

FEATURED PHOTO:
Tagged, Bagged, and Ready To Roll!

Chamber Discoveries China tour participants gather at the crack of dawn for the start of their exciting journey.

► READ MORE ABOUT THE TRIP: PAGE 1



■ CHAMBER DISCOVERIES: DESTINATION CHINA REVIEW

Huānyíng huí jiā! Welcome Home!

The morning of September 13 was an exciting time for those participating in the Chamber's trip to China. Twenty-six enthusiastic attendees from the the Arlington Chamber met at **Marymount University's** Ballston Campus to board busses that would take them to JFK's International Airport, where their unique and exciting adventure would begin. "I'm most excited about not only sight-seeing, but I'm interested to see how China is developing economically," commented Mary Watford.

After a long flight, attendees were greeted with a traditional Peking duck meal and prepared for their next nine, action-packed days. During their stay, the group enjoyed excursions to different Chinese cities including Beijing, Shanghai, Suzhou and Hangzhou. A highlight on the itinerary was the 2010 World Expo in Shanghai, the largest World's Fair site ever, hosting more than 190 countries and more than 50 international organizations. Leisure travelers were able to experience the culture and beauty of China through the many visits to popular must-see attractions, and business travelers enjoyed opportunities to meet with industry leaders and learn about the Chinese business system. The trip ended with the return of the group on September 21, exhausted, yet excited about their incredible experience. Welcome home, travelers!

Keep an eye out for individual trip reports and experiences in upcoming issues.

■ BUSINESS OWNER AND MANAGEMENT SERIES PREVIEW

Add a Little Magic to Your Business!

This month, the Chamber will provide a window into the business operations of the Walt Disney Company to the Arlington Chamber and community members. Undoubtedly, Disney has proven to have impeccable business skills, and through this opportunity, attendees will have the chance to learn from the management practices that led to Disney's world-renowned success.

An exciting aspect of the program, particularly for members in the restaurant and hospitality industries, is that it takes place during Epcot 2010 International Food and Wine Festival! Additionally, the program provides an option to take a "Magic Behind the Menu" tour of Epcot Kitchens for those interested in learning about the successful operations of the restaurant and hospitality industries of Disney.

The program, which focuses on leadership excellence and people management, is scheduled for **October 31-November 3, 2010**, at the Disney's Yacht & Beach Club Resorts in Walt Disney World, Lake Buena Vista, Florida. Attendees will learn about the business operations of Disney by literally stepping into Disney's "living laboratory" to experience the company through behind-the-scene tours, seminars and networking opportunities.

All sessions and activities for the program are scheduled in the mornings, leaving the rest of the day to explore the parks, play some golf or enjoy the resort. As a result of this flexibility, attendees are encouraged to bring along friends and family, and are even given the option of including a spouse or guest in certain parts of the program.

COULDN'T MAKE THE CHAMBER'S CHINA TRIP?

Join us this February to explore beautiful Ireland!

Contact the Chamber for further details:

- ✉ chamber@arlingtonchamber.org
- ☎ 703-525-2400
- 🌐 www.arlingtonchamber.org

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SAVE THE DATE

FALL OUTING

MONDAY, OCTOBER 4
9:30 a.m. – 4:30 p.m.
Westwood Country Club

SMALL BUSINESS ROUND TABLE

WEDNESDAY, OCTOBER 27
11:45 a.m. – 1:15 p.m.
Chamber Board Room

► COMPLETE CHAMBER CALENDAR: PAGE 2

QUICK RESPONSE NEEDED FOR DISNEY OCTOBER SERIES!

Interested in participating in the Business Owner & Management Series?

Book by **October 8, 2010** for the member discount.

Contact Erica Pristas for further details:

- ✉ epristas@arlingtonchamber.org
- ☎ 703-525-2400.

THE CHAMBER

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 Todd Yeatts, **The Boeing Company**

■ **U.S. ARMY LIAISON TO THE BOARD**

COL Carl R. Coffman, **Joint Base Myer-Henderson Hall**

■ **STAFF**

Rich Doud, President
Kate Roche, Director of Member Services and Development
Erica Pristas, Director of Membership
Gaby Zamora, Publications Coordinator
Susan Townsend, Web Coordinator
Deborah Kunin, Member Services Administrator
Tami Anderson, Staff Accountant

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

OCTOBER AT THE CHAMBER

GREEN BUSINESS COMMITTEE	1 FRIDAY 9:00 – 10:30 a.m. Chamber Board Room
IRELAND TRIP	1 FRIDAY Last chance to book discount rate.
FALL OUTING	4 MONDAY 9:30 – 4:30 p.m. Westwood Country Club
AMBASSADOR COMMITTEE	5 TUESDAY 4:00 – 5:00 p.m. Chamber Board Room
SMART START	7 THURSDAY 4:00 – 5:15 p.m. Chamber Board Room
DISNEY BUSINESS OWNER AND MANAGEMENT SERIES	8 FRIDAY Last chance to book discount rate.
EXECUTIVE COMMITTEE	13 WEDNESDAY 8:00 – 9:30 a.m. Chamber Board Room
BREAKFAST CONNECTION	14 THURSDAY 7:30 – 9:00 a.m. Knights of Columbus
COMMUNICATIONS COUNCIL	19 TUESDAY 11:45 – 1:00 p.m. Chamber Board Room
BOARD MEETING	22 FRIDAY 11:45 – 1:45 p.m. Fort Myer Officers Club
MEMBERSHIP DEVELOPMENT COMMITTEE	26 TUESDAY 5:00 – 6:00 p.m. Chamber Board Room
COMMUNITY ACTION COMMITTEE	27 WEDNESDAY 9:00 – 10:15 a.m. Chamber Board Room
SMALL BUSINESS ROUNDTABLE	27 WEDNESDAY 11:45 – 1:15 p.m. Chamber Board Room
EDUCATION AND WORKFORCE DEVELOPMENT COMMITTEE	27 WEDNESDAY 4:00 – 5:00 p.m. Chamber Board Room
BUSINESS AFTER BUSINESS	28 THURSDAY 5:00 – 7:00 p.m. The Ritz-Carlton, Pentagon City
GOVERNMENT AFFAIRS/ECONOMIC DEVELOPMENT COMMITTEE	29 FRIDAY 8:00 – 9:30 a.m. Chamber Board Room

Don't forget to check the Chamber's website calendar for updates on upcoming events.
 Fast and easy, the website allows you to register for events online and provides information on the location, time, and topic of a function.

SMART START

New to the Chamber? Learn how to maximize your membership experience and meet new clients in this free networking seminar and information session.

7 THURSDAY

4:00 – 5:15 p.m.
 Chamber Board Room
 2009 14th Street N.
 Suite 111
 Arlington, VA 22201

GRAND SPONSOR



BREAKFAST CONNECTION

This month the Arlington Chamber will combine with the Alexandria Chamber to mix and mingle at this organized speed-networking event. You'll have the opportunity to give your elevator pitch and exchange information with several tables of people. Bring plenty of business cards—you'll need them!

14 THURSDAY

7:30 – 9:00 a.m.
 Knights of Columbus
 5115 Little Falls Rd
 Arlington, VA 22207

GRAND SPONSOR

HOST SPONSOR

CARDINAL BANK

BUSINESS AFTER BUSINESS

End your busy work day on a high note with delicious food and drink, mixer-style networking, and chances to win great prizes.

28 THURSDAY

5:00 – 7:00 p.m.
 The Ritz-Carlton,
 Pentagon City
 1250 South Hayes St
 Arlington VA 22202

FALL OUTING

Network on the greens with fellow chamber members!

4 MONDAY

9:30 – 4:30 p.m.
 Westwood Country Club
 800 Maple Avenue East
 Vienna, VA 22180

Energy Plan Creates More Than a Buzz

School is back in session and our fall routines have taken hold. Soon enough we shall be looking at how the new snow ordinance is being implemented! Time certainly seems to move quickly.

The Arlington Chamber of Commerce always has been a strong advocate of Arlington Public Schools. In this regard, thank you to **Kim Durand** of **Arlington Public Schools** and all of the members of the Education and Workforce Development Committee for their work on another successful Scholar's Cup. The Scholar's Cup is a miniature golf outing that raises funds for the scholarships the Chamber provides annually to high school graduates in Arlington. Thank you to all participants and sponsors. Providing support to worthy youth to further their education is a cause about which all can agree.



Philip Keating

On the education front, the Board of Directors of the Arlington Chamber has voted to support the School Bond that is on the ballot in November. This continues a long tradition of Arlington Chamber support for school bonds. There is an excellent economic basis for this year's bond and most of the proceeds will be directed toward the building of a new Wakefield High School.

The Arlington County Energy and Sustainability Task Force released its draft energy plan in September and the time to review and debate truly has begun. The draft plan information can be found at: <http://www.arlingtonva.us/departments/DES-CEP/CommunityEnergyPlan/CommunityEnergyPlanMain.aspx>. A public hearing on the draft plan is scheduled for Thursday, October 21 from 6:00 - 9:00 p.m. at Wakefield High School. It is vital that the business community attend to make their opinions known.

The draft energy plan envisions that the Arlington County Board and the Office of the County Manager will develop and enforce an implementation plan that will include requirements that "...starting in 2015 renovated homes will need to operate at least 30% more efficiently than today's average, and buildings 50%." For new construction, "starting in 2015, all new homes and buildings will need to operate 30% more efficiently than current code expectations." Renovation and new construction requests "... will be expected to include a narrative as to how they will meet these higher levels of efficiency." Incentives may go to developers who commit to agreed levels of energy performance.

Another very important aspect of the plan is that "starting in 2015, high-density areas will migrate to District-Energy (DE), focusing on multi-family homes and commercial buildings...The legal framework for the DE utility will be created immediately with clear business rules, along with access to the appropriate utility expertise, capital depth, and operating understandings with the County, **Washington Gas**, and **Dominion Virginia Power**...The County will create planning and construction guidelines for DE preferred areas including connection norms to make buildings DE-ready as an early implementation action following approval of the CEP."

It is great to have goals, but as the expression goes "the devil is in the details," and in the case of the draft energy plan, essential details are not being addressed at this stage and are being deferred to County Government staff and, possibly, groups of individuals appointed by the County Board. The Arlington Chamber is concerned by the unstated issues of cost, decisions of who will bear the cost, marketplace viability of the goals in the time frames contemplated, impact on the rights of property owners, and enforcement. In cases where actions impact the public good, it is the position of the Arlington Chamber that the general public should bear the expense, not just the business community. Similarly, the party who bears the cost of a given action should receive the financial benefit of that action.

The Government Affairs and Economic Development Committee, and the Green Business Committee of the Arlington Chamber will be reviewing the draft energy plan in upcoming meetings. I urge you to review the draft energy plan carefully and to make your questions, concerns, and opinions known.

Regards



Philip M. Keating, Bean, Kinney & Korman, P.C.



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

Deadlines for submissions to *The Arlingtonian*

- **DISPLAY ADS & PRESS RELEASES**
The first of the month prior to publication. (i.e., for December, the ad must be submitted by November 1)
- **ARTICLES**
Same deadline as Display Ads
- **INSERTS**
Must deliver 1,750 inserts before noon on the 22nd of the month prior to publication (i.e., for December, the insert must be at the mail house by November 22). If less than the full number is provided, no inserts will be mailed and no refunds can be given.

The Arlingtonian (USPS 534030) is published monthly by the Arlington Chamber of Commerce, 2009 14th Street, North, Suite 111, 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. POSTMASTER: Send address changes to *The Arlingtonian* c/o Arlington Chamber of Commerce, 2009 14th Street, North, Suite 111, Arlington, VA 22201

Articles printed in this newsletter are submitted by members and represent their ideas and beliefs and do not necessarily reflect the views of the Arlington Chamber of Commerce.

WELCOME NEW MEMBERS

■ CLEANING & REPAIR SERVICES

MAJESTIC CLEANING & SERVICES, LLC

Scott Kallenborn, President
10208 Colston Ct. #205
Burke, VA 22015
Phone: (703) 930-7664
Fax: (703) 912-3870
Email: majestic.777@verizon.net

SPONSOR: John Harlow, Paychex
Majestic Cleaning & Services, LLC provides janitorial and commercial cleaning services for office buildings, offices and multi-family common areas.

■ CONSULTING

COURTNEY CONSULTING SOLUTIONS

Leslie Hulser, VP Operations
1276 N Wayne St #507
Arlington, VA 22201
Phone: (305) 710-4273
Email: lahulser@courtneysolutions.com

SPONSOR: Arianna Gleckel, Bean, Kinney & Korman

Courtney Consulting Solutions specializes in helping companies grow through government sales, specifically by assisting companies in becoming a pre-approved vendor on the GSA schedule.

■ MEDIA

ARLNOW.COM

Scott Brodbeck, Editor/Founder
1301 S Scott Street #327
Arlington, VA 22204
Phone: (202) 391-3024
Email: arlingtonnews@gmail.com

SPONSOR: Scott McCaffrey, Sun Gazette
Reaching 45,000+ readers per month, ARLnow.com is the up-to-the-minute source for news, views and things to do in Arlington. Cost-effective advertising opportunities are available.

■ NON-PROFIT ORGANIZATIONS & FOUNDATIONS

DOWN SYNDROME ASSOCIATION

OF NORTHERN VIRGINIA

Jennifer Greiner, Program Director
98 North Washington Street
Falls Church, VA 22046
Phone: (703) 621-7129
Email: jenniferg@dsanv.org

SPONSOR: Mary Ann Francois, TD Bank
The Down Syndrome Association of Northern Virginia ensures that people with Down Syndrome and their families receive the support necessary to participate in, contribute to, and achieve fulfillment in their community.

■ PRINTING

MINUTEMAN PRESS

David Rowley, President/CEO
2187 Crystal Plaza Arcade
Arlington, VA 22202
Phone: (703) 418-1700
Fax: (703) 418-1829
Email: CrystalCity@MinutemanPress.com

SPONSOR: Rick Reinsch, Digital Recollections
Minuteman Press, conveniently located in Crystal City, is a full-service business communications center with graphic design, copying, printing, mailing services and promotional products. Free pick-up & delivery!

Continued on page 5

MEMBERS IN THE NEWS

■ BEAN, KINNEY & KORMAN

Bean, Kinney & Korman's Timothy Hughes Recognized as a "Leader in the Law" Honoree by VA Lawyers Weekly

Bean, Kinney & Korman, one of Northern Virginia's most recognized independent law firms, is pleased to announce that **Timothy Hughes**, Of Counsel to the firm, has recently been recognized as a "Leader in the Law" honoree by *Virginia Lawyers Weekly*. Each year, *Virginia Lawyers Weekly* presents this award to those in the legal field who are setting the standard for other lawyers. **Mr. Hughes**, who is on the Chamber's Board of Directors, represents the legal and business community with extensive traditional contributions by dedicating numerous hours to pro bono work, volunteering and community involvement for a variety of causes. Additionally, he has held many leadership roles in the community for the development of green building practices and related education and advocacy efforts. **Mr. Hughes** is the third consecutive attorney from **Bean Kinney** to be honored with this prestigious recognition.

■ GEORGE MASON UNIVERSITY

George Mason Recognized in College Rankings

The U.S. News and World Report annual college rankings were released this August 17th, placing **George Mason University** in several of its listings. **George Mason** received recognition as number 70 in the "Best Part-time MBA" listing and ranked 68 on Forbes list of "America's Best College Buys," which highlights universities that provide the best quality experience for each tuition dollar spent. A ranking that the school has become comfortable receiving, **George Mason** was once again listed as one of the top one hundred "Best Undergraduate Business Programs." "I take very seriously the responsibility of meeting the demands of leading a top business school," said **Jorge Haddock**, Dean of **George Mason's** School of Management. "Yet that responsibility seems more joyful than burdensome because of our graduates working at Fortune 500 companies, our faculty's research published in prestigious academic journals, or being recognized by our peers in the rankings."

■ HABITAT FOR HUMANITY

Black Tie and Tool Belt Gala - Celebrating 20 Years in Northern Virginia

This fall, **Habitat for Humanity of Northern Virginia** will celebrate their 20th anniversary of providing safe, decent, and affordable housing for over 70 families in our community. Since its founding in 1990, **Habitat for Humanity of Northern Virginia** has built homes for over 300 people, including 180 children. This past winter, they completed a 9-unit condominium in Fairfax, called Maple Ridge, and are currently rehabilitating a 12-unit condominium in Arlington, called Perry Hall. **Habitat for Humanity** invites all community members to celebrate 20 years of success in the community at their Black Tie and Tool Belt Gala on Saturday, October 23, 2010, at Gannett/USA Today Atrium in Tysons Corner.

■ INKANDESCENT PUBLIC RELATIONS

Inkandescent Public Relations Celebrates 2nd Anniversary

Inkandescent Public Relations has much to celebrate this month with the signing of their 40th client and their 2nd anniversary. "Culinaria Cooking School is the the 40th client that we signed in the last two years, and to celebrate we're hosting our first consortium meeting this fall where all the entrepreneurs we know can network and share their ideas and insight," says **Inkandescent PR's** president and founder **Hope Katz Gibbs**. For more information on the consortium meeting, contact **Hope Katz Gibbs** at 703.346.6975.

■ MARYMOUNT UNIVERSITY

Marymount University Hosts First Annual Bill Finney Golf Tournament to Benefit Scholars

Marymount University will host the first annual **Bill Finney** Golf Tournament on Thursday, October 7, 2010, at the 1757 Golf Club in Dulles, Virginia. **Bill Finney**, **Marymount University's** athletics director and women's basketball coach, retired this

MEMBERS IN THE NEWS

summer after 27 years. He has a career total of 553 wins and took the women's basketball team to 16 NCAA post-season tournaments. **Finney** was named Conference Coach of the Year four times and Regional Coach of the Year twice. **Marymount** invites all well wishers to join in honoring **Bill** by participating in this golf outing. **Judy Finney**, **Marymount's** recently retired sports information director and **Bill's** wife, will also be honored at the tournament. Proceeds will fund the **Bill and Judy Finney** Scholarship, a new academic scholarship to be awarded to an outstanding student!

■ MMIMEDIA

Dennis Whitehead to Oversee 2011 Arlington County Fair Photography Competition

Dennis Whitehead of **MMImedia** has been named superintendent of the 2011 Arlington County Fair Photography competition. **Whitehead**, an independent multimedia producer in Arlington and member of the Arlington Chamber's Communications Council, has worked as a photographer and photojournalist for years in the Washington, DC area. He has been a judge at the fair for the past two years and has now accepted the helm of the Photography competition. Photography is, by far, the largest section of the competitive events at the fair. **Whitehead** is setting his initial effort at outreach to **Arlington Public Schools** and other county schools to increase involvement from students of all ages in the competition. Entry to the competitive events at the fair is free of charge!

■ MTFA ARCHITECTURE

MTFA Architecture Welcomes New Hires

MTFA Architecture is pleased to announce two recent hires. **Nicole Bahnij** joins **MTFA** as a project designer with a master's degree in architecture from The Catholic University of America and professional experience in building design. **Regina Alexander** also joins **MTFA** as a project designer with a bachelor's degree in architecture from Virginia Polytechnic Institute and State University and more than eleven years of professional experience in project design and architectural freelance consulting. Welcome, **Nicole** and **Regina**!

■ RADISSON HOTEL REAGAN NATIONAL AIRPORT

Radisson Hotel Reagan National Airport Offers Special Introductory "Empathetic" Business Class Rate

Radisson Hotel Reagan National Airport will offer a special Business Class upgrade promotional rate in honor of Radisson Business Class, a comprehensive new product and service offering developed around the concept of "travel empathy" and launched by Carlson, a privately held, global hospitality and travel company. From now to October 31, 2010, members of the goldpoint plusSM guest loyalty program, or those who enroll, can obtain the Business Class upgrade for USD \$5 compared to the average USD \$30 value, at all **Radisson** hotels in the United States, Canada and the Caribbean. "Radisson's Business Class provides guests with access to specialized amenities and services designed to ensure a seamless transition from the office to the hotel room," commented **Peter Priesner**, General Manager of **Radisson Hotel Reagan National Airport**.

■ SEGUE TECHNOLOGIES

Segue Technologies Makes Inc. 5000 List for Third Year in a Row

Inc. magazine included **Segue Technologies** in its annual Inc. 5000 ranking of the fastest-growing private companies in the U.S. for the third year in a row. **Segue** was included at the 1,028 position on this year's list and earned the additional distinction of being ranked in the top 100 of IT Service Providers. Since its founding in 1997, **Segue's** unique focus on providing business process improvement in conjunction with IT solutions has established a firm client base and fueled its growth as a multi-million dollar technology and government services company. "**Segue's** third inclusion in this prestigious listing is directly tied to our demonstrated ability to provide the best possible IT services to our customers," said **Ron Novak**, Executive Vice President at **Segue Technologies**.

Continued on page 6

WELCOME NEW MEMBERS

■ REAL ESTATE - RESIDENTIAL
KERRY HIMES, LONG AND FOSTER
Kerry Himes, Realtor
4600 Lee Highway
Arlington, VA 22207
Phone: (866) 510-0097
Email: kerry.himes@longandfooster.com

SPONSOR: Erica Pristas, Staff
As a Long and Foster Realtor, Kerry has the expertise and tools to guide you throughout the entire buying and selling process in today's market.

Welcome to the Chamber!

FEATURED MEMBER BENEFIT

GET THEM IN THE NEWS



Do you want a way to publicize newsworthy events or new services and product lines?

Are you hiring, moving, building, changing, or doing anything else that could benefit you by getting out the word?

Submitting items for *The Arlingtonian's* "Members in the News" section is a free benefit of membership.

Remember, community members and Chamber members alike read *The Arlingtonian*. Submitting press releases to the "Members in the News" section is free publicity!

Please submit press releases by the first of the month to Gaby Zamora:

■ communications
@arlingtonchamber.org



MILESTONE ANNIVERSARIES

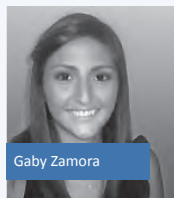
■ FIFTEEN YEARS:

WHITLOW'S ON WILSON

CONGRATULATIONS!

WELCOME TO NEW STAFF

Gaby Zamora is the new Publications Coordinator at the Arlington Chamber of Commerce. She is a native of Arlington, VA and



Gaby Zamora

Publications Coordinator

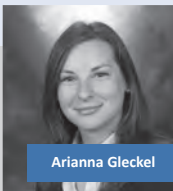
graduated from James Madison University this May with a Bachelor of Arts in Public Relations.

Welcome Gaby, to the Chamber!

MEMBERSHIP DEVELOPMENT COMMITTEE SPOTLIGHT

Congratulations and thank you to **Arianna Gleckel** from **Bean, Kinney and Korman, PC**, for adding value to the Chamber and its members by sponsoring the most new members during the month of September.

Bean, Kinney and Korman, PC is one of the most recognized independent law firms in the Northern Virginia Area and offers a comprehensive array of practice areas. **Arianna** recommends that members be strategic about their membership. Identify your target audience and ask other members or Chamber staff where to meet those people. **Arianna** has found that serving on her committees and attending networking events is the best way for her to develop relationships and gain business.



Arianna Gleckel

Bean, Kinney and Korman, PC

Thanks again Arianna, for all of your hard work!

MEMBERS IN THE NEWS

■ SUSHI -ZEN JAPANESE RESTAURANT

Sushi -Zen Celebrates 13th Anniversary

Sushi-Zen Japanese Restaurant, in the Lee Harrison Shopping Center, is celebrating its 13th anniversary (1997-2010) serving the Arlington Community by sponsoring 13 fundraisers with local non-profits. There are still openings for fundraisers in 2010. For more information, contact **Sushi-Zen** at 703.534.6000.

■ VOFFICEWARE, INC.

vOfficeware, Inc. Releases Free Nonprofit Toolkit

vOfficeware, Inc. has recently released their free "Nonprofit Toolkit." The goal of the toolkit is to teach nonprofits how to take full control off their website, publish pages, blog postings, manage a public calendar, conduct an SEO campaign and collect donations on their website, all without the need of a developer. The toolkit focuses on the Content Management System, WordPress. This free and open source system, which is similar in nature to Microsoft Word, is perfect for growing nonprofit websites.

■ WENDROFF & ASSOCIATES

Brian Wendroff Chosen as Finalist for George Mason School of Management Alumni Award

Brian Wendroff, managing partner and founder of **Wendroff & Associates, CPA**, a full service Accounting Firm in Arlington, was recently chosen as a finalist for the prestigious Young Alumni Award from the **George Mason University** School of Management. The four Young Alumni Award finalists were chosen from a field of more than 12,000 potential candidates. **Brian Wendroff** began attending **George Mason University** while he was an Army Specialist serving full time at the Pentagon's Near Southeast Asia Office and graduated from the School of Management in 2003 with a degree in accounting. He often returns to speak to **George Mason** School of Management students about accounting and entrepreneurship and recently participated in the 2010 **George Mason** Accounting Career Panel. The Young Alumni award will be presented during the university's 5th Annual School of Management Alumni Celebration on September 30.

FEATURED MEMBER BENEFIT

Get Them Up Front and Center

You may have noticed the prominent brochure display rack in the Chamber's lobby. As a member, you have the opportunity to secure your own spot on the wall and showcase your products and services here. This is a great way for you to share your latest look with the many visitors who come by the Chamber office.

Committee members, SMART Start participants, and other groups frequently visit the office. Brochure pocket spots are a great way to catch their eye and are a steal of a deal.



Contact Deborah Kunin for more information:

☎ 703-525-2400 ✉ chamber@arlingtonchamber.org

■ ERADICATION DOMESTIC VIOLENCE AWARENESS

by Kerry Lombard, Doorways for Women and Families

DOORWAYS for women and families

October is National Domestic Violence Awareness Month—what is your company doing to help recognize and eradicate domestic violence from our community?

Domestic Violence and the Workplace:

A 2005 national survey by the Corporate Alliance to End Partner Violence found that 21% of full-time employed adults were victims of domestic violence and 64% of them indicated their work performance was significantly impacted.

To help companies address this issue, **Doorways for Women and Families** provides training for corporate managers and HR professionals to help them identify the signs of domestic violence and know what resources are available to support their employees. This training is a benefit of our Corporate Ambassadors program, a leadership group of civic-minded corporations that work in partnership with **Doorways** to end domestic violence and family homelessness in the Northern Virginia area.

Doorways for Women and Families is a leader in ending domestic violence and family homelessness in Arlington and Northern Virginia. As Arlington's only Safehouse, **Doorways** maintains a 24-hour hotline and an 11-bed, emergency shelter for those fleeing unsafe environments. Once at the shelter, we provide comprehensive services including financial literacy to heal, stabilize, and find safe, affordable housing. We also provide a network of support to help women remain connected to safety in their community.

Doorways is dependent on members of our community to help us raise the funds for our programs and to end domestic violence and homelessness one family at a time.

You, your employees and your business can help this fall by:

- Holding a cell phone/PDA recycling drive in your office.
- Collecting one or more of **Doorways** Most Needed Items, including toilet paper, paper towels and diapers.
- Hosting a workplace training to educate HR managers about how your office can be impacted.
- Becoming a **Doorways** Corporate Ambassador to support **Doorways** year-round.

To find out more about resources for domestic violence and family homelessness, visit www.DoorwaysVA.org. To find out more about how your company could support **Doorways** through collection drives, third party fundraisers or by becoming a Corporate Ambassador, contact **Kerry Lombard** at 703-522-8858 x14.

Editor's Note:

As an initiative of the Community Action Committee, The Arlingtonian now regularly highlights a particular nonprofit category. The article will be written by a member of the Community Action Committee, and will include a list of all of the Chamber's nonprofit members who belong to that category (as of the production date).

*For more information about the nonprofit sector articles or about how to get involved with the Community Action Committee, contact **Maria Pugliese** of **TeamLogicIT** at (703) 528-8548 or mpugliese@teamlogicit.com*



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GET LINKED

Are you LinkedIn?



The Chamber's LinkedIn group is a great way to network, keep up with Chamber events and participate in interesting discussions. Join our group to start participating!

SEARCH GROUPS FOR:

ARLINGTON CHAMBER OF COMMERCE, VA

www.linkedin.com

COMMITTEE OPPORTUNITIES

Get involved in one of the Chamber's Committees!

- Ambassador Committee
- Community Action Committee
- Communications Council
- Education and Workforce Development Committee
- Green Business Committee
- Hotel General Managers Committee
- Membership Development Committee
- Fall Outing Committee
- Gala/Silent Auction Committee
- Government Affairs and Economic Development Committee

For more details about how to get involved with a committee, contact Deborah Kunin at the Chamber:

- 703-525-2400
- chamber@arlingtonchamber.org

ARLINGTONCHAMBER.ORG

Chamber Website Yields Results!

Yes, it looks like back-to-school time and convention season are upon us with Apartments and the Hotels & Motels categories rising in the charts! Its also good to see people searching for Real Estate and food. In fact Dining is up on both charts, as is Shopping. Check this section for updates as we head into Fall!

Top five keyword searches:

- 1 Lodging
- 2 Dining
- 3 Entertainment
- 4 Shopping
- 5 Transportation

Top five categories displayed:

- 1 Apartments
- 2 Real Estate-Residential
- 3 Hotels & Motels
- 4 Restaurants & Food Services
- 5 Real Estate - Commercial



COMMITTEE HIGHLIGHT

MEMBERSHIP DEVELOPMENT COMMITTEE

The Membership Development Committee actively seeks new members by reaching out to prospective members who have expressed interest in the Chamber, new businesses and other organizations with a presence in Arlington. It is often that some of our new members are not located in Arlington but do business in Arlington and are looking to take advantage of the benefits of Chamber membership.

One of the benefits of being part of the Membership Development Committee is that reaching out to prospective members about the benefits of Chamber membership often leads to new business opportunities for the committee member too.

Committee members attend the monthly SMART Start seminars that give both new and prospective members an overview of all the Chamber has to offer, from networking to marketing opportunities to community service projects. The committee also participates as a team in the Arlington Chamber's annual Opportunity Works campaign. Once a month members meet to discuss progress towards reaching individual and committee goals.

Although participation on this committee is by invitation, please contact **Arianna Gleckel** (agleckel@beankinney.com) or Erica Pristas (epristas@arlingtonchamber.org) if you are interested in participating on this committee.

Membership Development Committee Chair



Arianna Gleckel

Bean, Kinney & Korman, P.C.

■ BOARD NOMINATIONS

NOTICE TO ARLINGTON CHAMBER MEMBERS

Members who have agreed to have their name placed on the ballot for the Arlington Chamber of Commerce's 2011 Board of Directors:

Charles Clohan - Dittmar Company
Kelly Cravens - Wachovia Bank, a Wells Fargo Company
J.R. Diffee - Colony House, Inc.
Bill Eisnaugle - Comcast
Brian Gordon - Apartment and Office Building Association
Tom Grantham - Cardinal Bank
Bob Hawthorne - United Bank
Bill Holmes - American Painting & Janitorial Co., Inc.
Tim Hughes - Bean, Kinney & Korman, P.C.
Todd Ihrig - H.D. Vest Investment Services
Deborah Johnson - Dominion Virginia Power
Deborah Lipman - Metropolitan Washington Airports Authority
Sharon Lockwood - Crystal Gateway Marriott
Scott McCaffrey - Sun-Gazette Newspapers
Bob McCoy - Virginia Commerce Bank
Andrew McGeorge - Monday Properties
Barbara Nicastro - Law Offices of Barbara Nicastro
Ron Novak - Segue Technologies
Stephan Rodiger - Kettler
Diane Rogers - BAE Systems
Brian Steffan - Steffan & Co., Inc.
Scott Sterling - The IDI Group Companies
Karolyn Stuver - Fluor
Scott Taylor - SmolenPlevy

Pursuant to Article IV, Section 4, of the Arlington Chamber of Commerce Bylaws, a list of candidates for the Board of Directors must be provided to the Chamber membership in advance of the distribution of ballots.

In accordance with this provision, to the left is the list of the names of members who have accepted nominations from the Nomination Committee to the Arlington Chamber Board of Directors. The names are listed in alphabetical order.

Any members in good standing whose name is not included among the list of nominees may, upon the written petition of five other members, have his/her name appear on the ballot, provided such petition is received in the office of the Chamber by the Secretary at least 10 days prior to the published date for the distribution of ballots.

The Chamber's bylaws determine the number of voting members per company, according to a formula based on membership investment.

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important to business.
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For more information, call Curvin Leatham at 202-281-5311 or visit pnc.com/cfo.

PNC is proud to support The Arlington Chamber of Commerce.



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¹ Banking and lending products and services and bank deposit products are provided by PNC Bank, National Association, Member FDIC ² Remote Deposit is subject to bank approval. ³ Merchant services are provided by PNC Merchant Services Company and subject to credit approval. ⁴ All loans and lines of credit are subject to credit approval. ©2010 The PNC Financial Services Group, Inc. All rights reserved.

ARLINGTON ECONOMIC DEVELOPMENT

Shirlington Village Receives CoreNet Award for Sustainability

by **Karen Vasquez**, Public Relations Manager at **Arlington Economic Development**

On September 15, 2010, Shirlington Village was awarded with the CoreNet Mid Atlantic award for Sustainability. The awards competition honors those who have demonstrated strong leadership and have made a significant impact in the Corporate Real Estate Industry. Five awards were presented: Corporate Real Estate Leadership, Service Provider Leadership, Best New Workplace Solution, Sustainability and Economic Development. Shirlington earned the Sustainability award for the County's efforts in sustainable development and community improvement.

Most notable about the redevelopment of Shirlington Village was the creative process and resources that were utilized by Arlington County and its partners. The public-private partnership between Arlington County and the property owner, **Federal Realty Investment Trust**, in addition to the involvement of the community were all key to its successful outcome.

The redevelopment of Shirlington has resulted in a new state-of-the-art library and a home for **Signature Theatre**, both housed in a landmark theater-library complex. In addition, five new residential buildings with 644 units were added, a 142 room hotel, 42,000 square feet of retail space, a 195,000 square foot office building (occupied by the Patent & Trademark Office in 2009), plus two parking garages with nearly 1,500 spaces, and an urban transit station.

Both the hotel and the office building have achieved a LEED Silver rating from the USGBC. The new projects replaced an abandoned big box store and acres of surface parking lots. The new Village at Shirlington has become one of Arlington's most popular re-envisioned downtowns.

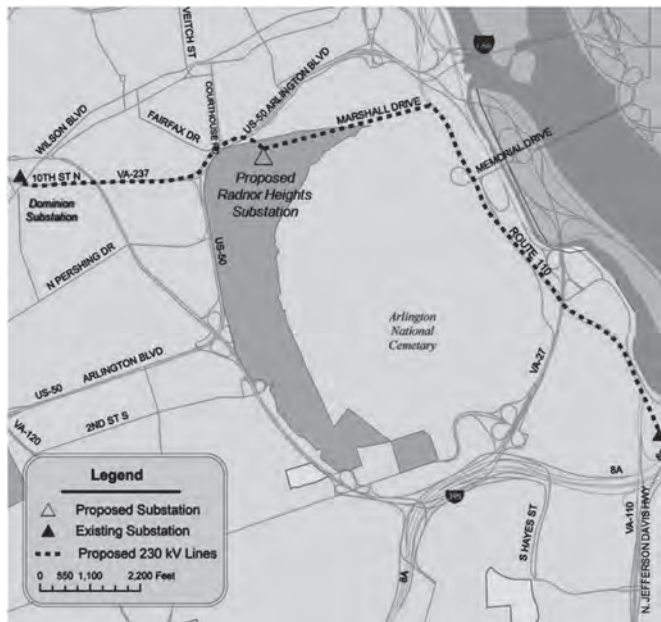
"We're very pleased to be recognized by CoreNet for our sustainable development efforts in Shirlington Village," stated **Arlington Economic Development** Director **Terry Holzheimer**. "The extraordinary partnership between the County, the property owners and the community has created a project that showcases an exceptional mix of uses--residential, retail, office and hotel--complemented by the Shirlington Library, **Signature Theatre**, and access to nearby County and regional parks, and exemplifies the benefits of sustainable economic development."



Dominion Virginia Power Plans New Arlington Facilities

Dominion Virginia Power is committed to providing safe, affordable and reliable electricity to our customers.

We have proposed making improvements to electric facilities in Arlington County with the construction of additional underground electric transmission lines and a new Radnor Heights substation on Joint Base Myer-Henderson Hall. An application for this infrastructure improvement was filed with the Virginia State Corporation Commission in February 2010.



If approved, Dominion plans to start construction in January 2011.

To learn more: visit www.dom.com and search for "Radnor." You'll find construction plans, maps of the underground route, answers to frequently asked questions, contact information for the project, and tips on conserving energy.



Dominion

MEMBER BENEFITS

Frequently asked Questions - and their Answers:

How do I learn more about committees?

Attend a free SMART Start Seminar, held monthly at the chamber

How do I register for events?

Register online at www.arlingtonchamber.org or call Deborah Kunin at 703.525.2400

How do I obtain a mailing list?

Mailing labels are for sale to members for \$100, plus sales tax.

Contact Deborah Kunin:

chamber@arlingtonchamber.org

How do I advertise in The Arlingtonian?

Advertising in The Arlingtonian can be done through advertisements or inserts.

Contact Gaby Zamora:

communications@arlingtonchamber.org

How do I sponsor/host an event?

Contact Kate Roche:

events@arlingtonchamber.org

Does the Chamber offer meeting space?

The Chamber has two meeting areas. Call Deborah at 703.525.2400 for availability

How do I log into the Members area?

Contact Deborah Kunin:

chamber@arlingtonchamber.org

How do I add my event to the Community Calendar?

Log in to the "Members Only" section of the website: www.arlingtonchamber.org.

Contact Susan Townsend for login and online calendar help

web@arlingtonchamber.org

UPCOMING ROUNDTABLE

- Small business roundtable will return next month. Register now for next month's Roundtable to be sure you don't miss out on this valuable free benefit to members!

REGISTER NOW

OCTOBER SMALL BUSINESS ROUNDTABLE

THE BEST MARKETING TACTIC I HAVE USED: A Discussion of Tools That Work

27 WEDNESDAY

11:45 a.m. – 1:15 p.m.

Chamber Board Room

2009 14th St. N., Suite 111
Arlington, VA 22201

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



Jim Whelan

roundtable, facilitated by **Jim Whelan** of **The ProActive Corporation of America**, 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 the month in the Chamber's Board Room.



FEATURED MEMBER BENEFIT

Help Welcome Them Home

A "Chamber Welcome" is a relocation packet that was developed for potential Arlington County residents who request information about Arlington by the Chamber. We typically receive more than 500 requests every year. Requests have been received from all 50 states.

Packets include real estate and demographic information, as well as cultural, recreational, educational opportunities, and much more information that people moving to Arlington need to know. Take this opportunity to be among the first to introduce yourself and your company to potential new residents of our area. Arlington Chamber of Commerce members can gain the benefit of having a flyer inserted into these relocation packets at an annual cost of \$160.



Contact Deborah Kunin for more information: ☎ 703-525-2400 ✉ chamber@arlingtonchamber.org



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Rich Rieger

Diana Simonton



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The mission of the Arlington Chamber of Commerce is to promote businesses and economic development within Arlington County. The Chamber will represent the interests of Arlington County businesses by: participating as a business advocate to government; endorsing regional solutions to infrastructure and educational challenges; and striving to create the conditions that encourage a healthy community and business environment within the County and the Commonwealth of Virginia.

THANK YOU!

- **Knights of Columbus/Columbus Club of Arlington** for hosting the August Business After Business.
- **Carr Workplaces** for providing a great door prize for the August Business After Business.