengthen our core
  - If you were to take a 6 month sabbatical from your company, those with whom you work with, need to know the principles that should guide their actions in your absence. Take out a piece of paper and write that memo.
  - Have a people analyzer, by listing the people you are going to analyze and listing your core values, with one of 3 ratings: +, +/-, -. The recommended bar for a company with 5 core values is 3 pluses, 2 plus/minuses and never a minus.
  - Have ethics check questions.
- Read the book Principles of Fierce Conversations
  - The Conversation is the relationship
  - One of the goals of a fierce conversation is to get everyone's reality out on the table.
- 4 Action Items, All FREE
  - Draft your Values Credo, then draft it again with your team
  - Apply the People Analyzer.
  - Use the Ethics Check Questions with your tem.
  - Read Fierce Conversations.

GRAND SPONSOR



The Small Business Roundtable is an open forum discussion of topics essential to the success of small businesses. It is free for members, though registration is required, and is held the last Wednesday of each month in the Chamber Board Room.

### REGISTER NOW:

MAY SMALL BUSINESS ROUNDTABLE

25 WEDNESDAY

11:45 a.m. - 1:00 p.m.  
Chamber Board Room

This month's topic is:  
Government Contracting

Presented by: **Elena Yearly** of **EMY Consulting**, and **Jasmine Gould** of **Strategic Consulting Partners**.

## ARLINGTON ECONOMIC DEVELOPMENT

### Arlington Sharpens Focus on Chinese Travelers

by **Emily Cassell**, Director, **Arlington Convention and Visitors Service**

Arlington is taking new steps to promote international visitors to the area. Arlington Convention and Visitors Service (ACVS) Director **Emily Cassell** and Destination Sales Manager **Portia Conerly** recently traveled to China to promote Arlington to nearly 150 Chinese trade and media representatives during the Capital Region USA (CRUSA) China Sales Mission 2016. The 10-person CRUSA delegation, which visited the cities of Shenzhen, Chengdu and Xi'an, also included representatives from Virginia Tourism Corporation, Destination DC, the Maryland Office of Tourism Development, the Virginia Beach Convention & Visitors Bureau, Visit Fairfax, and the Trump International Hotel DC. Through a combination of trade shows, a media luncheon and tour-operator meetings, Arlington and its CRUSA partners educated attendees about their individual destinations and the capital region as a whole.



Building upon two years of cooperative marketing to China through CRUSA and Brand USA (the United States' destination marketing organization), ACVS also took advantage of the opportunity (via CRUSA and Virginia Tourism Corporation) to host 25 Chinese tour/travel company executives in Rosslyn in late March. Staying at the Key Bridge Marriott, the group experienced first-hand Arlington's incomparable convenience to Washington, D.C. and had the opportunity to have a narrated tour (in Mandarin) of Arlington National Cemetery.

The China tourism market shows tremendous potential for the capital region. CRUSA research shows that 260,000 residents of China visited our region in 2014. Chinese visits increased 33.3% over 2013, adding 65,000 more visitors, and this outreach is an excellent opportunity to showcase Arlington to this growing market. In the coming months, ACVS will continue engaging in Mandarin with contacts from both the CRUSA sales mission and the Arlington visit, reinforcing messaging through personal communications, video, e-marketing and more.

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

**ARLINGTON REALTY, INC.**  
celebrating **30** YEARS *Family Owned & Operated Since 1984*



RESIDENTIAL & COMMERCIAL SALES • LEASING • PROPERTY MANAGEMENT  
LICENSED IN VIRGINIA, DC & MARYLAND

 **703.836.6000** • ArlingtonRealtyInc.com 

**ARLINGTON REALTY, INC. • 764 S. 23RD STREET • ARLINGTON, VA 22202**

**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.

**THANK YOU!**

- **Jamie Nicholas Printing & Graphics, Vantage Point, and Cardinal Bank** for donating door prizes for the April Breakfast Connection.
- **AHC, Inc.** for hosting the April Board of Directors Meeting.
- **Bean, Kinney & Korman, P.C.** for hosting the April Business After Business.
- Thank you to **Mid-Atlantic Skin Surgery Institute** and **Reston Limosine** for donating door prizes to the April Business After Business.

*We're Celebrating Our 10th Year!*

Thank you Arlington Community! We are committed to being the best bank, serving the needs of individuals and businesses with a personal touch. Please stop in today and let us show you a better way to bank.



2300 Wilson Boulevard  
Arlington, VA 22201  
**703-528-1770**  
[JohnMarshallBank.com](http://JohnMarshallBank.com)





# BUCK & ASSOCIATES, INC.



1976

40

2016

## Buck & Associates 40<sup>th</sup> Anniversary

As Buck & Associates celebrates 40 wonderful years in Arlington, we would like to say thank you to all our past real estate clients, both residential and commercial. We look forward to another 40 years of exceeding our clients' expectations at our Clarendon location along Wilson Boulevard. Thanks again for making us your trusted real estate partner.

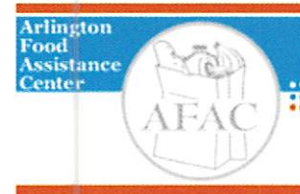
[WWW.BUCKREALTORS.COM](http://WWW.BUCKREALTORS.COM)

2519 WILSON BOULEVARD  
ARLINGTON, VIRGINIA 22201  
(703) 528 - 2288





Buck & Associates is proud to have served the Arlington Community through participation in the following organizations over the last 40 years.



Phoenix House



Small Business of the Year Award Winner

