

SPECIAL THANKS TO
ARLINGTONIAN
GRAND SPONSOR



IN THIS ISSUE

- 2 Calendar
- 3 Chair's Message
- 4 Milestone Anniversaries
- 4-5 Welcome New Members
- 4-5 Members in the News
- 6 The 9th Annual Scholar's Cup
- 7 Annual Corporate Sponsor Roundtable
- 7 Travel to Eastern Europe
- 8 The Chamber Scene
- 9 Nonprofit Spotlight
- 9 Call for Blog Contributors
- 10 Arlington Economic Development
- 10 Washington Business Journal
- 11 The Affordable Care Act
- 11 Chamber Staff Update
- 12 Chamber Thank You

SAVE THE DATE

THE AFFORDABLE CARE ACT AND SMALL BUSINESS

OCTOBER 29

8:00 a.m. - 9:30 a.m.
Chamber Office

NOVEMBER BREAKFAST CONNECTION - NONPROFIT FOCUS

NOVEMBER 6

7:30 a.m. - 9:00 a.m.
Holiday Inn Rosslyn

► COMPLETE CHAMBER CALENDAR: PAGE 2



■ SCHOLAR'S CUP REVIEW

9th Annual Scholar's Cup Mini-Golf Tournament

On September 17, more than 125 golfers of all ages attended the Chamber's annual Scholar's Cup Mini-Golf Tournament at **Upton Hill Regional Park**. The event featured a challenging 18 hole mini-golf competition. Throughout the evening, golfers enjoyed a delicious barbeque dinner provided by **ROCKLANDS Barbeque and Grilling Company**.

The event was a great success, with 100% of the net proceeds going toward the Rich Doud Arlington Chamber Scholarship Fund, which annually awards two scholarships to Arlington high school seniors. In July 2014, two seniors from Bishop O'Connell High School and Wakefield High School were awarded scholarships to apply to their tuition to the University of Virginia and the College of William & Mary. The Chamber looks forward to honoring high school seniors next year using the funds raised at this year's Scholar's Cup.

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

■ FALL OUTING PREVIEW

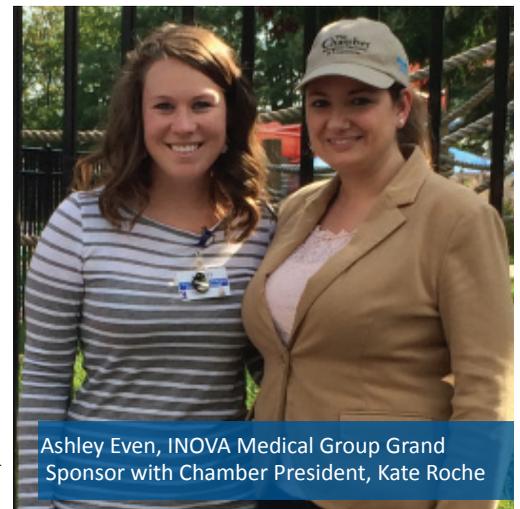
Tee Off at the Upcoming 63rd Annual Fall Outing

Join us for the **63rd Annual Fall Outing**, one of the Chamber's premier events that offers the chance to mix and mingle while enjoying a day of golf. This year, the event will be held at **Fort Belvoir Golf Club** on Tuesday, October 28 with a shotgun start at 10:00 a.m. Take advantage of this opportunity to escape the office and gain valuable exposure for your company while enjoying the company of fellow Chamber members.

The Fall Outing will be fun, and you won't have to hide your competitive side! The tournament will include a variety of fun contests including: the Hole-in-One Contest with a chance to win a trip to Super Bowl XLIX, Longest Drive (Men's and Women's), Closest to the Pin (Men's and Women's), and a Putting Contest with a chance to win an iPad Mini, courtesy of Putting Contest Sponsor, Segue Technologies, Inc.

Registration for golfers includes 18 holes of golf, access to the driving range and putting green, golf cart rental, all food and beverages (beer included) throughout the day, and entry to the award reception and dinner (beer and wine included).

► To register, visit www.arlingtonchamber.org/events or call 703-525-2400.



Ashley Even, INOVA Medical Group Grand Sponsor with Chamber President, Kate Roche

SPECIAL THANK YOU TO GRAND SPONSOR



Phil Costabile, Mark Spicer, Brig Pari, Nyambo Anuluoha, and Samuel Flesner at the 2013 Fall Outing

THE CHAMBER

■ EXECUTIVE COMMITTEE

Tim Hughes, Chair
 Kevin Shooshan, Chair-elect
 David DeCamp, Immediate Past Chair
 Doug Brammer, Past Chair
 Kate Roche, President & CEO
 Lindsey Rheame, Treasurer
 Tina Walker, Assistant Treasurer
 Shannon Bailey, Vice Chair - Communications
 Scott McCaffrey, 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
 Shannon Bailey, Global Thinking
 Lucy Bowen-McCauley, Bowen McCauley Dance
 Doug Brammer, Verizon
 Jeffrey Burnham, Turner Construction
 Linda Chandler, Linden Resources
 Crystal Christmas-Watson, Crystal City Marriott
 Charles Clohan, Dittmar Company
 David DeCamp, Newmark Grubb Knight Frank
 Amanda Fischer, Grade A Marketing
 Betsy Frantz, Leadership Arlington
 Michael Garcia, State Farm Insurance
 Nancy Goodman, Main Event Caterers
 Brian Gordon, Apartment and Office Building Association
 Mark Hadeed, Hadeed In-Home & Office Carpet Cleaning Services
 Donna Hamaker, Buck & Associates
 Greg Hamilton, Arlington Magazine
 Sean Hosty, Morgan Stanley
 Tim Hughes, Bean, Kinney & Korman, P.C.
 David Isaacson, Technology Management, Inc.
 Todd Jerscheid, The Fashion Centre at Pentagon City
 Deborah Johnson, Dominion
 Sonia Johnston, John Marshall Bank
 Dan Laurenzi, EagleBank
 Deborah Lipman, Metropolitan Washington Airports Authority
 Scott McCaffrey, Sun Gazette Newspapers
 Greta Menard, Capital MarCom, Inc.
 Greg Mullan, George Mason Mortgage
 John Murphy, Washington Workplace
 Dr. 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
 Jay E. Reiner, Jay E. Reiner CPA, PLLC
 Lindsey Rheame, JP Morgan Chase
 Kate Roche, Arlington Chamber of Commerce
 Jim Ryerson, Marymount University
 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
 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. Michael Henderson, Joint Base Myer-Henderson Hall

■ STAFF

Kate Roche, President & CEO
 Mike Rosenow, Membership Director
 Cassie Bate, Events & Development Director
 Lisa Shapiro, Communications Manager
 Devin Joyce, Member Services Administrator
 Joseph Meyer, Part-time Events Associate

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

OCTOBER AT THE CHAMBER

GOVERNMENT AFFAIRS/ECONOMIC DEVELOPMENT COMMITTEE	1 WEDNESDAY 9:00 - 10:00 a.m. Chamber Board Room
SMART START	2 THURSDAY 4:00 - 5:15 p.m. Chamber Board Room
GREEN BUSINESS COMMITTEE MEETING	3 FRIDAY 9:00 - 10:00 a.m. Chamber Board Room
BEYOND BASICS: CONTENT MARKETING	3 FRIDAY 11:30 - 1:00 p.m. Navy League Building
AMBASSADOR COMMITTEE MEETING	6 MONDAY 4:15 - 5:15 p.m. Chamber Board Room
COMMUNICATIONS COUNCIL MEETING	7 TUESDAY 8:30 - 9:30 a.m. Chamber Board Room
EXECUTIVE COMMITTEE MEETING	8 WEDNESDAY 8:00 - 9:30 a.m. Chamber Board Room
BREAKFAST CONNECTION <i>In conjunction with Alexandria Chamber of Commerce</i>	9 THURSDAY 7:30 - 9:00 a.m. Holiday Inn Rosslyn
MEMBERSHIP DEVELOPMENT COMMITTEE MEETING	14 TUESDAY 4:30 - 5:30 p.m. Chamber Board Room
GOVERNMENT AFFAIRS/ECONOMIC DEVELOPMENT COMMITTEE WORKING SESSION	15 WEDNESDAY 9:00 - 10:00 a.m. Chamber Board Room
BOARD OF DIRECTORS MEETING	17 FRIDAY 11:45 a.m. - 2:00 p.m. TBA
CHAMBER NIGHT AT DC UNITED	18 SATURDAY Game Time: 7:00 p.m. RFK Stadium
COMMUNITY ACTION COMMITTEE MEETING	22 WEDNESDAY 8:30 - 9:30 a.m. Chamber Board Room
EDUCATION & WORKFORCE DEVELOPMENT COMMITTEE MEETING	22 WEDNESDAY 4:00 - 5:00 p.m. Arlington Career Center
BUSINESS AFTER BUSINESS	23 THURSDAY 5:00 - 7:00 p.m. Morton's The Steakhouse Cohosted by CroppMetcalfe
THE 63RD ANNUAL FALL OUTING	28 TUESDAY 8:30 a.m. - 4:00 p.m. Fort Belvoir Golf Club
AFFORDABLE CARE ACT & SMALL BUSINESS	29 WEDNESDAY 8:00 - 9:30 a.m. Chamber Board Room
SMALL BUSINESS ROUNDTABLE	29 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.

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

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

PREMIER SPONSOR
 Michael Garcia-State Farm Insurance

BREAKFAST CONNECTION

This speed-networking event provides attendees the chance to exchange business cards, develop new prospects and share a 60 second pitch with each table. Double your prospects at this month's combined event with the Alexandria Chamber of Commerce!

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

GRAND SPONSOR
CARDINAL Bank

HOST SPONSOR
 Mobility Lab

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.

23 THURSDAY
5:00 - 7:00 p.m.
Morton's
1750 Crystal Dr.
Arlington, VA 22202

CroppMetcalfe Services
MORTON'S
 THE STEAKHOUSE

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.

YEA! Arlington

The Chamber is launching an exciting new partnership with the Young Entrepreneurs Academy (YEA!). YEA! was developed in 2004 at the University of Rochester as a ground-breaking afterschool program that transforms middle and high school students into real, confident entrepreneurs. The program will begin in January 2015 and includes 24 student participants ages 11-18 and will last five months. The students generate business ideas, conduct market research, write business plans, pitch to investors, and launch their own companies.

We first need to give a big shout out and thanks to our university partner in this effort, **Marymount University**. **Marymount** will be physically hosting the program and offering significant support.

Thanks also go to **TMI, Inc.** for their generous sponsorship support as our first Premier Partner and to **JP Morgan Chase**, a national supporter of the program who is going to be our YEA! Investor Panel Grand Sponsor. There are significant opportunities for educational and mentoring support for other Chamber members, so keep your eyes open to exciting chances to participate.

This program hits so many excellent notes. First and foremost, teaching entrepreneurship to middle and high school students fills a tremendous educational gap in our country. Watch best-selling author Cameron Herald riff on the need for education of entrepreneurship in his TED talk and you will get why this void needs to be filled. YEA! offers direct and experiential learning in a critical and neglected arena.

Second, the program directly fits the need for start-up business development and nurturing presented by our current economy. We as business leaders need to fuel efforts to help transform Arlington, and the Greater Washington region, from a hub of government and into a destination portal for start-ups. We all need to invest in and develop a culture of entrepreneurship for our region to succeed.

Third, this program offers the opportunity to dynamically expand our growing partnerships with **Arlington County, Arlington County Public Schools**, and other key stakeholders. As part of our strategic planning efforts in 2012, the Chamber made a deliberate focus on increased partnerships. It is truly gratifying to watch our efforts over the years take root in new relationships, opportunities and programs that help transform our business community.

Beyond the business creation benefits, the YEA! program has a tremendous personal impact on the participants. Students learn as much about self-esteem, personal potential and leadership skills as they do about budgeting, planning and production. They have an opportunity to work directly with, and learn from, business leaders in each local community that YEA! serves. Thus far, 100% YEA! program participants graduate high school on time, and 99% of those eligible enroll in secondary education.

Keep an eye out for future announcements regarding YEA! We will need everyone's support and energy to ensure this is the impactful success that we anticipate!



Tim Hughes

Tim Hughes
Bean, Kinney & Korman P.C.

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.

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

■ CONSULTING

**GORDON & ALPERT
STRATEGIC RESEARCH
PARTNERS**

Glenn Alpert, Co-founder
901 North Monroe Street #903
Arlington, VA 22201
Phone: (301) 257-9104
E Mail: Glenn.alpert@gordonalpert.net
Web Address: www.gordonalpert.net

SPONSOR: Staff

Gordon & Alpert provides business and policy leaders with decision support and strategic analysis to capture value and defense against risk and future uncertainty.

MEANINGFUL EVIDENCE, LLC

Bernadette Wright, Director of Research & Evaluation
1069 W. Broad Street #141
Falls Church, VA 22046
Phone: (703) 348-0061
E Mail: bernadette@meaningfulevidence.com
Web Address: www.meaningfulevidence.com

SPONSOR: Jasmine Gould, Strategic Consulting Partners

Meaningful Evidence, LLC – Where Research Meets Results. Helping non-profits with data collection/analysis and research design, so they can use that information to increase their success.

SEARLE BUSINESS SOLUTIONS, LLC

Christine Searle, Owner
1029 N. Stuart Street #305
Arlington, VA 22201
Phone: (703) 528-9466
E Mail: info@searlebzllc.com
Web Address: www.searlebzllc.com

SPONSOR: Staff

Searle Business Solutions, LLC performs objective, evidence-based risk and internal control assessments; fraud, waste and abuse investigations; performance management and compliance reviews; and tax issue resolution and return preparation services to help clients navigate and resolve challenges that are roadblocks to achieving business objectives.

MILESTONE ANNIVERSARIES



CONGRATULATIONS!

■ THIRTY-FIVE YEARS

BEAN, KINNEY & KORMAN, P.C.

■ TWENTY-FIVE YEARS

**CLARENDON DENTAL ARTS
MERECK ASSOCIATES, INC.
STANDARD GRAPHICS MID
ATLANTIC, INC.**

■ TEN YEARS

**TECHNOLOGY MANAGEMENT,
INC.**

■ FIVE YEARS

**ALISON CARROLL COACHING, LLC
AMERICAN CANCER SOCIETY
FVC BANK
PEAK NEUROFITNESS**

MEMBERS IN THE NEWS

■ NORTHERN VIRGINIA COMMUNITY COLLEGE

NOVA President Robert G. Templin Jr. to retire in 2015

On September 8, **Robert G. Templin Jr.**, President of **Northern Virginia Community College (NOVA)** since 2002, announced his intention to retire in February 2015 during a College Board meeting. **NOVA**, the largest institution of higher education in the Commonwealth of Virginia and one of America's largest community colleges, enrolls more than 75,000 students at its six campuses in Alexandria, Annandale, Loudoun, Manassas, Springfield and Woodbridge, and through the Extended Learning Institute. After retiring from **NOVA**, **Templin** will continue working to improve higher education. He has accepted a part-time appointment with The Aspen Institute where he will serve as Senior Fellow with the College Excellence Program.

■ LEADERSHIP ARLINGTON

Leadership Arlington Welcomes 27 Young Professionals to Membership

Leadership Arlington's newest class of the Young Professionals Program gathered for the first time on September 6 at a day-long retreat sponsored by **Marymount University**. Twenty-seven participants were selected to engage in the experiential program, now in its sixth session, for fast track leaders in the region. The new class joins **Leadership Arlington's** over 1,000 members representing more than 500 organizations. The mission of **Leadership Arlington** is to enlighten, inspire and connect leaders to strengthen the community.

■ SEGUE TECHNOLOGIES

Segue Technologies Included in the 2014 Washington Business Journal Book of Lists

Segue Technologies has once again made the **Washington Business Journal** Book of Lists for 2014. Ranked by 2013 revenue, **Segue** managed to jump from the 22nd to the 17th spot on the list of small technology companies this year. **The Washington Business Journal** Book of Lists provides subscribers with listings of, "hundreds of the hottest area companies in their fields, by rankings." To qualify for the list, all companies must be headquartered in the DC region and have less than 150 employees.

■ THE METROPOLITAN WASHINGTON AIRPORTS AUTHORITY

MWAA Offers New Air Service at Reagan and Dulles Airports

The Metropolitan Washington Airports Authority (MWAA) has made several updates on airline flights at both **Ronald Reagan Washington National (DCA)** and **Washington Dulles International (IAD)** airports to accommodate the growth and shifts of flight activity related to recent regulatory changes and business demands. Frontier Airlines launched its first flights at **IAD**. By the end of the year, Frontier will fly to 18 destinations from **IAD**, operating 78 flights a week. At **DCA**, air service shifts resulting from the divestiture of slots by the new American Airlines began to take full effect. JetBlue and Southwest Airlines each began operating new flights with slots acquired from American Airlines. Both Southwest and JetBlue, as well as Virgin America will launch flights to additional destinations throughout the end of the year.

■ BOWEN MCCAULEY DANCE

Bowen McCauley Dance Appointments New Executive Director

On September 2, **Bowen McCauley Dance** announced the appointment of **Abigail Isaac** as its new Executive Director. **Isaac**, most recently Business Development Manager at Woolly Mammoth Theatre Company, has years of experience as an artist and arts manager. A graduate of the University of South Carolina with an MBA from **George Mason University**, **Isaac** was named Outstanding MBA Student of the Year in her class. Between college and business school, she directed or assistant directed over thirty theatrical productions at various theatres including Studio Theatre and Keegan Theatre in the D.C. area; served as Associate Artistic Director at The Hub Theatre in Reston; interned at Arena Stage; and served as Director of Development at the Maryland Shakespeare Festival.

■ CRISISLINK

PRC CrisisLink Featured on NBC4 Washington's Viewpoint

On September 14, **Wendy Gradison**, **PRC** President and CEO, and **Julia Stephens**, **PRC** Director of Business Development were featured on NBC4 Washington's Viewpoint, with host Jim Handy. Viewpoint is NBC4's public affairs show, airing Sunday mornings at 7 a.m. on NBC4. **Gradison** and **Stephens** discussed **PRC's** programs, their work in the community, and how the community can become involved to ensure individuals living with mental illness or in crisis achieve safety, personal wellness, recovery and community integration.

■ LIVING VICKY AND BALLSTON BUSINESS IMPROVEMENT DISTRICT

Living Vicky and Ballston BID to Co-Host Women in Business Event

On October 9, at the NRECA Conference Center, the Arlington County Commission on the Status of Women together with **Living Vicky**, **Ballston BID**, and Virginia Chapter of the National Organization for Women will cohost the Women in Business Conference: Women in Non-Traditional Careers. The focus will be on women in non-traditional fields; those industries where women are underrepresented and abundant opportunities exist. From 6:30 to 8:45 p.m., the panel of executive level women will share their insights, challenges and triumphs, as well as answer your questions about their field. There will be representatives ranging from construction to transportation.

■ DOORWAYS FOR WOMEN AND FAMILIES

Doorways For Women and Families Host Wake Up and Make Brighter Futures Come True

On September 12, **Doorways for Women and Families** hosted its 5th Annual Brighter Futures Breakfast at the National Rural Electric Cooperative Association in Arlington. The **Doorways'** 5th Annual Brighter Futures Breakfast was a stupendous success raising \$296,000 in just one hour. The event convened more than 300 members of the Arlington community who all came together to help women, men and children overcome crises and thrive.

■ JOHN MARSHALL BANK

John Marshall Bank

John Marshall Bank ranked #31 (out of 6,500) in the 2014 edition of the Top 200 Healthiest Banks in America. In the past year, **John Marshall Bank** has increased its total deposits by \$89.31 million, resulting in 18.47% growth for the year. **John Marshall Bank** is headquartered in Reston and is the 30th largest bank in the state of Virginia. It is also the 943rd largest bank in the nation. It was established in 2006 and as of June of 2014, it had grown to 92 employees at 6 locations.

■ MARYMOUNT UNIVERSITY

Marymount University Named a Lead Institution in Civic Engagement

Marymount University, located in Arlington, VA is one of nearly 100 colleges and universities working together on a national initiative to promote civic learning and democratic engagement. Named a lead institution by NASPA – Student Affairs Administrators in Higher Education, **Marymount** will continue to encourage its students' civic development through community partnerships, leadership opportunities and democratic participation.

■ TECHNOLOGY MANAGEMENT, INC. AND THE ARLINGTON COMMUNITY FOUNDATION (ACF)

Computer Donations Made to Local Organizations

Technology Management, Inc. (TMI) and **the Arlington Community Foundation (ACF)** have partnered to provide free computers to local non-profit organizations in need. The first round of donations has already been distributed and the recipients are: the Literacy Council of Northern Virginia, **the Arlington Street People's Assistance Network (A-SPAN)** and **the Synetic Theater**.

■ CONSULTING

STERLING MARTIN ASSOCIATES

David Martin, Managing Partner
1025 Connecticut Ave., NW Suite 1000
Washington, DC 20036
Phone: (202) 327-5485
E Mail: info@smartinsearch.com
Web Address: www.smartinsearch.com

SPONSOR: Barbara Nicaastro, The Law Offices of Barbara E. Nicaastro

Sterling Martin Associates is a national executive recruiting firm offering high-quality retained search. SMA clients include leading nonprofit organizations, trade associations, and governing boards.

■ MARKETING & COMMUNICATIONS
BLUEMONT COMMUNICATIONS, LLC

Joseph Klem, Owner and Principal
3842 26th Street North
Arlington, VA 22207
Phone: (703) 294-4097
E Mail: joe@bluemontcommunications.com
Web Address: www.bluemontcommunications.com

SPONSOR: Betsy Frantz, Leadership Arlington

We advise and support nonprofits and small businesses with websites, outreach, and online strategy.

REBECCA MASHAW

COPYWRITING & EDITING

Rebecca Mashaw, Founder
2908 5th Street South
Arlington, VA 22204
Phone: (703) 892-0162

E Mail: rmashaw@comcast.net

SPONSOR: Rick Reinsch, Digital Recollections

Rebecca Mashaw Copywriting & Editing offers a full range of services, including copyediting, substantive editing, proofreading, and project management for both web and print.

■ NON PROFIT ORGANIZATIONS & FOUNDATIONS

ARLINGTON ARTS CENTER

Stefanie Fedor, Executive Director
23550 Wilson Boulevard
Arlington, VA 22201
Phone: (703) 248-6800
E Mail: information@arlingtonartscenter.org
Web Address: www.arlingtonartscenter.org

SPONSOR: Staff

The Arlington Arts Center (AAC) is a nonprofit contemporary visual arts center dedicated to presenting and supporting new work by regional artists in the mid-Atlantic States. Through exhibitions, educational programs, and subsidized studio spaces, AAC serves as a bridge between artists and the public.

THE TMI INITIATIVE

David Isaacson, Founder
2000 14th Street North, Suite 300
Arlington, VA 22201
Phone: (703) 567-4864

E Mail: david@tmiarlington.org

Web Address: www.tmiarlington.org

SPONSOR: David Isaacson, Technology Management, Inc.

The TMI Initiative, operating under TMI Arlington, seeks to help nonprofits serving Arlington to become more efficient, more effective, and greener.

THE 9TH ANNUAL SCHOLAR'S CUP

Thanks to All Who Supported the Chamber's Scholarship Fund

The 9th Annual Scholar's Cup Mini-Golf Tournament was a huge success raising more than \$4000, attendance of 125 golfers, and all 18 hole sponsorships filled. Congratulations to all of the 2014 winners!

1st Place: Digital Recollections Team:
Rick Reinsch, Stephen Hurt, Scott Miller, and Alexa Mendez

2nd Place: H.D. Investment Services Team: **Todd Ihrig, Savannah Jones, Jane Ihrig, and Madison Ihrig**

Best Individual Score: **Jane Ihrig**

The Chamber would like to thank our Grand Sponsor, **INOVA Health Systems**, all of the volunteers from the Education and Workforce Development Committee, including Past Chair **Kim Durand** with **Arlington Partnership for Children, Youth and Families**, for assisting with this fundraising event.

In addition, thanks to **ROCKLANDS Barbeque and Grilling Company** for providing the delicious picnic food, A Sound Plan for deejaying the event, and balloon artist Leandra FINDER for the fun balloon creations. A good time was had by all! See you next year!



Kate Roche with 1st place winners on the Digital Recollections teams (L-R) Rick Reinsch, Stephen Hurt, Scott Miller, and Alexa Mendez (Not pictured).



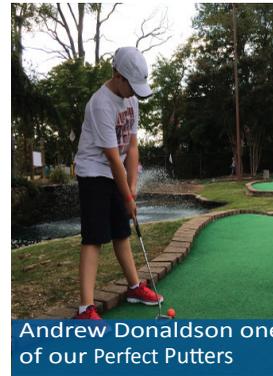
2nd Place Winners, of the H.D. Investment Services team (L-R) Todd Ihrig, Savannah Jones, Jane Ihrig, and Madison Ihrig



Kate Roche with Best Individual Score Winner Jane Ihrig



The George Mason Mortgage, LLC team (L-R) Lindsay Mullan, Mary Mullan, and Greg Mullan



Andrew Donaldson one of our Perfect Putters



The Menards

Special Thanks to Our Sponsors:

Grand Sponsor



Trophy Sponsor



BBQ Sponsor



Hole Sponsors

**A Main Event Caterers | Arlington Community Federal Credit Union
 Capital MarCom, Inc. | Corporate Apartment Specialists
 CroppMetcalf Services | Digital Recollections
 Dittmar Company | Donna Hamaker, Buck & Associates
 Greg Mullan - George Mason Mortgage, LLC | HSBC Bank
 KB Concepts PR | Nordlinger Consulting Group
 plumtreefinancial.com | Residence Inn Arlington Ballston
 Technology Management, Inc. | The READY Coalition
 Todd Ihrig, H.D. Vest Investments | Wendroff & Associates**

Imperial Splendors - Discover & Explore Europe with the Chamber

The Arlington Chamber of Commerce is offering our members and the community a unique opportunity to travel with fellow business leaders and community members to Eastern Europe to tour Vienna, Budapest and Prague this spring.

Departing on March 9th, this eight day trip features visits to Eastern Europe's "Imperial Splendors," including the Royal Palace in Budapest, The Vienna Opera House and many more. The deadline to register for this eight day trip is **November 19, 2014**.



Journey with us:
March 9, 2015

Travel to Eastern Europe

Trip Includes:
*ALL Transportation *ALL Hotel Stays
*Breakfast Daily *ALL Guided Tours
and MORE!

All for just **\$2,499**
for members & their guests

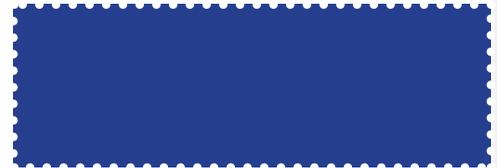


Rich in culture and stunning scenery, immerse yourself in culture while in Budapest. Here you can view Parliament and Heroes' Square to admire the imposing Millennium Monument, commemorating the 1000th anniversary of Hungarian Domination. As you cross over the Danube to the Buda Hills, enjoy the scenic Royal Palace and captivating views of Fisherman's Bastion with its white walls, towers and arcades for enthralling panoramic views of the city.

Your trip continues with a stop in Vienna where you can take a full day to explore stunning palaces, historical monuments, and fascinating museums. From there, lose yourself in the beauty of Cesky Krumlov. This fairytale town set in the Czech Republic is a UNESCO World Heritage Site, and its narrow cobbled streets will guide through a trip back in time. The "Golden City" of Prague is one of many settings on this breathtaking journey. Take in a visit to the Royal Castle District, enjoy magnificent views of the city and Charles Bridge. While in Prague, explore St. Vitus Cathedral and St. George's Basilica.

Pricing for Chamber members, their families and guests is just \$2,499 and includes:

- Round trip scheduled airfare (including air fuel surcharges)
- Ground transportation while overseas
- 2 nights in Budapest; 2 nights in Vienna; 2 nights in Prague
- Breakfast Daily
- A unique opportunity to meet with business leaders



ANNUAL SPONSOR ROUNDTABLE

Chamber Hosts Annual Sponsor Roundtable

Last month, the Chamber hosted its first Annual Corporate Sponsor Roundtable. These receptions gave the Chamber's premier partners an opportunity to network with each other and give the Chamber feedback about what it means to be a top supporter of the Chamber.



According to our current sponsors, businesses serve as Annual Corporate Sponsors because it promotes their objective of being in line with the community and markets directly to the Arlington business community. Our top sponsors also appreciate the name recognition and brand awareness within the community. Business is largely relationship based, and being an Annual Corporate Sponsor helps to strengthen existing connections and build new ones. Our sponsors are proud to support the community, and the Chamber's mission: to strengthen businesses and the economic environment for those who work, live and do business in Arlington, while growing their own businesses.

The Arlington Chamber of Commerce's Annual Corporate Sponsors are our marquee partners, and we are truly grateful for their generous support. If your business is interested in being a part of this elite sponsor group, please contact Cassie Bate, Events and Development Director, at cbate@arlingtonchamber.org or (703) 525-2400 ext. 204.

WELCOME NEW MEMBERS

■ REAL ESTATE DEVELOPERS AND MANAGEMENT
FIRST FINANCIAL HOLDING CORPORATION

Claire Waters, Director of Acquisitions
2626 N. Pershing Drive, Suite 200
Arlington, VA 22201
Phone: (703) 527-1613

SPONSOR: Staff

First Financial Holding Corp. owns a diverse portfolio of real estate in Arlington, Alexandria and Washington, D.C. We have everything from single family homes, to furnished corporate rentals in small apartment buildings, to small office and retail spaces.

■ RESTAURANTS & FOOD SERVICES
A-TOWN BAR AND GRILL

Scott Parker, Co-Owner
4100 Fairfax Drive
Arlington, VA 22203
Phone: (703) 528-1110
E Mail: mgmt@a-townballston.com
Web Address: www.a-townballston.com

SPONSOR: Kevin Shooshan, The Shooshan Company

Located in the heart of downtown Arlington, Virginia, A-Town Bar & Grill is committed to providing the best in food, drink, and nightlife! Come see us at A-Town and we guarantee you'll be back for more! We're in Ballston, a block from the Orange Line Metro!

HEARTHSTONE PIZZA BISTRO

Dawn Cook, Co-Owner
507 South 23rd Street
Arlington, VA 22202
Phone: (703) 894-2251
E Mail: dawn@tmi.net
Web Address: www.hearthstonepizzabistro.com

SPONSOR: David Isaacson, Technology Management, Inc.

Hearthstone Pizza Bistro serving NY, Sicilian, & Neapolitan Style Pizza available for takeout or delivery, as well as dine in. We offer gluten free pizza in a 12" size. Try our quick and easy online ordering system.

■ TECHNOLOGY & COMPUTER SERVICES
UBER DC

Zuhairah Washington, General Manager
1875 Connecticut Ave., NW Suite 300
Washington, DC 20009
Phone: (202) 403-9204

E Mail: supportdc@uber.com
Web Address: www.uber.com/cities/washington-dc

SPONSOR: Staff

Uber is a technology company connecting riders to drivers through our apps. We make cities more accessible, opening up more possibilities for riders and more business for drivers.

CHAMBER SCENE

■ THE CHAMBER SCENE SEPTEMBER

Your Chamber in the Community

In many ways, the success of Arlington is directly tied to the success of its business community, and the success of the Arlington Chamber is directly tied to its membership base. Below are a few highlights of the events Chamber staff and Directors participated in on behalf of the Chamber.

September 4 – Alexandria/Arlington Workforce Investment Board Meeting. Kate Roche serves on the Board and represents the Chamber.

September 4 – White House Business Council International Trade & Exports Briefing. The United States Secretary of Commerce, Penny Pritzker and U.S. Trade Representative Michael Froman sought to gather input on how trade policies affect businesses' bottom lines. Bruce Andrews, US Deputy Secretary, U.S. Chamber of Commerce and Fred Hochberg, Chairman, Export-Import Bank of the United States also gave remarks. Kate Roche attended on behalf of the Chamber.

September 4 – Northern Virginia Transportation Authority 50th Anniversary Celebration at **George Mason University** – a number of members and elected officials were in attendance. Congressman **Jim Moran** was honored. Kate Roche attended on behalf of the Chamber.

September 9 – Northern Virginia Business Transportation Coalition Meeting hosted by Northern Virginia Transportation Alliance. Economic Development & Government Affairs Committee Co-chair, **Brian Gordon** was also in attendance. The group is working on regional coordination for legislative priorities related to business.

September 12 – **Doorways for Women & Families** held their 5th Annual Brighter Futures Breakfast on Friday, September 12. Kate Roche & Cassie Bate attended on behalf of the Chamber. Several Chamber Directors were also in attendance.



September 18 – 19 – **Leadership Arlington** Signature Program Opening Retreat. The Class of 2015 is comprised of 53 leaders from the private, public and nonprofit sectors of the Arlington business community. The class members will meet over the next 10 months to immerse themselves in the issues and opportunities facing Arlington while enhancing personal and professional leadership skills. Participants will also travel to Richmond to visit the Virginia General Assembly. Kate Roche is participating on behalf of the Chamber. Several Chamber Directors were also in attendance.

September 27 – At the Change of Command ceremony, U.S. Army **Col. Fern Sumpter** turned over command of **Joint Base Myer-Henderson Hall** to **Col. Michael Henderson** after 25 months of leadership of a joint base that includes the Army's **Fort Myer** and Fort McNair and the Marine Corps' Henderson Hall. The hour-long ceremony was filled with tradition that included the formal passing of the unit colors, signifying change of command. Kate Roche attended on behalf of the Chamber, as well as, Chamber Directors **Scott McCaffrey, Linda Chandler, Jay Reiner, and Deborah Johnson.**



Chamber President Kate Roche and Board Member Sonia Johnston at the Doorways Brighter Futures Breakfast.

Strengthening Community Through Second Chances

by Gail Arnall, OAR Executive Director

If you could save \$25,000 by spending \$500, would you? Of course you would. That is exactly what we do every day at **Offender Aid and Restoration (OAR)**. We are a local, community-based nonprofit serving Arlington County and the cities of Alexandria, and Falls Church. You can think of **OAR** as a lifesaver for people who are up a creek without a paddle. You see, every year more than 13,500 adult and 500 juvenile ex-offenders come home to neighborhoods in Virginia. They are folks who just need a second chance. And if they get that second chance, they are far less likely to end up back in prison. That's a documented fact. Virginia's recidivism rate is 26% percent after one year. But the recidivism rate for former offenders served by **OAR** is under 8%.

Let's do the math: It costs Virginians about \$25,000 a year to house and feed an inmate. Once that person is released and comes to **OAR** for help, we are able to provide housing assistance, employment coaching, life skills, and hope – at a cost of about \$500 per client. That small sum affords practical redemption to a person who has paid for what they did wrong and stands ready to reenter the community. For taxpaying businesses and citizens, **OAR's** work offers a powerful investment – because each client who doesn't go back to prison saves the Commonwealth of Virginia at least \$25,000 every year that they are not back in prison. And, once employed, they pay taxes!

You have to admit, that's an impressive ROI. **OAR** starts the reentry process inside the Arlington County Detention Facility. **OAR** provides about 40 courses inside the jail every year, including: Parenting, Computer Training, Employability/Readiness, Houses of Healing, Starting Your Own Business, Ethics, Health Awareness, Conflict Resolution, Ethics, Substance Abuse Education, Stress Management and Creative Writing. During the last fiscal year, 415 clients took at least one course while serving time in the jail.

Reentry clients take employability readiness and communications class at **OAR's** Office. **OAR** brings value to our community in another specific way. We run the Community Service function for the Arlington and Falls Church Courts. So when a judge says, "I will give you 100 hours of community service rather than lock you up," he/she sends the person to **OAR** where we put them to work in the community. That means, if you are running a nonprofit, government agency or faith community, you can sign up to be a Community Service Site and have clients come and help you with almost any task – mailings, clear up, set up for events, painting, etc. Last year **OAR** oversaw 1,717 Community Service Clients. Of these, 306 were juveniles. These clients performed a record-breaking 121,387 hours of service last year, valued at a record total of \$1,481,308. This is a significant way **OAR** helps invest in our community.

How can YOU help?

- At least interview **OAR** clients and hire them if they are qualified.
- Provide paid internships for clients recommended by **OAR**.
- Participate in social and training events at **OAR**.
- Make a financial contribution – ask for our sponsorship information.
- Invite **OAR** to present at your next meeting about ways individuals and business can help reduce the barriers for those coming home.

THE CHAMBER BLOG

Be a Thought Leader: Call for Blog Contributors!

Boost your website SEO, page views, and gain new prospects! "How?" you ask. By contributing to the Chamber's Blog!

As a free Chamber member benefit, members are able to provide an informational article or how-to post about your area of expertise for our Blog. Drive traffic to your website while sharing your knowledge with Arlington business community. Articles are posted weekly on Wednesday. The Chamber has dates available in October and November.

■ If you are interested in contributing to the Chamber Blog, please contact Lisa Shapiro, Communications Manager, at communications@arlingtonchamber.org or call ■ 703-525-2400 ext. 203 to request a copy of the Chamber Blog Guidelines. Visit



Arlington Named One of the Nation's Best Places to Live

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

Arlington has been named to the top 10 of the Top 100 Best Places to Live from Livability.com. More than 2000 cities were evaluated for the study, which analyzed communities on data points ranging from economics and housing to education and health care. Arlington took the #3 spot in the nation and was ranked higher than any other jurisdiction in the DC Metro region.

"Arlington's status on this list can be traced largely to a decision made back in the 1960s," reads the Livability.com study. "Arlington lobbied to run the Metro underground and planned for high-rise and high-density development nearby. The result is the Rosslyn-Ballston Corridor that planners imagined as an "urban village." ... Together, its mix of retail, residential, government buildings, and offices help draw residents and businesses, but also help support the more traditional suburban parts of Arlington."

"This is gratifying recognition of decades of long term thinking, planning and follow-through by many community leaders," said Arlington County Board Chair **Jay Fissette**. "Our outstanding transportation network, strong neighborhoods, welcoming business climate, mixed-use development and great schools were all factors in our ranking."

Livability.com worked with the Martin Prosperity Institute on the study. The Institute, directed by Richard Florida, is part of the Rotman School of Management at the University of Toronto and is the leading think-tank on the role of location, place and city-regions in global economic prosperity.

The research analyzed more than 40 data points that were then grouped into eight categories – economics; housing; amenities; infrastructure; demographics; social and civic capital, education and health care. The eight scores were weighted based on an exclusive survey conducted for Livability. Every city with a population between 20,000 and 350,000 was considered. Sources included the best public and private data available from organizations such as the U.S. Census Bureau, Walk Score, GreatSchools.com and Esri.



Eric Fortunato

Vice President, Relationship Manager
Rosslyn Branch
571.319.4822
Eric.Fortunato@EagleBankCorp.com

Dan Laurenzi

Vice President, Relationship Manager
Commercial Lending
571.319.4834
DLaurenzi@EagleBankCorp.com

VIRGINIA • WASHINGTON, DC • MARYLAND
WWW.EAGLEBANKCORP.COM

ARLINGTON: BALLSTON AND ROSSLYN
MERRIFIELD • OLD TOWN
RESTON • TYSONS CORNER



On September 23, the Chamber hosted a Lead Generation Seminar with the **Washington Business Journal**. At this one hour, interactive hands-on session, attendees learned shortcuts, timesavers, and insider tips on how to get more qualified leads, read the paper faster, and grow your business. Attendees were reminded to always know what you're looking for before using the **Washington Business Journal**. Know your ideal client, customer or contact.

Attendees learned that there are four easy steps to using the **Journal** as a business development resource:

- 1) Scan: Skim the whole paper (keeping in mind that ideal contact).
- 2) Decide: Flag the pages/articles that you want to read in more depth.
- 3) Read: Read the articles while keeping in mind that ideal contact.
- 4) Act: Spending 30 minutes with the **Journal**, will give you 5 action items each week easily.

Attendees also earned how to use the **Journal** to stay connected to the local business community, promote your business, and find opportunities using their newspaper, website, daily email alerts, and dozens of events. Stay tuned for the next **Washington Business Journal** seminar at the Chamber.

For more information: Contact the Chamber at ☎ 703-525-2400
✉ chamber@arlingtonchamber.org

How Will the Affordable Care Act Affect You and Your Small Business?

Are you a small business owner who wants to know how the Affordable Care Act may affect you and your business?

With the Employer Shared Responsibility Payment ("Business Mandate") going into effect in January 2015, many small business owners are wondering what this means for their business.

Join the Arlington Chamber of Commerce on Wednesday, October 29, 2014 at 8:00 a.m. to 9:30 a.m. at the Chamber office for an in depth informational session with the Small Business Administration (SBA) about the Affordable Care Act and what small business owners need to know.

Alexandra Piotrowski, SBA Economic Development Specialist, will explain the Employer Shared Responsibility Payment, who qualifies starting in 2015, what makes you eligible for the small business tax credit, and what is happening with the Small Business Health Options Program (SHOP).

Attendees will also have the opportunity to have their questions answered. Program begins at 8:30 am.

➤ To register, visit www.arlingtonchamber.org/events or call 703-525-2400.



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



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.

OCTOBER GRAND SPONSOR



REGISTER NOW:

OCTOBER
SMALL BUSINESS ROUNDTABLE

29 WEDNESDAY
11:45 a.m. - 1:00 p.m.

WELCOME THEM HOME



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

For more information, contact:

DEVIN JOYCE
➤ chamber@arlingtonchamber.org

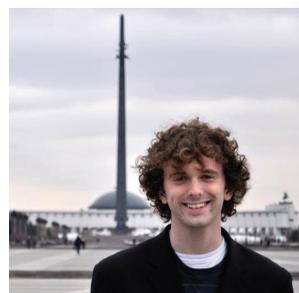


CHAMBER STAFF UPDATE

Welcome Joseph Meyer to the Chamber

The Arlington Chamber of Commerce is pleased to welcome our new Part-time Events Associate, Joseph Meyer. Originally from Tennessee, Joseph attended Middle Tennessee State University for his bachelor's degrees, where he majored in International Relations and Global Studies. He recently moved to Arlington to attend graduate school at **George Washington University** in Washington, D.C, where he is currently working on a master's degree in International Affairs. Joseph is interested in non-profits and international businesses in the D.C. Metro area. He is excited to be a part of the Arlington community and is looking forward to new opportunities working with the Chamber.

Please help us give Joseph a warm welcome to the Arlington Chamber!



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

BUCKCOMMERCIAL
 A DIVISION OF SUE & ASSOCIATES, INC.

*Real Estate Brokerage and
 Consulting Since 1976*

2519 Wilson Boulevard • Arlington, Virginia 22201 • 703-528-2288
 Fax 703-528-2324 • www.buckcom.com

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!

- Virginia Heritage Bank for hosting the September Business After Business.
- Carl Lander of C3 Financial Services and Michael Garcia of State Farm Insurance for donating door prizes for the September Breakfast Connection.

**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.

JOHN MARSHALL BANK

2900 Wilson Blvd
 Arlington, VA 22201
 JohnMarshallBank.com
 703-528-1779

Paul Velazquez, Relationship Manager
 Chris Lipscomb, Commercial Lending
 Scott Johnson, Regional President
 Oscar Brown, Commercial Lending

FDIC