

VOL. LV, NO. 1 JANUARY 2013

FEATURED PHOTO: Over 250 people attended the Arlington Chamber's 88th Annual Meeting in December.



ARLINGTONIAN GRAND SPONSOR

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SAVE THE DATE

BUSINESS AFTER BUSINESS

JANUARY 17

5:00 - 7:00 p.m.

Ruth's Chris Steak House

ARLINGTON BUSINESS GALA

JANUARY 26

6:30 p.m. - 12:00 a.m.

The Ritz-Carlton, Pentagon City



ANNUAL MEETING REVIEW

Success in 2012 Celebrated at the Annual Meeting

On December 14, the Arlington Chamber of Commerce held its 88th Annual Meeting at the **Sheraton Pentagon City Hotel**. The event was a celebration of the great memories and accomplishments of 2012, as well as a look into the future at the many triumphs to come in 2013. The meeting featured a keynote address from **Chuck Todd**, Chief White House Correspondent for NBC News. Todd touched on how he enjoys being a part of the Arlington community, including sending his kids to **Arlington Public Schools**. He went on to reflect on the 2012 presidential election and to discuss the fiscal cliff.

Following the keynote, Chamber Chair **Doug Brammer** of **Verizon** thanked the over 250 attendees for being part of a year full of great achievements, including the development and implementation of a three-year strategic plan. **Brammer** and Chamber president Rich Doud then honored those who significantly contributed to the Chamber's success over the past year through the awards presentation.

► Please turn to page 6 for the award winners, as well as more about the Chamber's 2012 achievements, a list of elected Board of Directors and Executive Committee members, and event sponsors.



Chuck Todd presenting the keynote address

SPECIAL THANK YOU TO

GRAND SPONSOR



ANNUAL BUSINESS GALA PREVIEW

Celebrate the New Year & Win a Trip to St. Lucia!

Mark your calendars for "Arlington's Best Night Out" at the 89th Annual Business Gala on Saturday, January 26 at **The Ritz-Carlton, Pentagon City**. Don't miss this opportunity to mix and mingle with the County's business leaders. Prepare yourself for an evening full of delicious food, tempting drinks, lively music, the best auction items in town and the raffle to win a tropical vacation! The evening kicks off at 6:30 p.m. with a cocktail hour and silent auction, followed by dinner and a live auction. This year's auction items include:

- Weekend package at the Ritz-Carlton
- One week stay in a Bethany Beach townhouse
- Catering for 20 from Lebanese Taverna
- Two Box Seats to any 2013 Nationals game
- Signed Washington Capitals jersey
- And much more!

A sure highlight of the evening, the Tropical Vacation Raffle offers a lucky winner a week vacation in the Caribbean, with accommodations for seven nights for up to two rooms (at double occupancy) at Morgan Bay Beach Resort, St. Lucia, as well as all inclusive resort fees for two people. All inclusive fees cover all dining, beverages, resort facilities, activities, taxes and service charges. *A total value of up to \$3,640!* Set amid 25 acres of lush hillside gardens tucked into a private cove on the northern coast of St. Lucia, this beachfront resort features stunning ocean views and an array of activities, restaurants, bars and amenities.

► To register for the Gala visit www.arlingtonchamber.org or call 703-525-2400. For more information about the Tropical Vacation Raffle and to purchase raffle tickets, call 703-525-2400. Raffle tickets are \$30 each or 4 for \$100. Raffle ticket holders do not need to be present at the Gala to win.

THE CHAMBER

EXECUTIVE COMMITTEE

David DeCamp, Chair
Tim Hughes, Chair-elect
Doug Brammer, Immediate Past Chair
Rich Doud, President
Chris Domes, Treasurer
Lindsey Rheume, Assistant Treasurer
Ron Novak, Vice Chair - Communications
Scott McCaffrey, Vice Chair - Economic Development & Government Affairs
Joe Prentice, Vice Chair - Member Affairs
Kevin Shooshan, Vice Chair - Membership Development
Greta Menard, Vice Chair - Special Interests

DIRECTORS

Lucy Bowen-McCauley, **Bowen McCauley Dance**
 Doug Brammer, **Verizon**
 Ron Buchanan, **Northern Virginia Community College**
 Jerry Caliguire, **Renaissance Arlington Capital View, Residence Inn Arlington Capital View**
 Charles Clohan, **Dittmar Company**
 David DeCamp, **Newmark Grubb Knight Frank**
 J.R. Diffeo, **William Diffeo "J.R."**
 Chris Domes, **Marymount University**
 Rich Doud, **Arlington Chamber of Commerce**
 Michael Foster, **MTFA Architecture, Inc.**
 Nancy Goodman, **Main Event Caterers**
 Brian Gordon, **Apartment and Office Building Association**
 Mark Hadeed, **Hadeed Carpet**
 Donna Hamaker, **KDH Real Estate**
 Bob Hawthorne, **United Bank**
 Sean Hosty, **Morgan Stanley Smith Barney LLC**
 Tim Hughes, **Bean, Kinney & Korman, P.C.**
 Todd Ihrig, **H.D. Vest Investment Services**
 David Isaacson, **Technology Management, Inc.**
 Todd Jerscheid, **The Fashion Centre at Pentagon City**
 Sonia Johnston, **John Marshall Bank**
 Deborah Lipman, **Metropolitan Washington Airports Authority**
 Maritza Lizama, **The Washington Business Journal**
 Scott McCaffrey, **Sun Gazette Newspapers**
 Andrew McGeorge, **Monday Properties**
 Greta Menard, **Capital MarCom, Inc.**
 John Murphy, **Washington Workplace**
 Patrick Murphy, **Arlington Public Schools**
 Barbara Nicastro, **The Law Offices of Barbara E. Nicastro**
 Ron Novak, **Segue Technologies**
 Robb Parker, **Vornado**
 Joe Prentice, **State Department Federal Credit Union**
 Lindsey Rheume, **Virginia Commerce Bank**
 Marie Schuler, **Comcast**
 Grace Shea, **Lebanese Taverna**
 Kevin Shooshan, **The Shooshan Company**
 John Snedden, **ROCKLANDS Barbeque & Grilling Company**
 Adrian Stanton, **Virginia Hospital Center**
 Karolyn Stuver, **Fluor**
 Shannon Swahn Bailey, **Global Thinking**
 Gordon Thrall, **Guernsey Office Products**
 Brenda Turner, **Arlington Community Federal Credit Union**
 Tina Walker, **BAE Systems**
 Jim Whelan, **Proactive Smart Business Thinking LLC**
 Pat Williamson, **WETA**
 Todd Yeatts, **The Boeing Company**
 Mark Zetlin, **Mercedes-Benz of Arlington**

U.S. ARMY LIAISON TO THE BOARD

COL Fern O. Sumpter, **Joint Base Myer-Henderson Hall**

STAFF

Rich Doud, President
Kate Roche, Director of Member Services & Development
Chris Hunter, Director of Membership
Amy Fisher, Communications Manager
Cassie Bate, Events Associate
Aaron Guerrieri, Staff Accountant

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

JANUARY AT THE CHAMBER

SMART START	3 THURSDAY 4:00 - 5:15 p.m. Chamber Board Room
GREEN BUSINESS COMMITTEE	4 FRIDAY 9:00 - 10:00 a.m. Chamber Board Room
AMBASADORS COMMITTEE	7 MONDAY 4:15 - 5:00 p.m. Chamber Board Room
MEMBERSHIP DEVELOPMENT COMMITTEE	8 TUESDAY 8:00 - 9:00 a.m. Chamber Board Room
BREAKFAST CONNECTION	10 THURSDAY 7:30 - 9:00 a.m. Holiday Inn Rosslyn
WASHINGTON BUSINESS JOURNAL SEMINAR	15 TUESDAY 8:30 - 9:30 a.m. Chamber Board Room
BUSINESS AFTER BUSINESS	17 THURSDAY 5:00 - 7:00 p.m. Ruth's Chris Steak House
EDUCATION AND WORKFORCE DEVELOPMENT COMMITTEE	23 WEDNESDAY 8:00 - 9:00 a.m. Chamber Board Room
GOVERNMENT AFFAIRS/ECONOMIC DEVELOPMENT COMMITTEE	25 THURSDAY 8:30 - 9:30 a.m. Chamber Board Room
THE 89TH ANNUAL ARLINGTON BUSINESS GALA	26 SATURDAY 6:30 p.m. - midnight The Ritz-Carlton, Pentagon City
COMMUNITY ACTION COMMITTEE	30 WEDNESDAY 8:00 - 9:00 a.m. Chamber Board Room
SMALL BUSINESS ROUNDTABLE	30 WEDNESDAY 11:45 a.m. - 1:00 p.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.

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

GRAND SPONSOR

Bank of America

Home Loans

BREAKFAST CONNECTION

Come prepared to mix and mingle at this organized speed-networking event. You'll have the opportunity to give your elevator pitch and exchange information with several tables of people.

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

GRAND SPONSOR

CARDINAL
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 mounting jackpot available each month.

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

HOST

RUTH'S CHRIS
STEAK HOUSE
Home of *Serious Steaks*®

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.

Help 3 Every 2

For my initial opportunity to write in this space, I will open with a theme to help us all thrive.

Be attentive, wherever you are, for opportunities to help another Chamber member.

Imagine the power of this pleading. If each of the hundreds of Arlington Chamber members helped just three other Chamber members every couple of weeks the results would be huge and powerful. Multiply this kind of goodwill and imagine how it will come back around. We can help our friends accomplish their goals. And people who care about us would "have our backs" and help us accomplish our goals. To be more specific, we can use our personal and professional relationships to provide a "warm introduction & endorsement" for a colleague. We can each eagerly agree to give informational interviews to Chamber members and their recently graduated children on a job search. We can buy our everyday consumables and our once-in-awhile goods and services from fellow Chamber members. Learn about Chamber members by going to the website (www.arlingtonchamber.org). Our members' businesses are listed by category. This will help you find a Chamber member when it is time to buy everything from a new car to a cup of espresso.

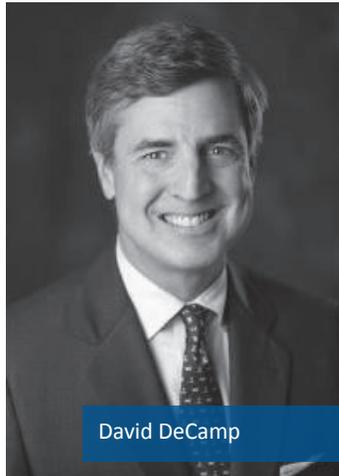
And when you are fortunate enough to do a good deed for another Chamber member, pass along the sentiment that Ben Franklin expressed in a letter to a Mr. Webb in 1784 about a small loan:

"I do not pretend to give such a Sum; I only lend it to you. When you meet with another [Arlington Chamber of Commerce Member] in similar Need, you must pay me by lending this Sum to him; enjoining him to discharge the Debt by a like operation, when he shall be able, and shall meet another opportunity. I hope it may thus go thro' many hands, before it meets a Knave that will stop its Progress. This is a trick of mine for doing a deal of good with a little money."

Consider adopting this resolution or ethic as a collective commitment to "Pay it forward". We start our journey through this New Year 2013 with a number of goals. Let's write them down. And please make one of these goals to help three (3) Chamber members on a bi-weekly basis. Learn about their business. Find out what their "perfect customer" looks like so you can be on the lookout. Ask them how you can help. While some of our goals are long-term, complicated and hard to achieve, this particular commitment is "doable", immediate and within our control. You and I can do this.

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

David DeCamp
Newmark Grubb Knight Frank



David DeCamp



Chamber broadband internet capability courtesy of **Comcast Communications**.
Office WiFi capability courtesy of **Washington Workplace**.

The Arlingtonian (USPS 534030) is published monthly by the Arlington Chamber of Commerce, 4600 Fairfax Drive, Suite 804, Arlington, VA 22203. A subscription rate of \$4 per Chamber representative is collected as part of annual membership dues. Periodicals postage paid at Arlington, VA. POSTMASTER: Send address changes to *The Arlingtonian* c/o Arlington Chamber of Commerce, 4600 Fairfax Drive, Suite 804, Arlington, VA 22203.

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

**■ EMPLOYMENT SERVICES
CAREERS IN NONPROFITS**

Emily Schelle, Recruiting Manager
1025 Connecticut Ave., NW, Suite 1000
Washington, DC 20036
Phone: (202) 828-1272
Email: info@cnpstaffing.com
Website: www.careersinnonprofits.com
SPONSOR: Christ Hunter, Staff
Careers in Nonprofits is a full-service staffing firm that works exclusively with the nonprofit and association sectors, providing temporary, temp-to-perm, permanent and consulting staff to nonprofit organizations.

**■ ENVIRONMENTAL SERVICES
REPUBLIC SERVICES**

Dominique Dunford, Outside Sales Representative
4619 West Ox Rd.
Fairfax, VA 22030
Phone: (571) 839-3200
Email: ddunford@republicservices.com
Website: www.republicservices.com
SPONSOR: Chris Hunter, Staff
Republic Services works hard to meet your waste and recycling needs. From small containers to large compactors, we provide a range of services.

**■ LEGAL SERVICES
ALBO & OBLON, L.L.P.**

Jeffrey Rhodes, Managing Partner-Civil Division
2200 Clarendon Blvd.
Arlington, VA 22201
Phone: (703) 373-5806
Email: jlr@albo-oblon.com
Website: www.albo-oblon.com
SPONSOR: Chris Hunter, Staff
Albo & Oblon is a regional law firm headquartered in Arlington practicing Employment Law, Government Contracts Law, Business Law, Civil Litigation, ABC Law, Criminal Defense, and Family Law.

MOBILITY LAB

Tom Fairchild, Director
1501 Wilson Blvd.
Arlington, VA 22209
Phone: (703) 328-2830
Email: Tom.Fairchild@mobilitylab.org
Website: www.mobilitylab.org
SPONSOR: Rich Doud, Staff
Mobility Lab nurtures innovations to a fundamental of human life: transportation. We collaborate, educate, and continuously improve the movement of people in more healthy, efficient, and sustainable ways.

**MOWREY MEEZAN
CODDINGTON CLOUD LLP**

Kipp Coddington, Partner
1317 Vincent Place
McLean, VA 22101
Phone: (703) 760-0750
Email: kipp.coddington@m2c2law.com
Website: www.m2c2law.com
SPONSOR: Chris Hunter, Staff
Mowrey Meezan Coddington Cloud LLP is a nationally ranked law firm providing top-tier representation to clients facing complex environmental, energy and climate change issues.

**■ MARKETING & COMMUNICATIONS
VISIBANG MARKETING INC.**

Marc Blackwood, President
5524 Hemstead Way, Suite B
Springfield, VA 22151
Phone: (703) 962-7992
Email: marc@visibang.com
Website: www.visibang.com
SPONSOR: Chris Hunter, Staff
VisiBang Marketing, Inc. helps businesses get more customers by creating an overwhelming online presence including video marketing, social media, content creation, website & search engine optimization.

MEMBERS IN THE NEWS

**■ ARLINGTON FOOD ASSISTANCE CENTER / COLUMBIA PIKE REVITALIZATION ORGANIZATION
AFAC Supports SNAP Cards at Columbia Pike Farmers Market**

The **Arlington Food Assistance Center (AFAC)** has awarded an \$8,000 grant to the **Columbia Pike Revitalization Organization (CPRO)** to cover the first year of operations to process SNAP cards at the Columbia Pike Farmers Market. This grant will positively benefit the farmers, who will sell more produce, and many of **AFAC's** client families, who will have better access to fresh fruits and vegetables that are an important part of a healthy and nutritious diet. Arlington County's Department of Human Services is also assisting by contributing the balance of the first year's operating costs. This will be the first farmers market in Arlington able to take SNAP cards, which **AFAC** hopes to eventually see expanded to all of the County's farmers markets.

■ SIGNATURE THEATRE
Signature Theatre to Honor Broadway Legend Harold Prince

On April 15, 2013, Virginia's renowned **Signature Theatre** will honor the multiple Tony Award®-winning Broadway producer and director Harold "Hal" Prince with the company's fourth Stephen Sondheim Award. The award, established in 2009 in honor of America's most influential musical theatre writer and composer, will be presented at a black-tie Gala Benefit at the Embassy of Italy. The Sondheim Award Gala will benefit **Signature Theatre's** artistic, education and community programs. Over the last half-century Hal Prince has become one of the most well-known and influential theatrical producers and directors in Broadway history. Prince has received the Tony Award® an unprecedented twenty-one times: eight as a director, ten more as a producer, and an additional three special awards.

**■ BEAN KINNEY & KORMAN / WALSH COLUCCI LUBELEY EMRICH & WALSH
Arlington Law Firms Ranked Among Best Law Firms by U.S. News & World Report**

Walsh Colucci Lubeley Emrich & Walsh PC is and **Bean Kinney & Korman PC** were ranked in the 2013 "Best Law Firms," released by U.S. News Media Group and Best Lawyers. Walsh Colucci Lubeley Emrich & Walsh was ranked nationally in three practice areas and ranked in Washington, D.C. in six practice areas. **Bean Kinney & Korman** was ranked nationally for the first time in three practice areas and was ranked in Washington, D.C. in five practice areas. The "Best Law Firms" list showcases law firms ranked by major clients and leading lawyers, who were asked to rate the law firms they consider best in their practice areas.

■ ARLINGTON COMMUNITY FOUNDATION
ACF Awards Funds to 43 Nonprofit Organizations and Schools

The **Arlington Community Foundation's** Board of Trustees recently approved grant awards totaling \$164,515 to 43 nonprofit organizations and schools through its Community Enhancement, Homelessness Prevention and Arlington Education Fund grant programs, as well as through several donor-advised grants. These awards bring the total amount distributed through the Foundation in 2012 to over \$720,000 in grants and scholarship awards. Since the Foundation's inception 21 years ago, it has distributed over \$7.5 million in grants and scholarships.

■ RED TOP CAB
Red Top Cabs Double as Convenient Drop-Off Sites for Toys for Tots Program

For the second year in a row, **Red Top Cab** made it as easy as possible to support the local Toys for Tots holiday season campaign. During November and December 2012, every **Red Top Cab** became an authorized Toys for Tots collection site. **Red Top** customers were able to conveniently bring their donation of a new, unwrapped toy with them for their ride in a **Red Top Cab**. **Red Top** made arrangements to deliver the toys to the Marine Corps Toys for Tots Foundation to distribute to needy children in the community.

■ CARDINAL BANK

Community Fund Awards Grant to Soccer Association

Cardinal Bank's Cardinal Bank Community Fund awarded \$1,000 to the Loudoun County Soccer Association. The Association, based in Leesburg, was founded almost 35 years ago and is Virginia's largest soccer program. With over 15,000 registrations annually, the Loudoun County Soccer Association provides soccer programs that help develop and motivate players to maximize their potential as athletes. Through its grant program, the Cardinal Bank Community Fund has benefited more than 65 local organizations and service programs since its inception, keeping sight of the Fund's mission and deep commitment to giving back to the communities where we live, work, and raise our families. **Cardinal** employees also donate generously of their time to community organizations throughout the region

■ ARLINGTON COUNTY DEPARTMENT OF ENVIRONMENTAL SERVICES

Arlington Green Games: Let the Games Begin!

Restaurants and Retailers can now register for the Arlington County Green Games—a friendly, yearlong competition for businesses to reduce costs while reducing their emissions. The Green Games encourages businesses to assess their sustainability practices with a baseline scorecard and make improvements in the race for business gold! Restaurants and Retailers will now compete simultaneously, with scorecards, trainings and assistance tailored to each individual sector. Current competitors in the Games include: Busboys and Poets, **Casual Adventures**, Crystal City Sports Pub, Elevation Burger, Extra Virgin Restaurant, Finders Keepers LLC, **Ireland's Four Courts**, Jaleo Crystal City, The Java Shack Coffeehouse, Luna Grill, **Main Event Caterers**, Northside Social Coffee & Wine, PetMac, **Pinzimini**, Rustico and Trade Roots. For more information or to register to play, visit www.ArlingtonGreenGames.com.

■ JOHN MARSHALL BANK - ARLINGTON REGION

BestCashCow Names the Fastest Growing Bank in Virginia

BestCashCow, an online resource for comprehensive bank rate information, announced that Reston-based **John Marshall Bank** tops its list of the fastest growing banks in Virginia for the five-year period ending June 30, 2012. Between 2007 and 2012, **John Marshall's** assets have grown 1,835%, totaling \$484,594,000 at the end of the second quarter this year. John Marshall Bank is based in Reston, Virginia and has five full-service branches located in Reston, Falls Church, Leesburg, Arlington, and Rockville. The Bank also has a limited service commercial branch located in Washington, DC, and a loan production office located in Alexandria.

■ METRO 29 DINER

Vice President Hosts Lunch at Metro 29 Diner

Vice President Joe Biden hosted a lunch at **Metro 29 Diner** on Friday, December 7 to discuss the country's trek toward the fiscal cliff, reported **ArlNow.com**. Biden arrived at the restaurant around 1:15 p.m. to meet with seven people who say their finances would take a hit if the country goes over the fiscal cliff. Biden and his guests were taken to a separate section of the restaurant and guarded by security. Patrons were allowed to enter the restaurant after going through a security check, and a few dozen gathered around to listen to the Vice President speak. After finishing lunch with his guests, the Vice President spent some time taking photos with other customers.

■ WORLD OF BEER - BALLSTON

New Additions to World of Beer

World of Beer, your upscale neighborhood craft beer bar located in Ballston, now opens at 11:00 a.m. for lunch every day with new menu items such as Soup, Hot Turkey & Swiss, Ham & Gouda and Tomato & Mozzarella Sandwiches. In addition to their loyalty program where you get rewarded for each new beer you drink, you can now get rewarded with the Cardagin program for food, merchandise and gift cards. This program allows you to spend points to get free food or save up for the grand prize of beer school for you and a friend. As of December 29, **World of Beer** also serves wine and Champagne.

■ NONPROFIT ORGANIZATIONS

GLOBAL FREEDOM CENTER

Kelly Heinrich, President
2512 S. Arlington Mill Dr., Suite B
Arlington, VA 22206
Phone: (202) 695-3156
Email: kHeinrich@globalfreedomcenter.org
Website: www.globalfreedomcenter.org
SPONSOR: Ron Novak, Segue Technologies
Worldwide 27M people are enslaved and just 42K were identified last year. To change those numbers, the Global Freedom Center is training 5 million professionals by 2020 to identify & prevent human trafficking.

■ RETAIL

J. HILBURN MEN'S CLOTHIER

Sharla Bachrodt, Independent Style Consultant
3535 S. Ball St. #219
Arlington, VA 22202
Phone: (404) 513-5863
Email: sharla.bachrodt@jhilburnpartner.com
Website: www.jhilburn.com
SPONSOR: John Kell, M&T Bank
J. Hilburn brings you affordable custom luxury menswear, meeting with you to establish a measurement profile and create clothing that's fit and styled exclusively for you.

KINDER HAUS TOYS

Sue Pyatt, Owner/President
1220 N. Fillmore St.
Arlington, VA 22201
Phone: (703) 527-5933
Email: spyatt1@comcast.net
Website: www.kinderhaus.com
SPONSOR: Dave DeCamp, Newmark Grubb Knight Frank
A charming, Victorian-styled full-line children's store that includes classic and current toys and games, books, clothes, and sporting goods. Please join the fun!

MILESTONE ANNIVERSARIES

CONGRATULATIONS!

■ SIXTY-FIVE YEARS

VERIZON (FORMERLY BELL ATLANTIC AND POTOMAC C&P)

■ FIFTY-FIVE YEARS

CARUTHERS PROPERTIES LLC
SNELL CONSTRUCTION CORPORATION

■ FIFTY YEARS

MARYMOUNT UNIVERSITY
UNITED WAY OF THE NATIONAL CAPITAL AREA

■ TEN YEARS

BILLY BUCK, BUCK & ASSOCIATES
DOUBLETREE BY HILTON
WASHINGTON DC-CRYSTAL CITY
HILTON GARDEN INN

■ FIVE YEARS

CHRISSE O'DONNELL - RE/MAX
ROCKLANDS BARBEQUE AND GRILLING COMPANY

ANNUAL MEETING

Contratulations to the 2012 Award Winners!

At the Annual Meeting, 2012 Chamber Chair **Doug Brammer** and Chamber President **Rich Doud** honored those who have significantly contributed to the Chamber's successes over the past year with a presentation of the following annual awards:

President's Award - Michael Foster

The prestigious President's Award, sponsored by **Comcast**, was presented to **Michael Foster**, principal of **MTFA Architecture**. Foster was chosen for his outstanding work on behalf of the Chamber in the protracted lease negotiations that lead to successfully ensuring reasonable arrangements for the Chamber office location for the next dozen years.

Chair's Award - Marymount University

Marymount University was honored with the Chair's Award, which was accepted on behalf of the University by **Dr. Chris Domes**, Vice President for Student Development and Enrollment Management. As the University's primary Chamber representative, **Domes** has given his time and talents to the Chamber serving two years as the Chamber's Treasurer. **Marymount** has contributed to the Chamber through numerous sponsorships, including our Annual Corporate Sponsorship. **Domes** and his colleagues remain heavily involved in the Chamber through committees and event attendance.

Committee of the Year Award - Strategic Planning Task Force

The Committee of the Year Award, sponsored by **Dominion**, was presented to the Strategic Planning Task Force, a committee developed to establish goals to ensure the Chamber continues serving members to its greatest capacity. Under the counsel of a professional outside facilitator, the task force, comprised of key Chamber leaders and those with historical knowledge of the inner workings of the organization, created new mission and vision statements. Using these as guidance, they established five goals with specific objectives and strategies outlined.



Michael Foster accepting the President's Award from President Rich Doud and 2012 Chair Doug Brammer.



Chris Domes accepting the Chair's Award on behalf of Marymount University from Doug Brammer and Rich Doud.

2013 Arlington Chamber Chair, Officers and Board Members

2013 Executive Committee

David DeCamp, Chair
Tim Hughes, Chair-elect
Doug Brammer, Immediate Past Chair
Michael Foster, Past Chair
Rich Doud, President
Chris Domes, Treasurer
Lindsey Rheume, Assistant Treasurer*
Ron Novak, Vice Chair - Communications
Scott McCaffrey, Vice Chair - Economic Development & Government Affairs
Joe Prentice, Vice Chair - Member Affairs
Kevin Shooshan, Vice Chair - Membership Development
Greta Menard, Vice Chair - Special Interests*

* New member of the Executive Committee

2013 Board of Directors - New Directors

Lucy Bowen-McCauley, Bowen McCauley Dance
Ron Buchanan, Northern Virginia Community College
Maritza Lizama, The Washington Business Journal
John Murphy, Washington Workplace
Robb Parker, Vornado
Marie Schuler, Comcast
Jim Whelan, Proactive Smart Business Thinking LLC

2013 Board of Directors - Continuing Directors

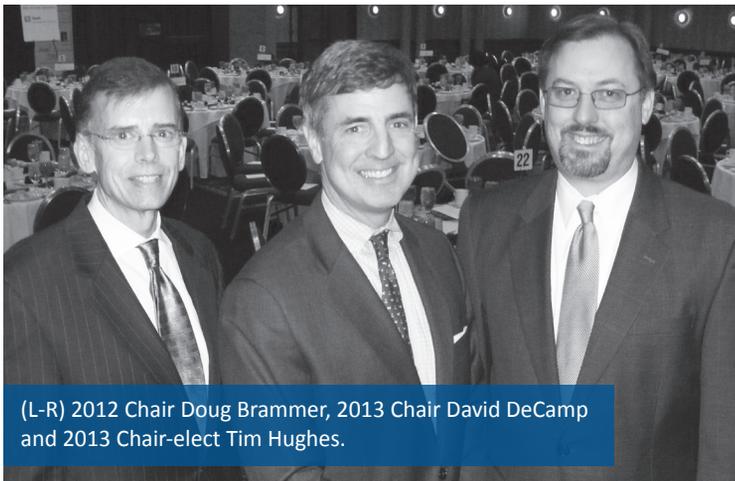
Doug Brammer
Jerry Caliguire
Charles Clohan
David DeCamp
J.R. Diffie
Chris Domes
Rich Doud
Michael Foster
Nancy Goodman
Brian Gordon
Mark Hadeed
Donna Rowe Hamaker
Robert Hawthorne
Sean Hosty
Tim Hughes
Todd Ihrig
David Isaacson
Todd Jerscheid
Sonia Johnston
Deborah Lipman
Scott McCaffrey
Andrew McGeorge

Greta Menard
Patrick Murphy
Barbara Nicastro
Ron Novak
Joe Prentice
Lindsey Rheume
Grace Shea
Kevin Shooshan
John Snedden
Adrian Stanton
Karolyn Stuver
COL. Fern Sumpter,
 U. S Army liaison to the Board
Shannon Swahn Bailey
Gordon Thrall
Brenda Turner
Tina Walker
Patricia Williamson
Todd Yeatts
Mark Zetlin

Chamber Achievements of 2012

As we enter into the new year, it is important to look back on the hard work of the past year from the Chair, Officers, Directors, staff and members, and to acknowledge the resulting accomplishments of the Chamber. A few of the Chamber's efforts in 2012, which were highlighted at the Annual Meeting, include:

- Authorizing and implementing a three-year strategic plan with five big picture goals and 86 specific action steps to be accomplished to help better serve Chamber members,
- A successful move of the Chamber office to interim space including protracted contract negotiations, site designs, arrangements with vendors and installation of a new telephone system,
- Joining with County Board Chair Mary Hynes on her new PLACE initiative,
- Creating The Chamber Scene section of the Chamber's print and electronic newsletters (see page 8). This section serves to update the Chamber membership about the community events and activities in which the Chamber participates,
- Developing a Promotional Opportunities Packet which streamlines opportunities and resources available within the Chamber for members,
- Producing a Chamber marketing brochure,
- Adding a part-time Events Associate, Cassie Bate (pictured below), which has allowed the Chamber to increase member outreach and evaluate adding additional programs and events,
- Creating and implementing of the Understanding Today's Technology series, which provides another educational opportunity for our membership,
- Producing a successful Opportunity Works Campaign, raising over \$254,000 in income for the Chamber's operating budget,
- Hosting a Membership Information Reception for prospective members hosted by the Board of Directors and Opportunity Works Campaign volunteers,
- Greatly increasing Chamber presence on social media including Facebook, Twitter and LinkedIn,
- And developing targeted Board efforts with regard to growing membership.



(L-R) 2012 Chair Doug Brammer, 2013 Chair David DeCamp and 2013 Chair-elect Tim Hughes.



Chamber Events Associate Cassie Bate sells Tropical Vacation Raffle tickets for the Gala at the Annual Meeting.

Special Thanks to Our Annual Meeting Sponsors

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THE CHAMBER SCENE

THE CHAMBER SCENE MID-NOVEMBER THROUGH MID-DECEMBER

Your Chamber in the Community

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

Mid-November through Mid-December:

November 20 - Meeting with County Board Chair Mary Hynes and Legislative Liaison Pat Carroll regarding transportation issues. Attendees: President **Rich Doud** and 2013 Chair **David DeCamp**.

November 26 - Meeting of the U.S.S. Arlington Commissioning Committee. Attendees: President **Rich Doud** represents the Chamber, and other Chamber members serve on the committee.

November 27 - Young Professionals Group of Leadership Arlington's "Arlington's Got Talent" Event. Attendees: 2012 Chair **Doug Brammer**, President **Rich Doud** and a number of other Directors and members. Past Chair **Michael Foster** served as a judge.

November 29 - Groundbreaking for the new Tanger Outlet Mall at National Harbor. Attendees: Staff **Kate Roche** and **Chris Hunter**.

December 4 - A group of Directors, including 2012 Chair **Doug Brammer** and President **Rich Doud**, met with Virginia State Senator Janet Howell about the upcoming Legislative session of the Virginia General Assembly.

December 7 - Treasurer **Chris Domes**, 2012 Chair **Doug Brammer**, 2013 Chair **David DeCamp** and President **Rich Doud** met with Virginia Delegate Alfonso Lopez.

December 7 - **Marymount University's** Holiday Open House. Attendees: Treasurer **Chris Domes**, Past Chair **Michael Foster** and President **Rich Doud**.

December 11 - Economic Development Commission meeting. Attendees: President **Rich Doud** and other members.

December 12 - Holiday Reception at **The Business Bank**. Attendees: Staff **Kate Roche** and **Rich Doud**.

December 12 - Northern Virginia Transportation Alliance transportation funding meeting. Attendees: President **Rich Doud**.

December 12 - Joint Base Myer-Henderson Hall's "Spirit of the Season" Holiday Reception. Attendees: Chamber President **Rich Doud** and a number of Chamber Directors.



Groundbreaking of Tanger Outlets Mall in National Harbor.

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Providing Education to Meet Community Needs

The Chamber's Community Action Committee held its final Nonprofit Forum of 2012 on December 10 titled "Key Proponents of a Grant Proposal," presented by The Foundation Center Washington DC office Director, Patricia Pasqual. Pasqual was appointed Director of the Foundation Center's regional office in DC in April 2008. As Director, she oversees the office's information services, training programs, special events and plans outreach to local, national, and international nonprofit organizations and to grantmakers, as well as to Congress and the Center's Cooperating Collections in the mid-Atlantic region.

Pasqual lead a fast-paced discussion on the elements of writing an effective, appealing grant in today's competitive funding market to the nearly 30 attendees. She provided numerous key tips to navigating the fine print of grant proposals, from how to create a convincing narrative to whether to use staples or paper clips for hard copy proposals. Pasqual also provided numerous resources for both the novice and experienced grant-writer on project evaluation, measurement tools and researching best practices.



Nonprofit Forums are quarterly events organized by the Chamber's Community Action Committee to provide business support to member nonprofit organizations. The Community Action Committee raises the business community's awareness of nonprofit organizations and focuses its efforts and energies in addressing those needs by connecting the Chamber's business and nonprofit members.

Stay tuned for information regarding the Community Action Committee's third and final forum in the grantwriting series on grant acknowledgement and reporting!

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

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For more information: ☎ 703-525-2400 ✉ communications@arlingtonchamber.org

FACEBOOK

You like us, you really like us!

Did you know the Chamber has a new Facebook page?

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

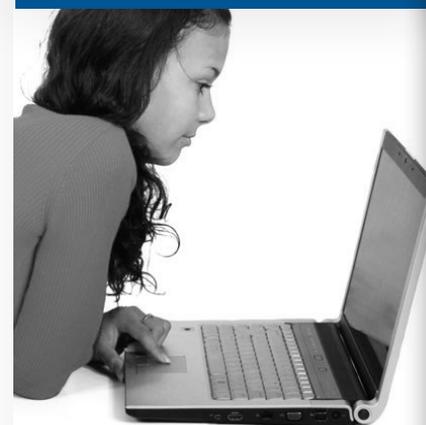
Interact with other members, share your opinions on the Chamber's posts and see photos from the Chamber's most recent events. You might be in them! The more you comment and like, the better chance you have of being picked as the Chamber's "Fan of the Week!"



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

✉ www.facebook.com/ArlingtonChamberVA

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Two Major Development Projects Approved for Courthouse Area of Arlington

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

The Arlington County Board approved two major development projects earlier this month designed at creating new sustainable, energy-efficient buildings in the County.

The Board approved a redevelopment plan for 2311 Wilson Boulevard, located near the Courthouse Metro and known as the "Clean Technology Center." In addition to creating an eight-story sustainable, LEED gold office building, the center will also include ground floor retail, a childcare facility, conference room and a fitness center. A separate retail pavilion is also approved should the adjoining property owner decide to redevelop, and there will be publicly accessible open space behind the building, as well as a pedestrian walkway for commuters to easily access the Metro.

To secure Board approval, the developer, Otter Wilson Boulevard L.L.C., revised plans to include sufficient building taper up from the Lyon Village neighborhood north and west of the site to minimize impact on the Lyon Village area. The developer revised the design and architecture of the building's north façade to offer more of a taper from the neighborhood and reduces the building's floor area by about 4,249 SF. The developer also agreed to make a \$1.6 million community facilities contribution for improvements to the Metro's Court House Station elevators.

The development is an update to a site plan that originally was approved as a redevelopment plan for the Courthouse area in 1989 under the Courthouse Sector Plan. The original site plan consisted of a 10-story residential building with ground floor retail—which was completed in 2000—and an office building with ground floor retail and a childcare facility that was never constructed. This new plan is designed to be more energy-efficient and also fulfill the Courthouse Sector Plan's vision of establishing a visual identity for the Courthouse area.

The Board also approved a mixed residential-retail redevelopment of the Bergmann's dry cleaning plant site that will bring a MOM's Organic Market to the neighborhood and add affordable housing on-site. Developer McCaffery Interests wants to redevelop both the Bergmann's site and the block to the east that is currently developed with five vacant single-family homes. The new plan will create more than 200 apartments on the two parcels, as well as a two-to-three story building with more than 13,00 SF of retail, including the specialty grocery store, apartments above the retail and stacked flats ringing the parking garage.

As part of the County's green building initiative, both buildings will be designed to achieve LEED Gold certification and will commit to the new energy efficiency and energy usage reporting criteria of the recently updated Green Building Density Incentive Policy.



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Seminar

January 15, 2013
8:30 - 9:30 a.m.

Arlington Chamber
of Commerce

Register: www.arlingtonchamber.org

Raising Capital for a Small Business

by Jim Whelan, Proactive Smart Business Thinking, LLC

At the November Roundtable Scott Taylor, principal with Smolen Plevy, shared information on the recently enacted Jumpstart Our Business Startups Act (JOBS Act). Taylor's practice is primarily focused on general corporate and business law.

The JOBS Act was signed into law April 5, 2012. The act's purpose is to ease securities regulations to promote investments in small businesses. One way to achieve this is by creating a new Crowdfunding Exemption under the securities law.

Current SEC regulations deal with significant amounts of money raised through a public offering such as an IPO. In order to satisfy the SEC requirements, the expense can run into hundreds of thousands of dollars. That has precluded most small companies from publicly raising funds for smaller amounts.

The new Crowdfunding Exemption is designed to allow companies to seek small investments from a large number of investors. The SEC was given until the end of 2012 to develop regulations related to the new Crowdfunding Exemption. The Exemption is not available until the new regulations are issued.

General Description of Exemption

- There are limits on the amount a company can raise – \$1,000,000 in any 12 month period
- There are limits on the amount any one investor can invest in a 12-month period
- All Crowdfunding investments must go through an Intermediary (a broker or funding portal)
- There are general resale restrictions for one year after purchase
- There is an exclusion from the shareholder cap that would otherwise require a company to register with the SEC
- Companies are required to provide certain information to the SEC and potential investors
- Companies cannot advertise the terms of the Crowdfunding offering, except for notices that direct investors to the funding portal or broker

Bottom line from the Roundtable

The purpose of the JOBS Act is to ease securities regulation to promote investment in small business. January 1, 2013 is the date Congress gave to the SEC to issue regulations related to the new Crowdfunding Exemption. The Exemption is not available until the new regulations are issued. Please consult professional advisors before utilizing the new Crowdfunding Exemption.

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

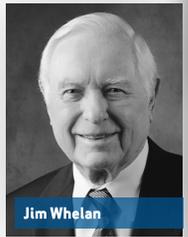
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JANUARY
SMALL BUSINESS ROUNDTABLE

JANUARY 30

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

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



Jim Whelan

The roundtable, facilitated by **Jim Whelan of Proactive Smart Business Thinking, LLC**, discusses topics essential to the success of small businesses. It is free for members, though registration is required, and is held the last Wednesday of each month in the Chamber Board Room.



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



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THANK YOU!

- Key Bridge Marriott for hosting the December Board of Directors Meeting
- The Hilton Garden Inn in Shirlington for hosting the December Business After Business
- World of Beer for hosting our Holiday Party