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SAVE THE DATE

BUSINESS AFTER BUSINESS

JANUARY 22
5:00 - 7:00 p.m.
Ruth's Chris Steakhouse

SELF AWARENESS SEMINAR

FEBRUARY 10
7:30 - 9:30 a.m.
Chamber Board Room



ANNUAL MEETING REVIEW

The 90th Annual Meeting

On Friday, December 12, over 250 members, sponsors, and guests gathered at the **Sheraton Pentagon City Hotel** to celebrate the success of 2014 and look forward to what is to come in the next year. The afternoon included presentation of awards, announcement of 2015 Board of Directors, and Keynote Speaker, **Tim Keating** of **The Boeing Company**.

Turn to page 6-7 to view photos and see a list of the winners and sponsors.



Tim Hughes, Terry Kenny, Tim Keating, and Kate Roche.

ARLINGTON BUSINESS GALA PREVIEW

Mark Your Calendar for Arlington's Best Night Out



Greg Hamilton, Dr. Shank, Susan Anderson, and Michael Foster at the 2014 Gala.

Celebrate the new year and the Chamber's 91st year in business at the annual Arlington Business Gala on Saturday, January 31, 2015 at **The Ritz-Carlton, Pentagon City**. Don't miss this opportunity to mix and mingle with the movers and shakers of the County's business scene. Prepare for an evening full of delicious food, tempting drinks, lively music and the best auction items in town. The evening kicks off at 6:30 p.m. with a cocktail hour and silent auction, followed by dinner and the live auction.

This year's auction items include:

- Evgeny Kuznetsov autographed 40th anniversary puck (courtesy of **Washington Capitals**)
- Two night hotel stay with breakfast (courtesy of the **Key Bridge Marriott**)
- And much more!

At the gala, the Chamber will draw a winner for the Tropical Vacation Raffle. The winner will receive accommodations and all inclusive fees for four nights for two people at St. James Club Morgan Bay, St. Lucia. **A total value of up to \$2,900!** Raffle tickets are \$30 each or four for \$100. Ticket holders does not need to be present at the gala to be eligible to win.

The Chamber's Arlington Business Gala only happens once a year, so secure your seats for "Arlington's Best Night Out" today. We'll see you there!

To register or purchase raffle tickets, visit www.arlingtonchamber.org/events or call 703-525-2400. Sponsorship opportunities are still available. For more information email events@arlingtonchamber.org

SPECIAL THANK YOU TO

GRAND SPONSOR

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CENTER**
4040 WILSON

THE CHAMBER

■ EXECUTIVE COMMITTEE

Kevin Shooshan, Chair
 Todd Yeatts, Chair-elect
 Tim Hughes, Immediate Past Chair
 David DeCamp, Past Chair
 Kate Roche, President & CEO
 Lindsey Rheume, Treasurer
 Tina Walker, Assistant Treasurer
 Shannon Bailey, Vice Chair - Communications
 David Kinney, Vice Chair - Economic Development
 & Government Affairs
 Joe Prentice, Vice Chair - Member Affairs
 David Isaacson, Vice Chair - Membership
 Development
 Donna Hamaker, Vice Chair - Special Interests

■ DIRECTORS

Renee Aldrich, United Bank
 Nyambo Anulouha, Arlington Community
 Federal Credit Union
 Shannon Bailey, Global Thinking
 Lucy Bowen McCauley, Bowen McCauley Dance
 Jeffrey Burnham, Turner Construction Company
 Linda Chandler, Linden Resources, Inc.
 Crystal Christmas-Watson, Crystal City Marriott
 Charles Clohan, Dittmar Company
 David DeCamp, Newmark Grubb Knight Frank
 Pinkie Dent Mayfield, Graham Holdings
 Amanda Fischer, Grade A Marketing
 Michael Foster, MTFA Architecture
 Angela Fox, Crystal City Business Improvement
 District
 Betsy Frantz, Leadership Arlington
 Dennis Gaffney, RTKL Associates, Inc.
 Michael Garcia, State Farm Insurance
 Mark Hadeed, Hadeed In Home & Office Cleaning
 Services
 Donna Hamaker, Buck & Associates Realtors
 Greg Hamilton, Arlington Magazine
 Sean Hosty, Sean Hosty - Morgan Stanley LLC
 Timothy Hughes, Bean, Kinney & Korman, P.C.
 Todd Ihrig, H.D. Vest Investment Services
 David Isaacson, Technology Management Inc.
 Deborah Johnson, Dominion
 David Kinney, Kinco, LC
 Tina Leone, Ballston Business Improvement District
 Deborah Lipman, Metropolitan Washington Airports
 Authority
 Greg Mullan, George Mason Mortgage, LLC
 Dr. Patrick Murphy, Arlington Public Schools
 John Murphy, Washington Workplace
 Barbara Nicastro, The Law Offices of Barbara E.
 Nicastro
 Ron Novak, Segue Technologies
 Robb Parker, Vornado/ Charles E Smith
 Joe Prentice, State Department Federal Credit Union
 Jay Reiner, Jay E. Reiner, CPA
 Lindsey Rheume, Eagle Bank
 Kate Roche, Arlington Chamber of Commerce
 James Ryerson, Marymount University
 Marie Schuler, Comcast Cable Communications
 Grace Shea, Lebanese Taverna
 Kevin Shooshan, The Shooshan Company
 John Snedden, Rocklands Barbeque and Grilling
 Company
 Karolyn Stuver, Fluor
 Tina Walker, BAE Systems
 Patricia Williamson, WETA
 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 Roche, President & CEO
 Mike Rosenow, Membership Director
 Cassie Bate, Events & Development Director
 Devin Joyce, Member Services Administrator
 Joseph Meyer, Part-time Events Associate

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

JANUARY AT THE CHAMBER

AMBASSADOR COMMITTEE MEETING	5 MONDAY 4:15 p.m. - 5:15 p.m. Chamber Board Room
COMMUNICATIONS COUNCIL MEETING	6 TUESDAY 8:30 a.m. - 9:30 a.m. Chamber Board Room
SMART START	6 TUESDAY 4:00 p.m. - 5:15 p.m. Chamber Board Room
GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE OPEN MEETING	7 WEDNESDAY 8:00 a.m. - 9:00 a.m. Chamber Board Room
BREAKFAST CONNECTION	8 THURSDAY 7:30 a.m. - 9:00 a.m. Holiday Inn Rosslyn
MEMBERSHIP DEVELOPMENT COMMITTEE MEETING	13 TUESDAY 4:30 p.m. - 5:00 p.m. Lyon Hall
OPPORTUNITY WORKS - VOLUNTEER RECRUITMENT EVENT	13 TUESDAY 5:00 p.m. - 6:00 p.m. Lyon Hall
EXECUTIVE COMMITTEE MEETING	10 WEDNESDAY 8:00 a.m. - 9:30 a.m. Chamber Board Room
MARTIN LUTHER KING, JR. DAY	19 MONDAY CHAMBER OFFICE CLOSED
GOVERNMENT AFFAIRS/ECONOMIC DEV. COMMITTEE CLOSED SESSION	21 WEDNESDAY 9:00 a.m. - 10:00 a.m. Chamber Board Room
BUSINESS AFTER BUSINESS	22 THURSDAY 5:00 p.m. - 7:00 p.m. Ruth's Chris Steak House
BOARD OF DIRECTORS MEETING	23 FRIDAY 10:30 a.m. - 2:00 p.m. The Boeing Company
COMMUNITY ACTION COMMITTEE MEETING	28 WEDNESDAY 8:30 a.m. - 9:30 a.m. Chamber Board Room
SMALL BUSINESS ROUNDTABLE	28 WEDNESDAY 11:45 a.m. - 1:00 p.m. Chamber Board Room
EDUCATION & WORKFORCE DEVELOPMENT COMMITTEE MEETING	28 WEDNESDAY 4:00 p.m. - 5:00 p.m. Arlington Career Center
THE 91ST ANNUAL ARLINGTON BUSINESS GALA	31 SATURDAY 6:30 p.m. - 12:00 a.m. Ritz-Carlton, Pentagon City Hotel

SMART START

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

6 TUESDAY
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.

8 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.

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

**RUTH'S
 CHRIS
 STEAK HOUSE**

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.

This year....Don't Forget About your Chamber

I welcome you to a "new Chamber" with new leadership in place, a new office and some new and exciting plans for the future. As somebody involved directly in the recent search process for the new President & CEO, I can tell you firsthand that we have made a great decision for The Chamber, and Arlington County. Much like her predecessor, Kate Roche brings something to this job that's difficult to find, and that's passion and love for this great County. I look forward to a New Year and new era with Kate at the top.

If there's one message I can leave you with today, it's the same I spoke about at the Chamber's Annual Meeting in December: "Please use your Chamber!"

For over 90 years The Arlington Chamber of Commerce has grown its network, and today we sit with about 700 members represented by 49 members of the Board of Directors. These members come from large companies such as Boeing and Marriott, all the way to independent contractors and community banks, restaurants, and service industries - I could go on down the list.

Not only does the Chamber provide this network, but numerous events in order to use these contacts on a constant basis. Here are a few popular examples:

- Looking to learn about how to make the most out of your Chamber membership? Attend a free SMART Start seminar. These events provide an opportunity to grow your network with the help from the Chamber, while enhancing your skills to do so on your own.
- Are you an early riser looking to make new contacts quickly? Attend a Breakfast Connection speed networking event.
- Looking to have a personal impact? Join a committee. The Chamber has nine active committees which allow members to get involved in issues ranging from Education & Workforce Development to Green Business.
- And if you like to go big, focus on our signature events. The next one being the biggest of the year, the 91st Annual Business Gala (Arlington's Best Night Out) on January 31st at the Ritz-Carlton, Pentagon City. Hundreds of top business leaders will be there, along with elected officials and other community leaders. It's a chance to connect with people you might not meet elsewhere; all while enjoying amazing food and drinks as well as silent and live auctions and music with a live band.

And what's the Chamber working on that new this year?

- ShopChamber just launched in December. This is a new Chamber initiative which encourages member-to-member business and referrals. We promote a different industry each month, providing marketing opportunities including a marketing "tool kit" for your industry.
- The Young Entrepreneurs Academy ("YEA!") will launch in this month. This is an innovative program that enables middle and high school students to start their own real businesses. Classes will take place at Marymount University. We've been incredibly impressed by our group of applicants, and can't wait to see what these young people do over the course of the program and beyond.

I'm excited and honored to be in this position for 2015, and I want to leave both Arlington and your business in a better position in December, than today. I'm not just here to play, I want some wins for your businesses and Arlington. To provide a recent quote from Paul Pierce of our beloved Wizards, "I didn't just come here to make the playoffs, trust me."



Kevin Shooshan
The Shooshan Company



2015 ANNUAL CORPORATE SPONSORS



BAE SYSTEMS



FLUOR

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 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

■ ACCOUNTING & BOOKKEEPING
SUPPORTING STRATEGIES
Indy Zakaryte
1727 King Street, Suite 300
Alexandria, VA 22314
Phone: (571) 277 4052
E Mail: izakaryte@supportingstrategies.com
Web Address: supportingstrategies.com
Sponsor: Staff
Supporting Strategies provides timely, efficient and high quality outsourced bookkeeping and operational support to small and medium size growing businesses.

■ BEAUTY COSMETICS & SPAS
NOLAS SALON
Sophia Le
2700 Clarendon Boulevard, Suite R 330
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Phone: (703) 527 9644
E Mail: nolassalon@verizon.net
Web Address: nolassalon.com
Sponsor: Sue Pendleton, Market Common Clarendon
We provide the ultimate salon experience for all of our clients. Our services include all hair services, waxing & threading, brow & eyelash tinting, facials, all nail services, and eyelash extensions.

MILESTONE ANNIVERSARIES



CONGRATULATIONS!

- EIGHTY YEARS
BB&T BANK
- SEVENTY FIVE YEARS
DOMINION
- SEVENTY YEARS
ARMY NAVY COUNTRY CLUB
- FORTY YEARS
MURRAY, JONSON, WHITE & ASSOCIATES, LTD.
- THIRTY FIVE YEARS
GEORGE MASON UNIVERSITY
- TWENTY YEARS
WOMEN IN MILITARY SERVICE FOR AMERICA MEMORIAL FOUNDATION, INC.
- FIFTEEN YEARS
SEAN HOSTY - MORGAN STANLEY, LLC
- FIVE YEARS
AMERICAN DISPOSAL SERVICES

MEMBERS IN THE NEWS

■ CARDINAL BANK

Lee Harrison office is fifth location in vibrant and thriving Arlington County

Cardinal Bank is pleased to announce the opening of its new banking office in Arlington, Virginia. Located at 5335 Lee Highway, in the Lee Harrison shopping center, this office is **Cardinal's** fifth in Arlington County, and expands its branch network to 32 locations in the Greater Washington region. Well-known community banker, **Mack Bahri**, will lead the Lee Harrison banking team. **Bahri** has extensive expertise in relationship management, small business solutions and community outreach. Most recently, he served as Vice President and branch manager with another regional bank. **Bahri** is joined by a team of experienced bankers, who are prepared to meet the full range of financial needs of the clientele.

■ LEADERSHIP ARLINGTON

40 Under 40 Recognizes Emerging Trailblazers

At a sold out event with almost 300 people in attendance, **Leadership Arlington** held its first annual 40 Under 40 at **Army Navy Country Club** on Thursday, December 4, 2014, in partnership with the **Arlington Chamber of Commerce**, **Arlington Community Foundation**, **Arlington Economic Development** and the **Sun Gazette**. **Leadership Arlington's** 40 Under 40 event recognized 40 emerging leaders under the age of 40 who demonstrated impact personally and/or professionally through their exceptional leadership in the DC metropolitan region. This event was an opportunity to show support and invest in this next generation of trailblazers.

■ MARYMOUNT UNIVERSITY & ARLINGTON COMMUNITY FOUNDATION

Vor der Bruegge Named Founding Director of Nonprofit Resource Center

Anne Vor der Bruegge has been named founding director of the **Marymount University** Nonprofit Resource Center in Partnership with the **Arlington Community Foundation**. The mission of the center is to educate local leaders and advance best practices in the nonprofit and philanthropic community through academic programs, consulting and research that examines issues of importance to the nonprofit community and the university. **Vor der Bruegge** previously served as community school coordinator at **Carlin Springs Elementary School**. She is also on the Arlington Partnership Foundation's board of directors, is the grant reviewer for the **Arlington Community Foundation** and volunteers with **Arlington Street People's Assistance Network**. She has worked with **Arlington Partnership for Children, Youth and Families**; **Healthy Families Arlington**; and **Jubilee Jobs Inc.** She earned her bachelor of arts degree in psychology and anthropology and a master's degree in planning and community development from the University of Virginia.

■ ARLINGTON COUNTY

2014 Human Rights Award Winners Announced

Two individuals and three non-profit organizations were selected as winners of the 2014 James B. Hunter Human Rights Award, the Arlington Human Rights Commission announced. Barbara Amaya, Stephen Fowler, **The Reading Connection**, **Animal Welfare League**, and **Doorways for Women and Families** are this year's honorees. The Hunter awards are named for the former County Board Member, who spent years in public service working on behalf of individuals with little access to government. The James B. Hunter Award recognizes sustained commitment and/or outstanding accomplishment in the area of human rights made in Arlington by an individual, community group, non-profit organization or business.

MEMBERS IN THE NEWS

■ LINDEN RESOURCES

MIRACLE ON 23RD STREET: A HOLIDAY CELEBRATION!

On Friday, December 5th, nearly 200 Arlingtonians gathered on the front lawn of **Linden Resources'** headquarters to celebrate Miracle on 23rd Street, the annual holiday celebration which has become the traditional kick-off to the holiday season in Arlington County. After brief remarks from **Jay Fisette**, Chair, Arlington County Board; **Delegate Patrick A. Hope**, Representative for Virginia's 47th District; **Bob Cunningham**, Chair of the **Linden Resources** Board of Directors; and **Linda Chandler**, Chief Executive Officer, **Linden Resources**, the crowd witnessed the lighting of the beautiful 50 foot plus spruce that anchors **Linden's** front lawn. Shortly after the lighting of the tree, the **Arlington County Fire Department** flew down 23rd Street with Santa aboard. The crowd followed Santa inside the **Linden** headquarters where children's activities and delicious food donated by local restaurants were enjoyed by all. Proceeds from a silent auction and raffle benefitted **Vets Ready2Work**, a program operated by **Linden Resources** that provides job readiness and placement services to wounded warriors.

■ BUCK & ASSOCIATES

Buck and Associates makes Donation to Phoenix House Mid-Atlantic

Buck and Associates continued its tradition of giving back to the Arlington community by donating \$5000 to **Phoenix House Mid-Atlantic**. For more than 52 years, **Phoenix House Mid-Atlantic** (formerly Vanguard Services Unlimited) has been a critical non-profit behavioral healthcare resource to residents of Arlington and the region. **Phoenix House** has provided high quality treatment for more than 35,000 adolescents and adults to reclaim their lives from the ravages of substance use and addiction. **Phoenix House** is a beacon of hope for the most vulnerable teens, young adults, mothers with small children, veterans, and other individuals.

SHOPCHAMBER

ShopChamber - Financial Services

Every day you interact with other businesses, vendors and local establishments. Why not consider your fellow Chamber members first? ShopChamber is an initiative to encourage member-to-member business, referrals and over all support. When we "shop" our local community, and specifically Chamber members, we directly promote and stimulate a strong and vibrant local economy.



Visit the Chamber website to view extensive list of Financial Services members. Stop by your local bank branch or prepare for tax season with one of our wonderful Accountants!

WELCOME NEW MEMBERS

■ BROADCASTING

ADVERTISE PUBLICIZE, LLC

Herbert Cohen
726 Fitzwatertown Road, Suite 8
Willow Grove, PA 19090
Phone: (610) 733 7830
E Mail: hcohen@executiveleadersradio.com
Web Address: executiveleadersradio.com
Sponsor: Staff
We conduct "elite interviews" of CEO's, CFO's, and Presidents of successful businesses.

■ CONSULTING

SHIRAH COHEN - INDEPENDENT CONSULTANT

Shirah Cohen
1900 N. Nottingham St.
Arlington, VA 22205
Phone: (703) 851 0545
E Mail: shirah.cohen@gmail.com
Sponsor: Mike Garcia, State Farm Insurance
Work with caused-based organizations to define organizational strategies aligned with mission; develop content and funding partners; win competitive proposals/grants; and build/grow programs.

■ CONSULTING

TAZEWELL STRATEGIES

David Potts
604A N Tazewell St
Arlington, VA 22203
Phone: (703) 850 3061
E Mail: david@tazewellstrategies.com
Web Address: tazewellstrategies.com
Sponsor: Staff
Tazewell Strategies is an Arlington-based firm specializing in government business development consulting plus customer relations and sales training.

■ ENVIRONMENTAL SERVICES

REPUBLIC SERVICES

Holly Jeter
4619 West Ox Road
Fairfax, VA 22030
Phone: (703) 818 8222
E Mail: hjeter@republicservices.com
Web Address: republicservices.com
Sponsor: Staff
Republic Services works hard to meet your waste and recycling needs. From small containers to large compactors, we provide a range of services.

■ REAL ESTATE - COMMERCIAL

MEANY & OLIVER COMPANIES

Martin Griffin
8300 Greensboro Dr., Suite 425
McLean, VA 22102
Phone: (703) 448 9400
E Mail: martin@meanyoliver.com
Web Address: meanyoliver.com
Sponsor: Staff
We are a privately held commercial real estate firm in the DC metropolitan area. Our firm's primary goal is to help clients maximize the value of their commercial real estate assets.

WELCOME NEW MEMBERS

■ REAL ESTATE - DEVELOPERS & MANAGEMENT

KINCO, LC

David Kinney
2300 Wilson Boulevard, 7th Floor
Arlington, VA 22201
Phone: (703) 757 0700
E Mail: kincomanagement@gmail.com
Sponsor: Kevin Shooshan, The Shooshan Company
We manage numerous retail, residential, office, and timber properties, as well as manage investments accounts for select clients.

■ REAL ESTATE - RESIDENTIAL
MARK PFEIFER - KELLER WILLIAMS REALTY

Mark Pfeifer
2101 Wilson Blvd, Suite 100
Arlington, VA 22201
Phone: (703) 224 6000
E Mail: mark.pfeifer@kw.com
Web Address: smartgrowthliving.com
Sponsor: Staff
Real Estate Advisor helping people find their dream homes. Excellent Driven, Community Minded!

■ REAL ESTATE - RESIDENTIAL
REID VOSS - AVERY HESS REALTORS

Reid Voss
6369 Rolling Mill Place #103
Springfield, VA 22152
Phone: (703) 403 6855
E Mail: reidvoss@gmail.com
Web Address: reidvoss.com
Sponsor: Greg Mullan, George Mason Mortgage
I am real estate professional that focuses on the Arlington community. I specialize in explaining the tax advantages of both home ownership and real estate investment.

■ RESTAURANTS & FOOD SERVICES
CHAMPPS AMERICANA

Siduo Ai
1201 S. Joyce St., Suite C 10
Arlington, VA 22202
Phone: (703) 414 3601
E Mail: 65226@lastcalloppo.com
Web Address: champps.com
Sponsor: Staff
Crave-able food prepared from scratch, ice-cold beer, friendly servers and bartenders with big screens. Make Champps your premier sports bar!

■ TECHNOLOGY & COMPUTER SERVICES

MARKDUN SYSTEMS

Duni Zenaye
901 S. Highland St, Suite 333
Arlington, VA 22204
Phone: (571) 429 6018
E Mail: duni@markdun.com
Web Address: www.markdun.com
Sponsor: Staff
Provides cutting edge IT services such as networking, virtualization, VMware configuration, installation, administration and Information Technology Architect services.

ANNUAL MEETING REVIEW

Congratulations to the 2014 Award Winners

2014 Chair **Tim Hughes, Bean, Kinney & Korman**, and President & CEO **Kate Roche** honored those who have significantly contributed to the Chamber's successes in 2014 with a presentation of the annual awards.

President's Award - Lindsey Rheume, EagleBank

The prestigious President's Award, sponsored by **Comcast**, was presented to **Lindsey Rheume of EagleBank**. As Chamber treasurer, **Lindsey** has played a vital role in this year's many transitions. He has worked closely with fellow Board members, Chamber staff, and vendors to better the Chamber, both financially and beyond.

Chair's Award - Ballston BID

The Ballston BID was honored with the Chair's Award, sponsored by **The Boeing Company**, which was accepted on behalf of **the Ballston BID** by **Tina Leone**, President and CEO. In addition to being an Annual Corporate sponsor, **the Ballston BID** has partnered with the Chamber on a number of events in the last few years including Holiday Cheer on Tap and the Future of the Ballston Mall Panel Discussion. Increasing partnerships within Arlington was a big part of the Chamber's strategic plan, and our relationship with the Ballston BID is a perfect example of a successful partnership.

Committee of the Year Award - Government Affairs & Economic Development

The Committee of the Year Award was presented to the Government Affairs & Economic Development Committee, co-chaired by **Tad Lunger** and **Brian Gordon**. The committee has worked very closely with County and State officials to speak to the committee on a monthly basis. They have updated the schedule to meet bi-monthly to determine legislative positions on behalf of the Chamber.

The Chamber's Achievements of 2014

As we enter into the new year, it is important to look back on the hard work of the past year from the Chamber's Chair, Officers, Directors, staff and members, and to acknowledge the resulting accomplishments of the Chamber. A few of the Chamber's efforts in 2014 include:

- Launched ShopChamber initiative to encourage and celebrate investing in the Arlington Community.
- Relocated the Chamber office back to the Courthouse neighborhood after two years in a temporary space.
- Launched Young Entrepreneurs Academy and will facilitate the educational program for Arlington youth for the next three years.

Special Thanks to Our Annual Meeting Sponsors

Grand Sponsor



President's Award Sponsor
Comcast

Chair's Award Sponsor
The Boeing Company

Premier Sponsors

Bean, Kinney & Korman PC
Fluor
John Marshall Bank
Linden Resources
Metropolitan Washington Airports Authority
United Bank
Washington Workplace

Benefactor Sponsors

Arlington Community
Federal Credit Union
Cardinal Bank
M&T Bank
The Shooshan Company

Patron Sponsors

Arlington Community Foundation | CroppMetcalf Services
Donna Hamaker - Buck & Associates | Jay E. Reiner, CPA
RentDittmar.com by Dittmar Company | Segue Technologies, Inc.
Technology Management, Inc. | Todd Ihrig - H.D. Vest Investment Services

2015 Arlington Chamber Officers and Directors

2015 Executive Committee

Kevin Shooshan, Chair
Todd Yeatts, Chair - Elect
Tim Hughes, Immediate Past Chair
David DeCamp, Past Chair
Kate Roche, President & CEO
Lindsey Rheame, Treasurer
Tina Walker, Assistant Treasurer
Shannon Bailey, Vice Chair - Communications
David Kinney, Vice Chair - Economic Development
 & Government Affairs
Joe Prentice, Vice Chair - Member Affairs
David Issacson, Vice Chair - Membership Development
Donna Hamaker, Vice Chair - Special Interests

2015 Board of Directors - New Directors

Nyambo Anulouha, Arlington Community Federal Credit Union
Pinkie Dent Mayfield, Graham Holdings
Michael Foster, MTF Architects
Angela Fox, Crystal City BID
Dennis Gaffney, RTKL Associates
Todd Ihrig, HD Investment
David Kinney, Kinco, LC
Tina Leone, Ball Business Improvement District
Tristan Wright, M&T Bank

2015 Board of Directors - Continuing Directors

Renee Aldrich	Greg Mullan
Shannon Bailey	Patrick Murphy
Lucy Bowen McCauley	John Murphy
Jeffrey Burnham	Barbara Nicastro
Linda Chandler	Ron Novak
Crystal Christmas-Watson	Robb Parker
Charles Clohan	Joe Prentice
David DeCamp	Jay Reiner
Amanda Fischer	Lindsey Rheame
Betsy Frantz	James Ryerson
Michael Garcia	Marie Schuler
Mark Hadeed	Grace Shea
Donna Hamaker	Kevin Shooshan
Greg Hamilton	John Snedden
COL Michael Henderson	Karolyn Stuver
Sean Hosty, CFP	Tina Walker
Tim Hughes	Patricia Williamson
David Isaacson	Todd Yeatts
Deborah Johnson	Mark Zetlin
Deborah Lipman	



Tad Lunger accepting the Committee of the Year Award on behalf of the Government Affairs & Economic Development Committee



Tim Keating, The Boeing Company



2014, 2015 and 2016 Chamber Chairs



Tina Leone accepting the Chair's Award on behalf of the Ballston BID.

SHOPCHAMBER PREVIEW



NEXT MONTH...
Business &
Professional Services

Get the most out of ShopChamber!

1. Gain visibility by submitting a coupon or special offer on the Chamber Coupon Page!
2. Contribute to the Chamber Blog. Boost your website SEO, page views, and gain new prospects!
3. Engage with social media. Tag @ArlChamberVA and use the hashtag #ShopARL.
4. Take advantage of the Chamber's Community Calendar. This is a great way to advertise events, such as an open house, fundraisers and networking events.
5. Members in the News is a special section in The Arlingtonian, the monthly newsletter to feature newsworthy items submitted by Chamber members. Space is limited!

THE CHAMBER SCENE

THE CHAMBER SCENE DECEMBER

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.

December 2 - TandemNSI held their inaugural rapid pitch event, PitchNSI, which invited tech companies to pitch to a panel of judges. Cassie Bate and Mike Rosenow attended on behalf of the Chamber.

December 4 - Kate Roche attended the Alexandria/Arlington Workforce Investment Board Meeting as well as serves on the Board to represent the Chamber.

December 4 - Leadership Arlington 40 under 40 celebration. Chamber Board of Directors came together sponsored a table on behalf of the Chamber. Kate Roche was one of the honorees. Chamber member honorees include Nyambo Anuluoha, Arlington Community Federal Credit Union; Scott Brodbeck, Local News Now, LLC; Billy Buck, Jr., Buck & Associates, Inc.; Nadia Conyers, Arlington Employment Center; Jeffrey DiLisi, Virginia Hospital Center; Elizabeth Jones Valderrama, Offender Aid and Restoration (OAR); Ann McCarty, Arlington County Public Schools; Ron Novak, Segue Technologies, Inc.; Joseph Petty, Crystal City Business Improvement District (BID); Kelly Shooshan, The Shooshan Company and Marcio Silveira, Pavlov Financial Planning. Cassie Bate and several members of the Board of Directors were in attendance.

December 11 - Director Michael Garcia attended Capriotti's Georgetown opening on behalf of the Chamber.

December 12 - ENDependence Center of Northern Virginia Holiday Party at NRECA. Kate Roche provided welcoming remarks to the group on behalf of the Chamber.

December 13 - Leadership Arlington Young Professionals Program Class held round robin panel with Kate Roche on behalf of the Chamber as well as Carla de la Pava, Arlington County Treasurer, and Christian Dorsey.

December 18 - Kate Roche attended a discussion led by County Manager Barbara Donnellan with the chairs of each commission about the Fiscal Year 2016 Arlington County Budget.



Darren Tully, Cardinal Bank with Cassie Bate and Mike Rosenow at PitchNSI.



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Your Passport to Arlington history!

by John Richardson, Arlington Historical Society

The Arlington Historical Society (AHS)

has been promoting Arlington history since 1956. Our mission is to help Arlingtonians better understand our community through its history. We focus on three audiences in our programming: schools, minorities, and neighborhoods. **AHS** is in the midst of a major rebuilding process. While we are pushing out the envelope in several directions, a special focus of interest is the proposed Arlington Heritage Center that could be situated in the new county building to be built in redeveloped Courthouse Square. The Heritage Center would ideally bring together museum collections of **AHS**, the Black Heritage Museum of Arlington (BHMA), and a number of other potential exhibitors who would provide residents and visitors with a single point of reference for getting to know Arlington. Arlington Heritage Center would require a major public-private partnership in order to be established and maintained.



A new **AHS** program in the planning stage is the Arlington History Passport Project (AHPP), which will be targeted at Arlington students, but parents and non-residents will be welcome to participate. AHPP will identify ten sites of historic interest in Arlington County and create a passport into which participants will have a unique rubber stamp recorded for each site visited. **Mobility Lab**, a county-sponsored tech office tasked with getting people out of their cars, has agreed to assist **AHS** in creating an "app" that will contain information about each of the historical sites to be visited and will provide a means of confirming that the participant has been there. AHPP will encourage participants to reach the ten sites by public transportation, bicycle, on foot, or other non-auto means of travel. Because some of the sites no longer have a physical presence, or may not have someone on hand to stamp the passport, **AHS** will solicit the assistance of a nearby business establishment to serve as the rubber-stamp source for that site.

We hope that AHPP will become a source of interest and involvement for Arlingtonians, young and old, to learn more about our county. We plan to identify ten different sites for the second and succeeding years of the Arlington History Passport Project. We welcome Chamber of Commerce member participation in AHPP at a number of levels, from financial support to serving as stamping destinations, to taking part as individuals and learning more about Arlington County history.

CHAMBER OFFICE OPEN HOUSE

The Chamber opened its doors to members, guests, and elected officials on December 9th to celebrate the new space, and thank those who played a vital role in making it happen.

We thank all who were able to join us for this special evening and our sponsors!

THANK YOU!

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Ribbon cutting at the Chamber's New Office

FACEBOOK

You like us, you really like us!

Did you know the Chamber has a Facebook page?



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

Interact with other members, share your input, and see photos from the Chamber's most recent events. You might be in them!

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

➤ www.facebook.com/ArlingtonChamberVA

JUST A CLICK AWAY



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

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

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

➤ www.arlingtonchamber.com

About the Chamber > Membership Guide > Promotional Opportunities

To advertise, contact:

communications
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Victor L. Hoskins Appointed Arlington Economic Development Director

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

Arlington County Manager Barbara Donnellan has appointed Victor L. Hoskins as Director of Arlington Economic Development (AED); he takes his position January 20, 2015. Before joining Arlington County government, Mr. Hoskins served as Deputy Chief Administrative Officer for Economic Development and Public Infrastructure of Prince George's County.

"Victor will bring a wealth of experience, creativity and dynamism to our team. He will be leading AED at a time of increased challenges and opportunities for Arlington," Donnellan said.

As head of AED, Hoskins will lead a staff of more than 80 who work to promote high-quality economic development in Arlington and manage Cultural Affairs.

During his tenure with Prince George's County, Mr. Hoskins set the County's vision and strategic direction. He marketed the County locally, regionally, nationally and internationally and oversaw a cluster of agencies with more than 1,100 employees and \$250 million in operating budget authorization.

"I'm excited to join the Arlington team, and look forward to marketing a County known across the nation as a leader in transit-oriented, sustainable development," Mr. Hoskins said. "I can't wait to be a part of this innovative government that holds itself to the highest ethical standards and promotes a healthy work-life balance."

Mr. Hoskins has 25 years of diverse management experience, much of it related to economic development and planning. Before assuming his role with Prince George's County, Mr. Hoskins served as Deputy Mayor for Planning and Economic Development for Washington, D.C. In that position, he began construction on or completed 87 public-private partnership projects, with a total development value of \$7.5 billion. He provided executive leadership for 12 agencies with 1,300 employees and more than \$1.3 billion in operating and capital budget authorization. Among his many accomplishments during his tenure, Mr. Hoskins initiated a new strategy to grow the tech industry in the District and opened the District's first international office, in Shanghai, China.

Prior to his service with Prince George's County, Mr. Hoskins served as Maryland's assistant secretary for business and economic development, and as the deputy commissioner of housing for Baltimore, where he managed a \$191 million budget and a staff of 620.

In the private sector, Mr. Hoskins served as vice president of Quadel Consulting from 2009 to 2011, where he led the organization in its mission to deliver high quality affordable housing consulting and training services.

In 2003, Mr. Hoskins was appointed by the Governor of Maryland and confirmed by the State Senate to serve as the Cabinet Secretary of the Department of Housing and Community Development.

Mr. Hoskins has a Masters in City Planning from the Massachusetts Institute of Technology and a Bachelor of Arts in psychology/Urban Studies from Dartmouth College.



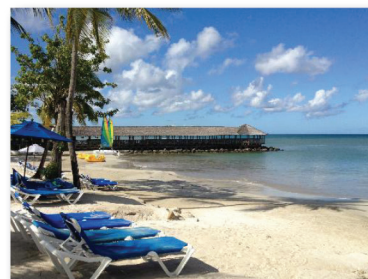
The 91st Annual Business Gala *Tropical Vacation Raffle*

Prize includes all inclusive accommodations for 2 people for up to 4 nights at **Morgan Bay Beach Resort, St. Lucia**, a **\$2,900 value!** Includes all dining, beverages, resort facilities, activities, taxes and service charges.

Experience Paradise!

Raffle tickets are \$30 for one, or four for \$100. Drawing will be held at the Arlington Chamber of Commerce's 91st Annual Business Gala on Saturday, January 31, 2015 at The Ritz-Carlton, Pentagon City. You do not need to be present to win. www.morganbaybeachresort.com

Visit the website or call 703-525-2400 to purchase your tickets today!



Reservations are subject to availability, some restrictions apply. Air fare is not included. Expires February 1, 2016.

Are You Communicating with Your Clients or Connecting To Them?

by Jim Whelan, Proactive Smart Business Thinking, LLC

The Chamber's November Small Business Roundtable was sponsored by **John Marshall Bank**. The Roundtable discussion provides business people the opportunity to learn from their peers and knowledgeable experts. It is held the last Wednesday of the month in the Chamber's Board Room.

John Matthews, Gryphix Coaching & Development, LLC led the discussion of connecting with clients.

It all Starts with Rapport: Know , Like and Trust

Without these 3 components , you cannot build an effective working relationship with the client.

Know

- We often start by focusing on sharing our experience and expertise, we go into full elevator pitch mode. The elevator pitch is a great tool and has a place the problem with this approach is it's not about us, it's about them.
- Before you can tell them how you can help them, you need to understand not just the end result but what brought them to you in the first place. Think of the planning & effort it takes to schedule an appointment get in the car and come to see you. "How many of you have had a prospect come to you about a product or service & when you learn about the situation, you think "My goodness that is not the product or service they need?"
- Understanding this where help you identify the pleasure or pain of their situation.
- You can establish which side of the spectrum the client/ prospect is on by asking probing questions starting with who, what , where & when. You can use why & how sparingly.



Listening Verses Hearing- Establishing Like

- What is the difference between listening and hearing?
- You must be fully present – not waiting for them to stop speaking so that you can educate them
- Listen with the intent of understanding versus the intent of being understood
- People are not use to being listened to, they are not use to someone actually paying attention.
- It may seem like the conversation is dragging but that is only because it's not a muscle most people use on a regular basis. Ask yourself this question, if you spend an extra 5-10 minutes to gather information to close the deal, isn't it worth it? How much time will it take you to find a new prospect?
- The client prospect gets to like you at this stage because you have made them feel like what they say matters.

Trust

- Reflect back your understanding of the conversation
- Point out there motivations (pleasure or pain)
- Short term long term goals
- This validates that you have a firm understanding of the situation
- You can now offer solutions that fit their circumstance.

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:

JANUARY SMALL BUSINESS ROUNDTABLE

28 WEDNESDAY

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

CHAMBER DISPLAY



Take advantage of the Chamber office relocation! Now more than ever the Chamber Display is a prominent opportunity to be seen by members, prospects, Arlington residents.

In the heart of Courthouse on street level, the office is the hub of chamber activity, such as committee meetings, SMART Start, and a variety of events throughout the year. Space is limited, reserve today!

Devin Joyce
■ chamber@arlingtonchamber.org

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

Celebrating 5 years in Arlington!

Our team knows Arlington business and cares about its community. We are accessible, approachable and helpful. Please stop by for a visit or give us a call. We're here for you.



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THANK YOU!

- United Bank Clarendon for hosting the December Business After Business
- Jamie Nicholas Printing and Graphics, United Bank and Arlington Promotional Products for donating door prizes for the November Business After Business
- Key Bridge Marriott for hosting the December Board of Directors meeting