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### 2005 Chairman's Award: **COMCAST**



Marie Schuler of Comcast proudly accepts the 2005 Chairman's Award presented by Chairman, Stanley Taylor, George Mason University. Photo by Sonny Odom.

### 2005 Committee of the Year: **COMMUNICATIONS COUNCIL/JOHN GUNN**



Stanley Taylor, 2005 Chairman, of George Mason University, presented the 2005 Committee of the Year Award to John Gunn, John Gunn Marketing Partners, LLC, and the Communications Council.

### 2005 President's Award: **ELLEN BROWN**



Ellen Brown of Hamilton College, excitedly accepts the 2005 President's Award presented by Chamber President Rich Doud. Photo by Sonny Odom.

*Read more about our winners beginning on page 13.*

## 2005 Chairman's Message



Stanley E. Taylor

**S**erving as the Arlington Chamber of Commerce Chairman during 2005 has been both a privilege and an honor. This year as the Chairman has been very exciting and eventful. I have thoroughly enjoyed working with the Executive Committee, the Board of Directors and the Chamber staff to meet the organization's mission and goals and the beginning of

new programs and activities to meet the needs of the current membership and to attract new members.

The accomplishments for 2005 have included:

1. The creation of the Higher Education Council to better serve the 14 institutions of higher education. The purpose of the council is 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.
2. The re-establishment of the annual Hospitality Awards to support our hospitality community.
3. A complete renovation of the website—new features; greater usability; and much more pleasing to the eye. The website is: [www.arlingtonchamber.org](http://www.arlingtonchamber.org).
4. The website video—one of the first chambers to implement this feature.
5. The Board voted to launch the TRC (Total Resource Campaign) in 2006. The TRC seeks to raise many forms of revenue the Chamber receives—dues, sponsorships, advertising, in-kind, etc.—through one campaign. By so doing, it allows members and potential members to budget for their total commitment to the Chamber at once rather than piece-meal throughout the year. It also allows the Chamber to better predict its income stream. It is going to improve the Chamber for the whole of its membership.
6. The addition of the Smart Start program to assist prospective members and new members in learning more about the Chamber, and to train anyone who wants to learn more about networking techniques.
7. This year was the first for an all-member survey. The purpose was to have a membership survey as a means of helping staff and volunteer leaders:
  - a. Gain a clearer knowledge about why members join the Chamber—from the individual and company perspective.
  - b. Understand members' expectation of the Chamber and benefits of membership, while identifying the gaps between these expectations and current offerings.
  - c. Gauge interest in specific countywide issues and understand the role members expect the Chamber to play.
  - d. Identify providers used by members for services and benefits that are similar to those from the Chamber.
  - e. Better understand the primary interests of Chamber members.

The Chamber distributed the online survey in August, followed in two weeks by a second attempt to encourage participation in the survey. The survey garnered a 20.1 percent rate of response, with 161 primary member contacts responding.

8. And continue our fine record of a completely clean independent financial audit.

In reaching these accomplishments, I would like to recognize and thank the members of the Executive Committee and the Chamber staff for their dedicated support and involvement to move the Chamber forward in achieving its 2005 goals and accomplishments.

The 2005 Executive Committee members were:

- Chair-elect—**Sean Hosty, Legg Mason**
- Treasurer—**John Moore, Ballston Common Mall**
- Assistant Treasurer—**Margaret McKeough, Metropolitan Washington Airports Authority**
- Past Chairman—**Jim Whittaker, SRA International**
- Past Chairman—**Steve Barto, UBS Financial Services**
- Vice Chair, Economic Development and Government Affairs—**Scott McCaffrey, Sun-Gazette Newspapers**
- Vice Chair, Membership Development—**Scott Laughlin, LM&O Advertising**

*continued on page 14*

Chamber telephone system courtesy of 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.

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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.

## 2006 Chairman's Message



Sean W. Hosty

**A**s we begin 2006, I want to express how excited I am to have the opportunity to serve as Chairman of the Chamber. The bar has been set high by the impressive list of Past-Chairmen, and I am humbled and enthusiastic to take on the challenge of continuing the work of the Chamber.

This year, the focus of my efforts will be on the Total Resource Development campaign. This campaign will be the foundation of a successful year for the Chamber, as it will affect almost all of the Chamber's activities and members.

As you know, the Total Resource Development campaign will help the Chamber raise funds in a simple and more structured manner. This initiative is important because it is the first time we have decided to hire a consultant of this magnitude to help with our marketing and fund raising. This consultant will provide their expertise to reduce the administrative burden on our small staff, while providing us with additional resources. Their services will include providing templates for campaign materials, developing a market strategy, and recommending changes to our current fund raising activities.

The Arlington Chamber is lucky to have many members who already give graciously, and we truly appreciate their commitment. However, as mentioned in my last Chairman's report, it is important to note that this campaign is not a way to attempt to request additional support from the generous members who currently fund the

Chamber. The Campaign and the consultant is really about making it easier for our current supporters to donate, and to show us how to get in touch with the members who may have never been asked to support the Chamber, but are willing to do so.

If this campaign is successful, and with your help I have no doubt it will be, the Chamber will have additional resources to further our efforts in the business community. Further, a successful campaign will increase our membership, improve our networking events, and enhance our impact on the community. I personally invite each and every one of you to join the Chamber in participating in the Chamber's First Annual Total Resource Development (TRD) Campaign, "Oh the Places You'll Go." If you would like to find out more about how you and/or your business can become involved in this groundbreaking campaign, please contact Cate Murray at the Chamber at (703) 525-2400 or [cmurray@arlingtonchamber.org](mailto:cmurray@arlingtonchamber.org).

While the Total Resource Development campaign will be a big part of 2006, it is not the only issue that I would like the Chamber to address. During the General Assembly session and throughout the year, I will continue to express the Chamber's positions on the many business issues affecting our members. I would like to note a few of these policy positions to ensure that each of our members are aware of these efforts:

On the issue of transportation, the Arlington Chamber supports the widening of I-66 inside the Beltway. Further, the Chamber encourages the addition of light



*At the December Board Meeting, Sean Hosty, 2006 Chairman, presented Stanley E. Taylor, 2005 Chairman, with a gavel to commemorate Taylor's service as Chairman. Earlier that month, at the Annual Meeting, Hosty received a gavel from Taylor, to mark the beginning of his term as 2006 Chamber Chairman.*

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## 2006 Executive Committee



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**Sean Hosty**  
Legg Mason



*Chairman-Elect*  
**Barbara Nicastro**  
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Barbara E. Nicastro, Esq.



*Treasurer*  
**Margaret McKeough**  
Metropolitan  
Washington Airports  
Authority



*Assistant Treasurer*  
**Todd Ihrig**  
H.D. Vest Investment  
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*Photos by  
Sonny Odom.*



*Past Chairman*  
**Stanley E. Taylor**  
George Mason  
University



*Past Chairman*  
**Steve Barto**  
UBS Financial Services



*President and Secretary*  
**Rich Doud**  
Arlington Chamber  
of Commerce

## Division Vice Chairs



*Vice Chairman—  
Communications  
Division*  
**Grace Abi-Najm Shea**  
Lebanese Taverna



*Vice Chairman—  
Economic Development  
& Government Affairs  
Division*  
**Timothy Reese**  
Buck Commercial



*Vice Chairman—  
Member Affairs Division*  
**John Murphy**  
Washington Workplace



*Vice Chairman—  
Membership  
Development Division*  
**Jim Whelan**  
The ProActive  
Corporation of America



*Vice Chairman—  
Special Interests  
Division*  
**Loran M. Adams**  
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## 2006 Board of Directors

*Photos by Sonny Odom. All pictures from left to right.*



*Bob Hawthorne, Loran M. Adams, Leslie Parker, Steve Barto, Todd Ihrig*



*Celie Niehaus, Mark Ingrao, Barbara Nicaastro, Sean Hosty, Yvonne Pover*



*Gordon Thrall, Marie Schuler, John Murphy, Grace Abi-Najm Shea, Stanley E. Taylor*



*Pat Williamson, Cathy Campbell, Jim Sherrick, Nancy Pallesen, Scott McGeary*



*Timothy Lynch, Margaret McKeough, John Snedden, Deidre Schexnayder, Jim Whelan*



*Von Pelot, Jamie Nicholas, Susan Anderson, Lynne Breaux, Darren Montgomery*

**2006 Board Members, not shown in above photographs:**  
*Dr. James Bundschuh, Robert Bushkoff, James Cole, Loretta Franklin, Paul Giovanini, Mark Goetzman, Pam Gottfried, Scott Laughlin, John Maxwell, John J. Moore, Ed Murn, Frank Poli, Timothy Reese, Dr. Robert G. Smith, Scott Spooner, and Helen Tremont.*

## Meet the New Board Members



**Susan Anderson** is the Special Events Director at **Community Residences**, an organization that provides residences, support, counseling, educational programs, and facilitates community integration for adults and children who are mentally retarded or mentally ill and/or physically disabled, including homeless individuals. **Community Residences** also hosts the annual event, Taste of Arlington. Prior to **Community Residences**, **Anderson** worked at **Whitlows on Wilson** for ten years, beginning with the restaurant's opening. **Susan** worked as the Floor Manager and Catering Manager, after working part-time as a hostess, bartender, and waitress. **Anderson** also has served as Catering Assistant and Catering Manager at the **Hyatt Arlington**. **Susan** was born and raised in Maryland, and she is a graduate of St. Mary's Academy and Salisbury State University.

**Lynne Breaux** is Executive Director of the **Restaurant Association of Metropolitan Washington (RAMW)**, the restaurant and food service industry trade association in Washington, D.C., Alexandria, Arlington, Fairfax, Loudoun and Prince William Counties. Prior to her position as President of **RAMW**, **Breaux** was owner and operator of a Capitol Hill restaurant for 13 years, the Director of Catering for The Madison and Ritz-Carlton Hotels in Washington, D.C., and the Royal Orleans Hotel in New Orleans, where she was also Assistant Manager on Duty. **Lynne Breaux** has represented the hospitality community on a variety of legislative issues on Capitol Hill, before the District of Columbia City Council, through Congressional member/staff access, and with the national and local media. **Lynne** initiated the formation of the DC



Hospitality Resource panel, which promotes responsible hospitality. **Breaux** is a Board member of the Washington Convention and Tourism Corporation, the Marriott Hospitality Public Charter High School, The DC Lottery and Charitable Games Advisory Council, and the National Cherry Blossom Festival.



**Cathy Campbell** has worked for **The Washington Post** for more than 20 years. **Cathy** is the Circulation Manager for Field Relations and Special Projects at **The Washington Post**; she is responsible for recognition programs, insurance and pension programs for independent circulation agents for **The Washington Post**. Prior to her position as Circulation Manager, **Campbell** was the Director of Circulation Accounting and the Retention Services Manager.

*continued on page 8*

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*Meet the New Board Members, continued from page 7*

Additionally, **Cathy** worked in the Home Delivery and Retail Sales departments. **Cathy** is actively involved in the community; she returns to the Arlington Chamber's Board of Directors, after previously serving on the Board from 1997 until 2002. Additionally, **Campbell** was once the Treasurer of the Chamber's Executive Committee, was a member of **Leadership Arlington's** Inaugural Class, a participant in the Human Rights Campaign, and an active participant in many other community organizations. **Campbell** earned her B.A. from the University of North Carolina at Chapel Hill, and received her Masters Degree in Business Administration from the Colgate Darden Graduate School of Business, at the University of Virginia.



**Darren Montgomery** joined the **Washington Capitals** in 2002, as the Director of Sales, a position he still holds today. Prior to the **Washington**

**Capitals**, **Darren** was a Clear Channel sales representative for Sports Talk 980 for two years, from 2000 until 2002, and a sales representative for Washington Sports and Entertainment for four years, from 1996 until 2000. **Montgomery** is a Virginia Tech graduate, and has lived in the Arlington/Falls Church area for ten years.

**John Murphy** is the founder and president of the award-winning, Arlington-based company, **Washington**



**Workplace**. **Murphy** graduated from Fordham University, and founded the company almost 10 years later. Today, **Washington Workplace** is the largest independent office furniture supplier in the Virginia/DC/Maryland area. Clients include the White House/Executive Office of the President, the Smithsonian Air and Space Museum, the Embassy of Japan, George

Washington University Medical Center, **Virginia Commerce Bank**, and countless other notable Washington institutions and individuals. **John Murphy** returns to the Board of Directors, after serving from 1997 to 2004. Additionally, **Murphy** is a 1999 alumnus of **Leadership Arlington**, and he served as the **Leadership Arlington** Chairman for 2004-2005. Additionally, **Murphy** is the incoming Chair-Elect of the Board of the **Arlington Free Clinic**, former President of the Arlington Business Council, and he has worked with the **Arlington County Economic Development** Commission and on the Advisory Committee of the **United Way of Arlington**. **John** lives in Arlington with his son, Kiko.

**Jamie Nicholas** has branched out to found **Jamie Nicholas Printing and Graphics**, a company that will assist clients with all of their business and promotion needs, diminishing the client's need to use multiple companies for each individual service. **Jamie** was a co-owner of **Sowa & Nicholas Printing** for 9 years, prior to the founding of **Jamie Nicholas Printing and Graphics**. **Jamie** has almost 30 years of experience in the printing industry, beginning her printing career in high school. **Jamie** has been a press operator, customer service rep, done bindery, graphic design and sales. Additionally, Ms. **Nicholas** has been an "on call" press operator for many local print shops in the past, including **ASAP**, **Insti-Prints**, and **Harrison Printing**.



**Nancy Sanger Pallesen** is the Executive Director of the **Arlington Free Clinic**. **Nancy** was the first director of the **Arlington Free Clinic**, a

shift she made from the corporate environment, where she gained experience in the communications sector and managed health care settings. Ms. **Pallesen** earned her B.A

from Mills College and her MSW from The Catholic University of America. In addition to her professional work, **Nancy** has continued to be an active volunteer. She sits on several Boards and Committees, including the Board of Directors of the National Association of Free Clinics, the Community Council of WAMU, the Non-profit Advisory Committee to the United Way of the National Capital Area, the Nursing Advisory Board, the Committee of 100. Additionally, she was a class member of the **Leadership Arlington** Class of 1999. In that same year, **Pallesen** was recognized with an Arlington Community Hero Award, and in 2004 she received a Women of Vision Award from the Arlington Commission on the Status of Women. Ms. **Pallesen** has lived in Arlington for over 30 years; she is married and has three children.



**Jim Whelan** is an expert in strategic planning and implementation to achieve business objectives of growth and profitability and the head of **The**

**ProActive Corporation of America, Inc.**, an ABBIE Award recipient. Prior to **The ProActive Corporation of America**, **Jim** was the Vice President of John Hancock Life Insurance Company, Vice President/Treasurer of CIT Financial Corp., Senior Vice President of Chief Financial Office Union Labor Life Insurance Company, Executive Vice President of Union Labor Life Insurance, President of Federal City Nation Bank, and Founder of Relocation Professionals LTD. **Jim** attended Holy Cross, received his MBA from Boston College, and earned his degree in Advanced Management from Columbia University. Mr. **Whelan** serves on the Board of Directors of the **Arlington Food Assistance Center** and is the President of the Arlington Business Council. **Whelan** also volunteers with SCORE, working with individuals who want to start a business and business-owners who want to grow their business.

## 2005 Chairman's Club

*The Chairman's Club recognizes members who have sponsored at least one new member during the calendar year.*

**Elizabeth Adams, Crescent Resources, LLC**

**Paula Adkins, Kwik Kopy**

Jo Ann Allen, Arlington County Medical Society

Tami Anderson, Chamber Staff

Russell Arkin, Re/Max Allegiance

\* Steve Barto, UBS Financial Services

Wayne Boyland, Cracked Pot Studio

**Greg Brewer, Pre-Paid Legal**

Karen Daniels, Virginia Commerce Bank

\* Rich Doud, Chamber Staff

Doug Dowling, Regardie, Brooks, and Lewis

**Cindy Enquist, All About You**

Don Fergus, Lowers & Associates, LLC

Brian Hefner, Chamber Staff

\* Sean Hosty, Sean Hosty—Legg Mason

\* Todd Ihrig, H.D. Vest Investment Services

**Jay Kelly, Bella Consulting**

**Ted Kramer, Re/Max Allegiance**

Deborah Kunin, Chamber Staff

\* Scott Laughlin, LM&O Advertising

**Derick Malis, Vanguard Services Unlimited**

Scott McCaffrey, Sun Gazette Newspapers

\* Margaret McKeough, Metropolitan

Washington Airport Authority

Cherry Mir, Weichert Realtors

\* John Murphy, Washington Workplace

Cate Murray, Chamber Staff

Melissa Murray Bailey, Chamber Staff

\* Jamie Nicholas, Jamie Nicholas

Printing & Graphics

Michael Plummer, Sprint PCS

Joan Porte, Travel Partners

Ashleigh Poulin, Chamber Staff

\* Timothy Reese, Buck Commercial

John Renner, Renner and Company

Joe Reynolds, Reynolds Maps

Aaron Seekford, Arlington Realty, Inc.

\* Grace Shea, Lebanese Taverna

**David Stevenson, Omnino Networks**

Robert Allen Strawn, Photography by Robert Allen Strawn

Bill Swanson, Edward Jones

\* Jim Whelan, Proactive Corporation of America

William Wildhack, Arlington Host Lions Club

\* Designates Board Members

**Membership Committee in bold**

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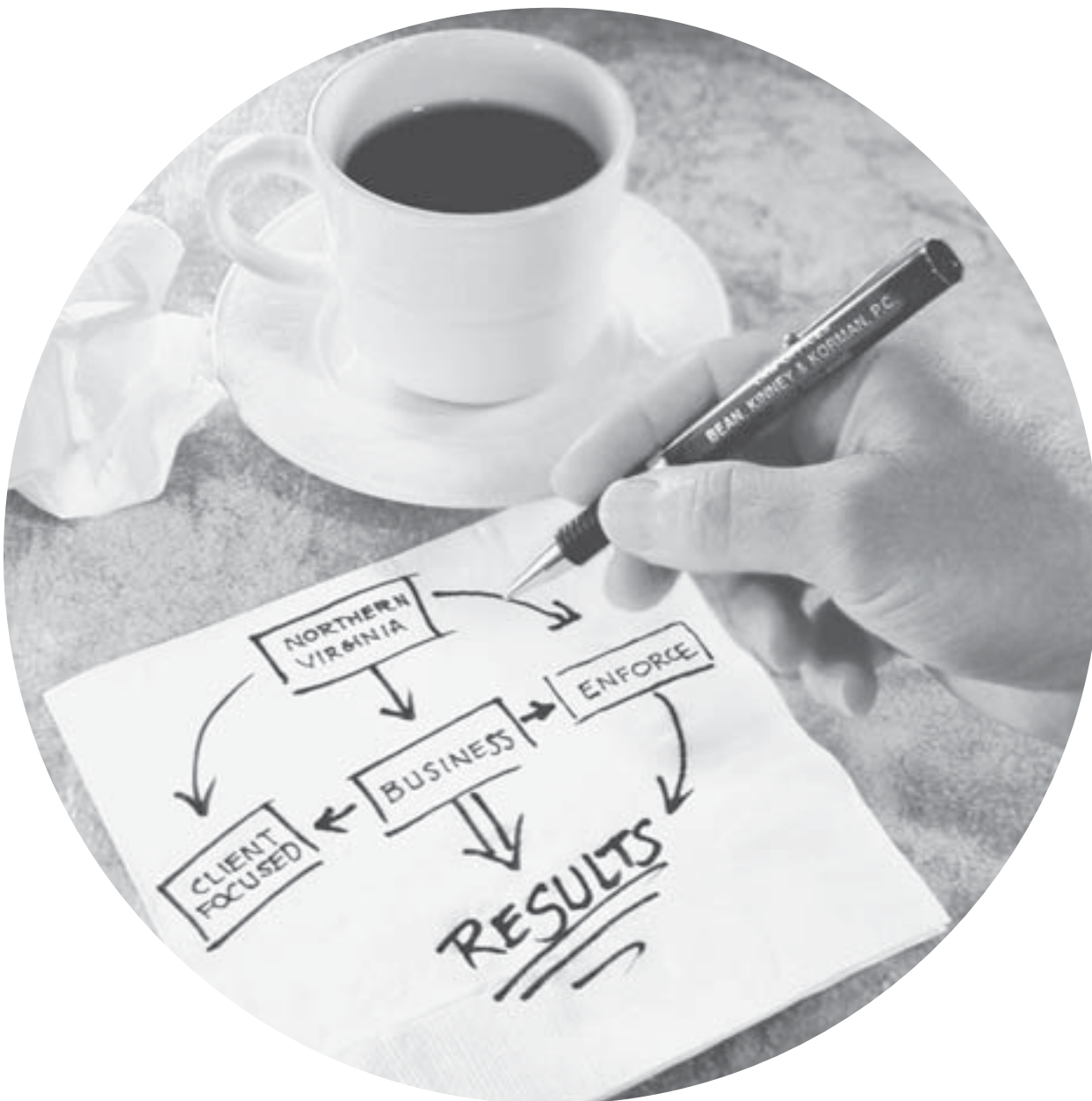
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# 2006 Committee Chairs

## COMMUNICATIONS DIVISION

**Vice Chair:** Grace Abi-Najm Shea, *Lebanese Taverna*

## Communications Council

**Chair:** To Be Determined  
**Staff Liaison:** Ashley Glover

## ECONOMIC DEVELOPMENT & GOVERNMENT AFFAIRS DIVISION

**Vice Chair:** Timothy Reese, *Buck Commercial Realty*



### Economic Development & Government Affairs Division

**Chair:** Scott McCaffrey,  
*Sun Gazette Newspapers*  
**Staff Liaison:** Rich Doud

## MEMBER AFFAIRS DIVISION

**Vice Chair:** John Murphy, *Washington Workplace*

## MEMBERSHIP DEVELOPMENT DIVISION

**Vice Chair:** Jim Whelan, *The ProActive Corporation of America*



### Membership Development Committee

**Chair:** Cindy Engquist,  
*All About You*  
**Staff Liaison:** Brian Hefner



### Ambassador Committee

**Chair:** Sue Gruskiewicz,  
*Edward Jones*  
**Staff Liaison:** Brian Hefner

## SPECIAL INTERESTS DIVISION

**Vice Chair:** Loran M. Adams, *Crescent Resources, LLC*



### Community Action Committee

**Chair:** Susan Anderson,  
*Community Residences*  
**Staff Liaison:** Rich Doud

## Education & Workforce Development Committee

**Co-Chair:** Kim Durand,  
*Arlington Public Schools*



**Co-Chair:** Patty Browne,  
*Arlington Virginia Federal Credit Union*  
**Staff Liaison:** Rich Doud



### Higher Education Committee

**Chair:** Ates Celep,  
*Georgetown University*  
**Staff Liaison:** Rich Doud

## Hotel General Managers Committee

**Chair:** Scott Nadeau,  
*Crystal Gateway Marriott*  
**Staff Liaison:** Rich Doud



## Chamber Staff



From left: Rich Doud, President; Tami Anderson, Staff Accountant; Ashley Glover, Communications Manager; Deborah Kunin, Member Services Administrator; Cate Murray, Members Services Manager; Brian Hefner, Director of Membership. Photo by Betsy Frantz.

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## Thank you Donors

The Chamber would like to thank these fine members and individuals for making donations to the Staff Education and Technology Fund during 2005. The Staff Education Fund is used for furthering staff education through Chamber programs and conferences. The Technology Fund is used to keep the Chamber office up to date with modern technology.

### Education and Technology Fund Donors

David Foster  
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Joy Kretch, RE/Max  
Metropolitan Washington Airports Authority  
Reinsch Foundation  
United Bank  
Specialty Auto Body  
Virginia Commerce Bank  
Washington Workplace  
Norman Zalfa

The Chamber would also like to thank the following generous individuals, whose contributions to the Chamber's Scholarship Fund, improved the educational lives of Arlington students in 2005. The Chamber Scholarship Fund provides financial assistance to several Arlington high school students each year.

### Scholarship Fund Donors

ACT College	Fernanda Howard
Randy Anderson	Todd Ihrig
Tami Anderson	K.D. Hamaker Properties
Steve Barto	Deborah Kunin
David Burt	Nesh Malik
Marni Byrum	Nancy Opsut
Contrack International	Yvonne Pover
Joan Dall'Acqua	Timothy Reese
William S. Diffie, Jr.	Reinsch Foundatin
Fran Doud	Joe Reynolds
David Foster	Stanley E. Taylor
Danine Fresch Gray	Jim Whittaker
HNTB	Virginia Commerce Bank
Sean Hosty	

*For more information on how to donate to the Chamber's Education and Technology Funds, or the Chamber's Scholarship Fund please call (703) 525-2400.*



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## 2005 Award Winners

### 2005 Chairman's Award:

#### COMCAST

The Chairman's Award was established to provide public recognition to a member organization and its Chamber representatives that have made an exceptional contribution to the Chamber through sponsorship, leadership, attendance at events, and other contributions of resources. Chairman **Stanley Taylor, George Mason University**, presented the 2005 Chairman's Award to **Comcast**, for their outstanding contributions of resources to the Chamber and the Business Community. **Marie Schuler** accepted the Award.

At the Annual Meeting, Chairman **Stanley E. Taylor** said, "I am pleased to present the 2005 Chairman's Award to **Comcast**, who has this year taken community involvement and sponsorship to a new level." In 2005, **Comcast** was an Annual Corporate sponsor, and the event sponsor for the Annual Meeting. Further, **Comcast** sponsored the ABBIES Award program. Taylor noted that generous sponsorships, such as the sponsorships provided by **Comcast**, "enable us to hold ticket prices in check and make our events affordable to a wider audience. You'll find **Comcast** representation at every Chamber event. We are pleased they lead by example."

Congratulations to **Comcast!**

### 2005 President's Award:

#### ELLEN BROWN

The President's Award recognizes an individual who, through volunteer effort, has made an outstanding contribution of assistance to the Chamber. In 2005, **Doud** selected **Ellen Brown** of **Hamilton College**, to receive the notable award for her outstanding Contribution of Volunteer Assistance to the Chamber.

**Rich Doud** presented the 2005 President's Award to **Ellen Brown**, and

*continued on page 14*



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2005 Chairman's Message, continued from page 2

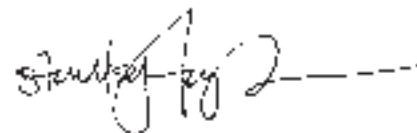
- Vice Chair, Member Affairs—**Ellen Brown, Hamilton College**
- Vice Chair, Communications—**Todd Ihrig, HD Vest Investment Services**
- Vice Chair, Special Interests—**Bob McDowell, HNTB**
- President—**Rich Doud, Arlington Chamber of Commerce**

The Chamber's day-to-day dedicated staff are:

- Director of Membership—**Brian Hefner**
- Communications Manager—**Ashley Glover**
- Member Services Manager—**Cate Murray**

- Member Services Administrator—**Deborah Kunin**
- Staff Accountant—**Tami Anderson**
- President—**Rich Doud**

In conclusion, thanks to all for your support and involvement. It is very important that all members provide their support and ensure that the mission and goals of the Arlington Chamber of Commerce are successfully achieved. I look forward to my continued support of the Chamber and wish **Sean Hosty** a very successful 2006 term as Chairman of the Board of Directors.



**Stanley E. Taylor,**  
**George Mason University**  
2005 Chairman



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2005 Award Winners,  
continued from page 13

said that Brown “has served with professionalism and enthusiasm in the roles of committee members, Committee Chair, and Chamber Vice Chair. The contribution is always insightful, level-headed; the willingness to participate is unhesitant, and the passion for a workable, caring Chamber never diminishes.”

Congratulations to our 2005 President's Award recipient, **Ellen Brown**. Thank you Ellen, for your dedication and diligence and congratulations on your much-deserved award.

2005 Committee of the Year:  
**COMMUNICATIONS COUNCIL**

Congratulations to the **Communications Council Committee**, named the 2005 Committee of the Year for doing an exceptional job executing the first all-member interest and satisfaction survey.

In 2005, upon the suggestion of Chairman **Stanley Taylor**, the Council was charged with the task of developing an all-member survey. The Chamber was fortunate to have **John Gunn, John Gunn Marketing Partners, LLC** serving as the Communications Council Chair. **Gunn**

*2006 Chairman's Message, continued from page 3*

rail in the Crystal City and Columbia Pike corridors, and ultimately into Shirlington. The Chamber also supports expansion of the area's Metro system, including access to Washington Dulles International Airport.

Regarding the issue of commercial waste management, the Chamber opposes the county government's proposed takeover of commercial and multi-family waste collection. The Chamber also opposes the county government's hiring of consultants with potential conflicts of interest in the subject area.

And concerning the issue of the County's imposed "living wage", the Chamber of Commerce believes that this requirement is illegal under state law.

These are only a few of the issues I will promote and address during 2006. With the Chamber's advocacy on the issues affecting business, coupled with our Total Resource Development campaign, and continuing to offer our members unsurpassed networking events, we will carry out the Chamber's mission. That mission is to make Arlington the best place to, not only own a business, but to work and to live.

Any Chamber is only as strong as its members. I believe our Chamber is made up of some of the best business members this area has to offer. Because of this, I believe we will continue to offer our members the greatest Chamber experience available. Arlington is already a great place to do business. With your support, I am optimistic we can make it even better.

**Sean W. Hosty, Legg Mason**  
*2006 Chairman*

has a particular expertise in the area of surveys, and undoubtedly contributed to the survey's apt execution and result analysis. **Stanley Taylor**, Chairman, called the survey a "rousing success with a high response rate." **Todd Ihrig**, vice-chair of the Communications Council, accepted the Award at the 2005 Annual Meeting on behalf of the Communications Council and Committee Chair, **John Gunn**. **Gunn** was presented with the 2005 Committee of the Year Award at the 2005 December Board Meeting.

Congratulations to the entire **Communications Council Committee!** Thank you to **John Gunn** of **John Gunn, Marketing Partners, LLC**, and **Todd Ihrig** of **H.D. Vest Investment Services** for all of your efforts to ensure the success of the Chamber's first all-member survey.

## Congratulations to our 2005 ABBIE and Tech-E Award Winners!

The ABBIE Awards are designed to celebrate the achievements and contributions of Arlington businesses, and are highly coveted in the business community. The ABBIE award is earned by businesses that deliver exceptional quality of service to their customers, are industry leaders or offer a unique approach to delivery of its goods or services. In 2005, the ABBIES Awards were held in conjunction with Arlington Economic Development (AED), and both the Arlington Chamber of Commerce and AED presented 2005's ABBIES. Congratulations to those who were honored!

### 2005 ABBIES RECIPIENTS WERE:

Arlington Community Foundation  
Charles E. Smith Commercial Realty  
Crescent Resources, LLC  
Kerns Group Architects  
Sushi-Zen  
Technology Management International  
Travel Partners, Inc.  
Virginia Hospital Center  
WETA

The Arlington Chamber of Commerce recognizes the High Tech industry annually. The e-Council Committee is the main supporter of the awards Ceremony. Award nominations are made from throughout the County, and are selected by a group within the business and government community. The Tech-E Awards display the high caliber of Arlington's technology business community. Additionally, a "Technology Young Mind Award," a scholarship, is presented to an Arlington high-school student, who shows promise in a field of technology.

### 2005 TECH-E WINNERS WERE:

Technology Innovator of the Year: Dan Malks, Sun Microsystems  
Technology Executive of the Year: Judy Sebastian, CEO of Pro-Telligent, LLC  
Technology Company of the Year: SRA International  
Corporate Citizen of the Year: Decisive Analytics Corporation  
Technology Young Mind of the Year: "Ace" Koumtaroun, Wakefield High School and Phi Tran, Washington-Lee High School.

## Promote Your Business with the Chamber in 2006!

### Why should you advertise in the Arlington Chamber's Award-winning newsletter, *The Arlingtonian*?

- **Reach** more than 1,600 business and community leaders.
- **Focus** your marketing dollars with reasonable rates; reach the people who will care most about your business--fellow Chamber members.
- **Choose** between two great options: 1) advertising space in the pages of the newsletter, or 2) insert your own flyer into the newsletter.

### Why should you sponsor the Chamber's website: [www.arlingtonchamber.org](http://www.arlingtonchamber.org)?

- **Reach** not only the Chamber membership, but also the many visitors who use our site as an Internet resource.
- **Broaden** your reach with affordable rates that allow you to be seen by thousands of visitors.
- **Choose** between a multitude of website sponsorship options, to fit any budget and promotional strategy

For more information on advertising opportunities and website sponsorship please call (703) 525-2400 or email [communications@arlingtonchamber.org](mailto:communications@arlingtonchamber.org).



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## The Arlingtonian

### Arlington Chamber of Commerce

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[www.arlingtonchamber.org](http://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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