



Winter Gala 2005: "Arlington's Best Night Out"... you don't want to miss it!

As we celebrate a New Year the time has come to make room for the 81st Annual Winter Gala and Silent Auction. On Saturday, January 29, 2005 the **Ritz Carlton** will host the main event for the Arlington Chamber of Commerce. An evening filled with dancing, a delicious meal and the excitement of a fabulous silent auction—it's one you won't want to miss. You can save your seat by registering early at www.arlingtonchamber.org or call the Chamber office at 703-525-2400.

The evening will begin at 6:00 p.m. with a cocktail reception and the unveiling of the 2005 Silent Auction followed by a world-class dinner in the Grand Ballroom. The sounds of *Perfect Mix*, provided by MSE productions, will set the tone for an elegant evening and the excitement of the Silent Auction will keep you enthusiastic. It is sure be a magical evening and we look forward to seeing you there!

Donations are still being accepted for the Silent Auction, please contact **Cate Murray** at cmurray@arlingtonchamber.org or 703-525-2400 for more information. It is a wonderful way to assist a great cause and gain exposure.



81ST ANNUAL WINTER GALA
SATURDAY, JANUARY 29, 2005
6:00 P.M. – MIDNIGHT
RITZ CARLTON, PENTAGON CITY
1250 SOUTH HAYES STREET
 Register: www.arlingtonchamber.org
 Cost: Preferred table for ten, \$2300
 Preferred seating for 6, \$1300
 Preferred seating for 2, \$450
 Individual, \$150

Exciting Advertising Opportunities on redesigned website!

The Chamber will soon be launching a new, redesigned website that will better serve the needs of our members and the public. An important component of the design is that it will attract many more viewers. There are a limited number of premium marketing positions available within this upgraded website. If you are interested in promoting your company or organization to tourists, businesses, families relocating to the area, our members, and/or the community, please contact **Diane McLaughlin**, Communications Manager, at dmclaughlin@arlingtonchamber.org or by calling the Chamber office at 703-525-2400. Don't miss out on this exciting opportunity!



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SONNY ODOM, PHOTOGRAPHER

Stanley E. Taylor named Chairman at Annual Meeting.
See page 4.



Opportunity. Leadership. Results.

Member: U.S. Chamber of Commerce
Member: Virginia Chamber of Commerce

Diane McLaughlin, Editor, Communications Manager
Joan Dall'Acqua, Graphic Designer, Acquagraphics

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Scott Laughlin, Vice Chairman - Membership Development Division, LM&O Advertising
Bob McDowell, Vice Chairman - Special Interests Division, HNTB Corporation
Steve Barto, Past Chairman, UBS Financial Services
Jim Whittaker, Past Chairman, SRA International

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Steve Barto, UBS Financial Services
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Leslie E. Parker, Virginia Commerce Bank
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Yvonne Pover, Skardon Pover Visual Communications
Tim Reese, Buck & Associates
Marie Schuler, Comcast
Dr. Robert G. Smith, Arlington County Public Schools
John Snedden, Rocklands Barbeque & Grilling Company
Scott J. Spooner, ESQ., Bean, Kinney & Korman P.C.
Stanley E. Taylor, George Mason University
Gordon Thrall, Guernsey Office Products, Inc.
Helen Tremont, US Airways
Jim Whittaker, SRA International
Pat Williamson, WETA
Barbara A. Wyles, Northern Virginia Community College

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Deborah Kunin, Member Services Administrator
Cate Murray, Member Services Manager

*Executive Committee Member & Director

Visit our website: www.arlingtonchamber.org
Visit our wireless website: www.chamberwap.com



Where you need to be in JANUARY



- 1 Saturday**
HAPPY NEW YEAR!
- 3 Monday**
Article deadline for February 2005
Arlingtonian
- 3 Monday**
Membership Committee Meeting
4:30 p.m. - Chamber Board Room
- 5 Wednesday**
Smart Start
8:00 a.m. - Chamber Boardroom
- 11 Tuesday**
Community Action Committee
8:00 a.m. - Chamber Board Room
- 12 Wednesday**
Executive Committee Meeting
8:00 a.m. - Chamber Board Room
- 13 Thursday**
Breakfast Connection
7:30 a.m. - **Holiday Inn Ballston**

Information is accurate as of press time; however, please consult the Chamber's website for updates and changes that may have occurred. The website address is www.arlingtonchamber.org. Events listed in color are networking opportunities for members and their guests.

You can register for all events at www.arlingtonchamber.org or by calling the Chamber office, 703-525-2400.

- 17 Monday**
Office closed in observance of Martin Luther King, Jr. Day
- 20 Thursday**
Business After Business
5:00 p.m. - **Whitlow's on Wilson**
- 21 Friday**
Insert deadline for February 2005
Arlingtonian
- 28 Friday**
Government Affairs Meeting
8:00 a.m. - Chamber Board Room
- 29 Saturday**
81st Annual Winter Gala
6:00 p.m. - **The Ritz Carlton, Pentagon City**

Save The Date
Tuesday, February 22nd
7:30 a.m.

HOSPITALITY AWARDS

Hyatt Regency Crystal City

Honoring those who make Arlington great!

Chamber telephone system courtesy of Lockridge Communications and Reynolds Maps. Broadband internet capability courtesy of Comcast Communications.

DEADLINES FOR SUBMISSIONS TO THE ARLINGTONIAN

DISPLAY ADS - The first of the Month prior to publication. i.e. For December, the ad must be submitted by November 1.
PRESS RELEASES - Same deadline as Display Ads
ARTICLES - Same deadline as Display Ads
INSERTS - By the 22nd of the month prior to publication. i.e. For December, the insert must be at the mail house by November 22.

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.

Chairman's Message

First, I will say that I look forward to serving as Chairman of the Arlington Chamber of Commerce during 2005. Second, I am honored to have and to work with a very good and committed Board of Directors and the members of the Executive Committee that bring both leadership for their respective area of responsibilities and their willingness to work as a team to ensure that the Chamber is performing to meet the mission and goals of the organization and the needs of its members.



Stanley E. Taylor

In addition to the Board of Directors and the Executive Committee, I would like to recognize the Chamber staff. For they have and continue to perform their duties with dedication and commitment to the mission and goals of the organization.

During my term as Chairman, I am looking forward to working with board members, the Executive Committee and general Chamber members to identify and to work as a team to resolve business concerns and promote the mission and goals of the chamber.

In addition to working to ensure that chamber is meeting the goals of its mission, I would like to implement the following new programs and initiatives during 2005.

- **Arlington County Government:** Work with the Arlington County Board, County Manager, Commissioner of Revenue, County Treasurer and other county government officials and departments to develop an affective working relationship between the government and the business community.
- **Higher Education:** I would like to create a council consisting of representatives from the colleges and universities in the Northern Virginia Region. The purpose of the council will be to determine how the business and higher education communities can work together to meet the needs of the business community and form and promote internship programs for college students.
- **e-council:** Have the Chamber's e-council work to define its mission and goals to create a connection between the information technology community and the overall business community.
- **Affordable Housing:** Supporting the need for affordable housing in Arlington will continue to be one of the goals on my agenda for the Chamber during 2005. During 2004, I created an affordable housing initiative, with the assistance of Fannie Mae, which involves the Arlington Chamber of Commerce, Arlington County Public Schools, DeVry University, George Mason University, Marymount University and Virginia Hospital Center. The initiative is entitled the Arlington Employees Housing Initiative with the purpose of forming a partnership among the participants listed to work together to create affordable housing programs associated with the recruitment and retention of universities, public schools and healthcare personnel.
- **Membership Survey:** I would like to explore with the Chamber Board of Directors, the Executive Committee and the staff the potential of doing a survey of the members to get an evaluation of the services and activities currently being provided and what new initiatives the Chamber should pursue.

In summary, I hope my comments, and the programs and initiatives, reflect some of the topics that the members feel should be addressed. During the year I would like the Chamber members to communicate with staff and members of the Executive Committee regarding issues and/or concerns that should be addressed.

Hopefully, at the end of my term as Chair, you will feel that the Arlington Chamber of Commerce has responded to its mission and, above all, the goals associated with meeting the needs of the members.

Stanley E. Taylor, George Mason University
Chairman

Annual Corporate Sponsors

The Chamber is pleased to thank the following 2005 Annual Corporate Sponsors for their support:

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80th Annual Meeting Celebrated a Successful Year

by Scott McCaffrey, *Sun Gazette Newspapers*

The Arlington Chamber of Commerce held its 80th annual meeting on December 3, looking back at successes of the year and announcing the organization's new leadership team for 2005.

Stanley E. Taylor, vice president of the Arlington campus of **George Mason University**, will become Chairman of the Chamber of Commerce in January. He will succeed **Steve Barto** of **UBS Financial Services**.

"It's an honor to step up," **Taylor** said at an organizational meeting of the Chamber's 2005 Board of Directors, held just prior to the annual meeting/luncheon at the **Mariott Crystal City**. "It's a good team—I look forward to working with all of you."

Barto, who spearheaded several new initiatives during his term in office, said the annual meeting – which attracts about 250 people each year – is a chance "to recognize the accomplishments of a lot of people, and to look forward."

During the event, the Chamber presented annual awards for outstanding service. The Chamber's **Workforce & Affordable Housing Ad Hoc Committee** was honored as the Committee of the Year. **Crescent Resources LLC**, developer of the Potomac Yard property, was presented with the Chairman's Award.

And **Todd Ihrig**, who serves as the Chamber's Vice Chairman for the Communication Division, was honored with the President's Award.

In addition to **Taylor**, the following officers for 2005 were elected at the annual meeting: **Sean Hosty**, chairman-elect; **John Moore**, treasurer; **Fernanda Howard**, assistant treasurer; **Scott Laughlin**, vice chairman, member development; **Ellen Brown**, vice chairman, member affairs; **Bob McDowell**, vice chairman, special interests; **Todd Ihrig**, vice chairman, communications; and **Scott McCaffrey**, vice chairman, government affairs and economic development. Also serving on the Chamber's executive committee in 2005 will be past chairmen **Steve Barto** and **Jim Whittaker** and president **Rich Doud**.

Serving three-year elected terms on the Chamber's board of directors beginning in 2005 are: **Loran Adams**, **Crescent Potomac Yard Development LLC**; **Robert Bushkoff**, **Dittmar Co.**; **Pam Gottfried**, **Dominion Virginia Power**; **Mark Ingrao**, **Apartment and Office Building Association (AOBA)**; **Vicki Kirkbride**, **Arlington Community Foundation**; **Scott McGeary**, **Washington Gas**; **John Moore**, **Ballston Common Mall**; **Barbara Nicastro**, **Law Offices of Barbara E. Nicastro, Esq.**; **Leslie E. Parker**, **Virginia Commerce Bank**;



Keynote Speaker **Alex P. Orfinger** addresses the crowd at the 80th Annual Meeting

Gordon Thrall, **Guernsey Office Products**; **Pat Williamson**, **WETA**; and **Dr. Barbara Wyles**, **Northern Virginia Community College**.

Appointed to one-year terms by incoming Chairman **Stanley E. Taylor** were: **Paul Giovanini**, **Sheraton National Hotel**; **H. Mark Goetzman**, **Walsh, Colucci, Lubeley, Emrich & Terpak, P.C.**; **Steve Gutterman**, **E*Trade Financial**; **Fernanda S. Howard**, **BB&T**; **Scott Laughlin**, **LM&O Advertising**; **Ed Murn**, **KSI Services**; **Frank Poli**, **Keating Partners**; **Scott Spooner**, **Bean, Kinney & Korman P.C.**

2005 Chairman Stanley E. Taylor, George Mason University, announced the election and appointment of the following members to the Arlington Chamber's Board of Directors.

Board Elections for 2005 (Serves a three (3) year term)

Loran M. Adams, **Crescent Potomac Yard Development LLC**.
Robert Bushkoff, **Dittmar Company**
Pam Gottfried, **Dominion Virginia Power**
Mark Ingrao, **Apartment and Office Building Association (AOBA)**
Vicki Kirkbride, **Arlington Community Foundation**
Scott McGeary, **Washington Gas**
John J. Moore, **Ballston Common Mall**
Barbara Nicastro, **Law Offices of Barbara E. Nicastro, Esq.**
Leslie E. Parker, **Virginia Commerce Bank**
Gordon Thrall, **Guernsey Office Products**
Pat Williamson, **WETA**
Dr. Barbara Wyles, **Northern Virginia Community College**

Board Appointments for 2005 (Appointed to a one (1) year term)

Paul Giovanini, **Sheraton National Hotel**
H. Mark Goetzman, **Walsh, Colucci, Lubeley, Emrich & Terpak, P.C.**
Steve Gutterman, **E*TRADE Financial**
Fernanda S. Howard, **Branch Banking and Trust Company of Virginia**
Scott Laughlin, **LM&O Advertising**
Ed Murn, **KSI Services**
Frank Poli, **Keating Partners**
Scott J. Spooner, **ESQ., Bean, Kinney & Korman P.C.**



Steve Barto, 2004 Chamber Chairman

SONNY ODOM, PHOTOGRAPHER

SONNY ODOM, PHOTOGRAPHER

¿Interesado en Empezar un Negocio?

(Interested in Starting a Business?)

by Karen Vasquez, Arlington Economic Development

Arlington County enjoys one of the most diverse residential communities in the Washington, D.C. region. But did you know that we also match that diversity in our business community? In particular, Arlington enjoys an impressive number of Hispanic residents, business owners and entrepreneurs. To serve this active community, BizLaunch, Arlington's Small Business Assistance Network, partners with the Greater Washington Ibero American Chamber of Commerce to offer business information, counseling, research and education to Arlington's Hispanic business owners and entrepreneurs.

Arlington County's interest in fostering the Hispanic business community goes beyond the benefits derived by Hispanic business owners. Arlington County Board member Walter Tejada stresses the tremendous value that the Hispanic business community brings to Arlington—and to other business owners as well.

"Beyond the obvious advantages of a successful and diverse business community, the wealth of government contracting opportunities available in Arlington provides incredible benefits to all types of businesses," said Tejada. "In particular, many of Arlington's government contractors actively seek minority-owned businesses to work with, each deriving benefits from the incentives offered by the federal government to minority-owned businesses."

"The Hispanic business community is incredibly strong, educated and successful," reports Isabel Guisantes, communications and business development specialist of the Ibero Chamber of Commerce. And, Guisantes reports that there is a great diversity within the community itself. "Most of our clients have been in the U.S. for over ten years. They have lived and worked in this country, and have a very good understanding of the market. Our clients find a lot of value in the services Arlington offers to start or grow their business, and we're able to help them every step of the way."

In addition, the BizLaunch-Ibero Chamber partnership also assists recent immigrants who are interested in starting a business. "Many of the educational programs we run on starting a business, writing a business plan, getting financing, and developing a marketing strategy are conducted in Spanish," stated Guisantes. "We feel it's important to offer small business services to everyone in the Hispanic community."

The BizLaunch-Ibero Chamber partnership, which began in 2003, already has exciting plans for 2005. Scheduled programs include seminars on the basics of starting a business, in addition to more specialized courses on writing business plans, franchising, financing, marketing, government contracting and more. For more information on the services available through BizLaunch and the Ibero Chamber, call 703.228.0802.



Borders Suggests...

Kingdomality: An Ingenious New Way to Triumph in Management

By Sheldon Bowles

Do you remember SWOT? Strengths, weaknesses, opportunities, and threats. Have you ever tried it on your employees? This book discusses SWOT analyses for 12 types of employees by using a medieval kingdom as a parable for a business environment. In the end the king knows how to assign tasks to each of his subjects to yield a flourishing kingdom. You too can improve the productivity of your business kingdom with the tools this book offers!

The 10 Commandments of Consulting

by Marilyn Keyes, iPrime Group, LLC

The 10 Commandments for consultants and their clients were developed during the November Business Roundtable. Attendees included both independent consultants and organizations that hire them. See what you're missing? Attend one of the upcoming Business Roundtables to learn from other business people and exchange workable ideas.

For the Consultant:

1. Keep asking the right questions
2. Be loyal and committed
3. Have a formal written agreement
4. Know your limitations
5. Meet deadlines
6. Fulfill promises
7. Agree to mutually beneficial objectives
8. Seek feedback
9. Control expectations
10. Keep good records

For the Client:

1. Be clear about what you need
2. Cooperate and share all relevant information
3. Be willing to accept change
4. Pay on time
5. Meet deadlines
6. Fulfill promises
7. Prepare staff for consultant's role
8. Provide feedback
9. Have reasonable expectations
10. Provide referrals on successful projects

The monthly Business Roundtable events are facilitated by Marilyn T. Keyes, experienced marketing consultant with iPrime Group, LLC. Please check out www.arlingtonchamber.org to find dates for the 2005 Business Roundtables, which are free but registration is required.

If you want to run a successful hospital, run it like a hotel.

Changes in our healthcare system have put a lot of hospitals into economize mode. With insurance dollars being doled out more frugally, many are trying to become more "efficient" ~ decrease the ratio of staff to patients, make a floor designed specifically for one purpose, do something different.

But it isn't working. Hospitals ~ hundreds of them ~ are finding themselves short on patients and in worse financial shape than before the cutbacks started. In the last five years, there's been a national net decrease of 257 hospitals and 47,744 beds that patients didn't want to fill.

What really makes sense is to go in the opposite direction.

At Virginia Hospital Center, our \$160 million new hospital is complete. Behind this investment isn't a strategy based on all the new operating suites or the new equipment, but rather on a whole new level of customer service. You may not want to be in the hospital, but if you are, this is the hospital where you'll want to be.

We hired the Ritz-Carlton.

Stay at a hospital and you're staying away from home. No one knows more about that subject than hoteliers. That's why we hired the Ritz-Carlton Learning Institute to show us the basics of service ~ hotel-style. Changes showed up everywhere from phone etiquette, to menus, to the fact that when you walk in, you don't go through an endless admissions process. Instead, a personal representative greets you and takes you straight to your room. Imagine that.

You just had surgery. The last thing you want is a new roommate.

Although we added 530,000 square feet to our facility, we didn't add one additional patient room. Instead, we used the space to turn all rooms into singles

with private bathrooms. How wise was that if more patients, more "heads in beds" to use the industry phrase, are needed? Very wise. Research showed overwhelmingly that people hate the lack of privacy. Ultimately our all-private-rooms strategy means more heads in our beds, not fewer.

Same-day surgery. Before.

In the last 12 years, at least 178 of the most common surgical procedures ~ everything from hernia repair to laparoscopic hysterectomies and knee surgeries to rhinoplasty ~ have been reclassified by insurance providers as "same-day surgery." In today, out tonight.

Same-day procedures at a typical hospital now are 65% of all surgical procedures and yet most hospitals retrofitted this huge change into existing facilities. The result has typically been long morning lines, crowded pre-op rooms with people milling around in skimpy gowns, waiting their turn, usually behind schedule.

Same-day surgery. After.

We've designed an entire "Same-Day Surgery" unit from the ground up. Our completely paperless processing ~ the first hospital in the Baltimore - Washington area to have it, our computerized scheduling, our private pre-op areas create a much better "same-day surgery" experience.

At Virginia Hospital Center, practicing the best medicine is our only goal. But the best medicine ~ the best staff, the best equipment ~ is made possible only by the best business practices. For a hospital, business starts with attracting patients through the doors and that means treating them just like they were guests. Which, if you stop and think about it, is exactly what they are.



Good business empowers good medicine.

VIRGINIA HOSPITAL
CENTER
virginiahospitalcenter.com

Members IN THE News

ARLINGTON COUNTY

Would you like to find a new home for your old computers, office furniture and equipment, chairs, desks, dining room furniture, and other goods in usable condition, free of delivery charges and with tax benefits as well? Call the Donations Hotlink—this is a new service in the **Arlington County Volunteer Office** that provides a clearinghouse between non-profit agencies and the business community. Contact them at volunteer@arlingtonva.us.

BANKS

Virginia Commerce Bank (VCB) is pleased to announce the opening of its Walney branch, located at 4221 Walney Road in Chantilly. The new branch, which is the fifteenth overall for **VCB**, opened for business on November 15, 2004.

FULFILLMENT CENTERS

SOC Enterprises (in partnership with Arlington Works) has been awarded

\$195,000 from the Virginia Department of Human Services to continue the **SOC JOBS/TANF** program for the next 18 months. The **SOC JOBS** program, a public/private venture designed to move welfare recipients with disabilities off of the TANF (Temporary Assistance for Needy Families) rolls and into a life of sustained self-sufficiency, has been serving needy individuals in the Arlington/Alexandria areas since 1999.

NON-PROFIT ORGANIZATIONS - VOLUNTEER

County Approves \$98 Million Gates Financing Plan: The Arlington County Board approved an \$8.5 million loan to **AHC** from the Affordable Housing Investment Fund in November. The funds are part of a \$98 million refinancing and major rehabilitation of the 465-unit Gates of Ballston Apartments in the Buckingham community. Renovations will include replacement of the HVAC systems, roofs, windows, bathroom fixtures, kitchen cabinets and appli-

ances; construction of a new community center; and construction of 72 additions to provide larger family-size units. Seventy-five percent of the apartments will be affordable to Gates residents earning less than 60% of area median income (AMI). Of those, at least 10% will be affordable to residents earning less than 50% of AMI, thanks to a \$500,000 grant from the County that **AHC** will match in five years. **AHC** expects to complete the project in three years.

THEATRES

The 10th anniversary season of Arlington's **American Century Theater** continues with *Tea and Sympathy*, the 1953 play by Robert Anderson, which inspired a very popular movie version starring Deborah Kerr will be revived by the award winning American Century Theater. The play runs January 6-February 5, 2005. The well-known Stephen Scott Mazzola directs the play. Tickets are \$18-\$26. Discounts are available for Arlington Chamber of Commerce members. *Tea and Sympathy* is at Theater II, Gunston Arts Center, 2700 S. Lang Street, Arlington, Virginia 22206. Call 703-553-8782 or visit www.americancentury.org.



SMART Start

Ready to get this year off to a great start?
Attend a **SMART Start**.

SMART Start is a FREE Networking Seminar and Information Session. Learn how to meet new clients or future business associates.

January 5, 2005 at 7:45 a.m.

At the Chamber Office

Register online:

www.arlingtonchamber.org

Contact **Melissa Bailey**, 703-525-2400
for information.



Your Prospect is the Ticket sponsored by Oyamel

Come out to the newly redeveloped Crystal Drive for our Member/Guest Event at Oyamel for some cocina Mexicana! Join us for this FREE networking event Tuesday, February 8, 2005 at 5:00 pm.

Your only ticket for this event is a prospective Chamber member. This is a perfect opportunity to introduce your prospect to other members and give them the opportunity to network with our members.

Pre-registration is required.

For more information contact **Melissa Bailey** at m Bailey@arlingtonchamber.org or 703-525-2400.



Your Prospect is the Ticket

Tuesday, February 8

5:00 – 7:00 p.m.



Oyamel

2250 B Crystal Drive

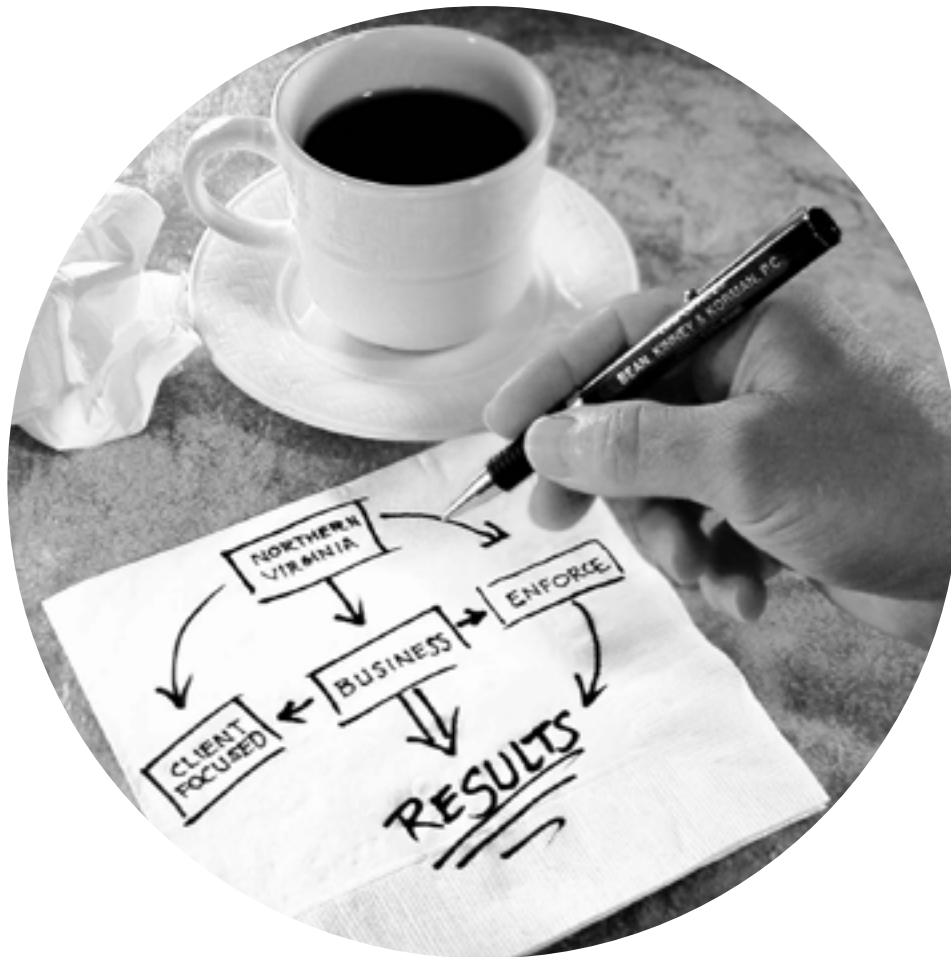
Register:

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Fax: 703-783-4426

Email:

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VIRGINIA CHIROPRACTIC GROUP

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Email: dredwardbeck@hotmail.com

SPONSOR: Jay Kelly, Bella Consulting & Greg Brewer, Prepaid Legal Services

Dr. Beck helps people get out of pain without drugs or surgery. Chiropractic can help with low back pain, headaches, fibromyalgia and joint pain.

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Phone: 703-465-2775

SPONSOR: Jay Kelly

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cialize in leadership and team development and building a "bench" within organizations to develop available talent.

DAY SPA

NATURAL BODY SPA & SHOPPE

Bart Yablonsky, Managing Member

4100 Wilson Boulevard

Phone: 703-243-4015; Fax: 703-243-8851

Arlington, VA 22203

Email: arlington@naturalbodydayspa.com

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Chris Owens, General Manager

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Email: theenergyclub@comcast.net

SPONSOR: Melissa Murray Bailey, Staff

The Energy Club is Shirlington's new fitness experience. With a climbing wall and over 15,000 square feet of exercise equipment and exercise studios, including the "Energy Cafe," it's not your typical gym!

INFORMATION TECHNOLOGY

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Real Estate Development

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Want To Get Connected?

JOIN A COMMITTEE!

Call 703-525-2400
for more details.



Questions?
Call 703-525-2400.

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dkunin@arlingtonchamber.org

HAPPY ANNIVERSARY!

The Chamber is pleased to recognize the following members who celebrated their membership anniversary in November! We thank these great organizations for their continued support of the Arlington Business community!

DECEMBER

Executive Club Suites	15 years
Charles M. DeLashmutt	10 years
Eakin/Youngentob Associates, Inc.	10 years
Ad Marketing Group, Inc.	5 years
H.D. Vest Investment Services	5 years
National Rural Electric Cooperative Association	5 years

JANUARY

Sean Hosty-Legg Mason	5 years
Live Wire Media Relations, LLC	5 years
Veterans' Vision	10 years
Women in Military Service for America Memorial Foundation	10 years
Dominion	65 years

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Breakfast Connection!

All it takes is fifteen seconds to make an impression! At the Breakfast Connection you have an eclectic group of professionals looking to utilize Chamber business. The allotted time in the morning will allow you to get your point across whether it is with a catchy phrase, a mantra, or a demonstration. The time is yours. Use it to your advantage. You won't be disappointed. If you've never tried a Breakfast Connection you will find it is a great networking tool. Bring brochures, business cards, flyers pertaining to your organization to hand out and make the morning the best part of your day.

Breakfast Connection

Thursday, January 13
7:30 a.m.

Holiday Inn-Ballston
4610 Fairfax Drive

Register:
www.arlingtonchamber.org



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Thanks to our Members who renewed their membership in November!

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McEneaney Associates, Inc.
National Rural Electric Cooperative Association
Weiler's Lawn & Landscape, Inc.
The ProActive Corporation of America, Inc.
Equity Corporate Housing
Holiday Inn National Airport
Metro 29 Diner
Otto's Electrical Service, Inc.
Pentagon Row - Federal Realty Investment Trust
Arlington-Alexandria Coalition for the Homeless
Crystal City Marriott
Association of the U.S. Army
Bergmann's Inc
Brooke Rental Center, Inc.
Caruthers Properties, Ltd.
Hurt Cleaners, Inc.
Konica Minolta Business Solutions
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Crystal Gateway Marriott
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Hyatt Regency Crystal City
Murphy Funeral Homes
Murray, Jonson, White & Associates, Ltd.
Sequoia Management Company, Inc.
Snell Construction Corporation
Strategic Analysis, Inc.
The Arlington Historical Society, Inc.
The Curious Grape
Washington Business Journal
Westfield Realty, Inc.
Axxan Corporation



Chamber Website Yields Results!

Each month the Chamber actively tracks usage of its website in an effort to better serve our members and to keep the website resourceful. Below are the top categories and keywords searched in the month of December.

Attention members: Please make sure we have your up-to-date website address so searchers can easily get to your site!

Top 5 Business Categories:

1. Restaurants
2. Hotels
3. Banks
4. Non-profit Organizations
5. Apartments

Top 5 Keywords:

1. Hotel
2. Restaurant
3. Web
4. Pet
5. Real Estate

BusinessAfterBusiness

The Chamber's monthly Business After Business (BAB) functions are the perfect way to relax and network with fellow and potential Chamber members. Once a month the BAB is held at a local Arlington establishment where members learn more about the member hosting the event and get the chance to meet new people while networking. It's a great way to end your day while enjoying your peers, win great prizes, and potentially cash in the mounting jackpot available each month. Remember, you must be present to win! We look forward to seeing you this month.

BusinessAfterBusiness

Thursday, January 20
5:00-7:00 p.m.

Whitlow's on Wilson
2854 Wilson Boulevard

Register:
www.arlingtonchamber.org

Register early to avoid late registration fees.

Congratulations Jay Kelly!

Jay Kelly of Bella Consulting Solutions was our winner of two free roundtrip airline tickets. **Jay** brought in three new members in October and was chosen at November's Business After Business for the give-away. Keep your eyes open for more member incentives in 2005!

Thanks Go To...

To those who helped make our 80th Annual Meeting a huge success:

- **COMCAST** for sponsoring the event
- **Alex P. Orfinger**, Publisher of the *Washington Business Journal* for being a dynamic guest speaker
- **Crystal Gateway Marriott** for hosting the event with a superb menu and a great staff
- Photographer **Sonny Odom** for his wonderful talents and capturing memories of this event
- Table sponsors: **AHC, Inc., BB&T, COMCAST, Crescent Resources, LLC., Hyatt Arlington at Washington's Key Bridge, James Monroe Bank, Metropolitan Washington Airport's Authority, Red Top Cab Company of Arlington, UBS Financial Services, United Bank, Virginia Commerce Bank, Washington Gas-Virginia Division, Washington Workplace**

Washington Workplace and **Arlington Free Clinic** for hosting November's Board Meeting.

Holiday Inn National Airport for hosting an elegant Business After Business Reception in November.



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chamber@arlingtonchamber.org
www.arlingtonchamber.org

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.

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