

What's inside:

Chairman's Message 3
 '07 Executive Committee..... 4
 '07 Board of Directors 6
 Meet the New Board
 Members..... 7
 '06 Chairman's Club 9
 '06 Committee Chairs..... 11
 Thanks to Donors 12
 '06 Award Winners 13
 '06 ABBIE and Hospitality
 Award Winners 15



2006 Chair Award:

DARREN MONTGOMERY



Darren Montgomery, right, proudly accepted the 2006 Chairman's Award, on behalf of **The Washington Capitals**, presented by Chairman, **Sean Hosty**, **Smith Barney**. *Photo by Sonny Odom.*

2006 President's Award:

JIM WHELAN



Jim Whelan, right, **ProActive Corporation of America, Inc.**, proudly accepted the 2006 President's Award from Chamber President **Rich Doud**. *Photo by Sonny Odom.*

2006 Committee of the Year:

SCOTT McCAFFREY



Sean Hosty, 2006 Chairman, CFP and Second Vice President of Wealth Management **Smith Barney**, presented the 2006 Committee of the Year Award to **Scott McCaffrey**, right, of **Sun Gazette Newspapers**, and chair of the **Economic Development and Government Affairs Division**.

Read more about our winners beginning on page 13.

2006 Chairman's Message



Sean W. Hosty

I am extremely honored to have had the opportunity to serve as the 2006 Chairman of the Arlington Chamber of Commerce. I am also happy to have this opportunity to thank the many people who helped make 2006 so successful!

It has been a busy and productive year for the Chamber. As most of you know, for the first time in the history of this organization, we com-

mitted to raise \$175,000 through a Total Resource Development Campaign. I am pleased to report that we did it! Our successful campaign raised over \$175,000 for the Chamber this year!

The success of this campaign, which I will discuss in more detail below, translated into many other improvements on how we do business at the Chamber.

First let's look at the success of our events in 2006. This year we enhanced many of our existing events and added several new ones to provide better experiences for our members.

Breakfast Connections: As a result of a new networking format implemented this year, attendance at the Breakfast Connections is up over 20% and member feedback has been exceptional.

State of the County: This event is only a few years old, but each year attendance has grown. It has become one of our best and most anticipated activities. We partnered with Leadership Arlington in 2006 to hear County Board Chairman Chris Zimmerman address the "State of Arlington County" and had our biggest turnout ever!

NEW Events: We created the first annual Scholar's Cup mini-golf tournament. This event was created to establish a yearly, ongoing funding source for our Chamber's Scholarship Fund. Its first year raised almost \$4,000 towards the Arlington Chamber of Commerce's Scholarship fund! These funds go directly to needy Arlington High School students who excel academically, but may need financial assistance to attend college. This year we awarded two Arlington Students these scholarships. I want to especially thank **Patty Brown** with **Arlington Federal Credit Union** and **Kim Durand** with **Arlington Public Schools** for Chairing the Education and Workforce Development Committee and creating this event.

Another event we started this year is the "Chairman's Circle." At the Chairman's Circle, we invite several of our elected officials to attend a casual, non-confrontational lunch with our members to share ideas and discuss concerns. These events open up dialogue between the Chamber and the County and help us better understand the issues that confront us both.

We also began a new program with **Ft. Myer Military Community** called "Patriot Passes." "Patriot Passes" is a program that gives companies, corporations and individuals an easy way to donate sports tickets to events like the Capitals, the Redskins or the Wizards. These tickets are then given to our men and women in the Armed Forces who are at Ft. Myer waiting for deployment or have recently returned from a tour of duty. Special thanks to **Colonel Thomas Allmon** from **Ft. Myer Military Community** and **Tim Reese** from **Buck and Associates** for getting this program off the ground.

On the Legislative front, in 2006 the Chamber worked with the County and the General Assembly to obtain a successful passage of "Affordable Housing Legislation." We believe this legislation establishes fair and predictable rules to help create more affordable housing in Arlington County.

We further worked closely with the County throughout 2006 to help develop practical and useful policies on the Transfer of Development Rights.

Also in 2006, the Chamber helped to successfully block efforts to de-privatize commercial waste hauling in Arlington—which would have been detrimental to many of our members.

These represent just some of the many things we've done together this year—but certainly, one of the biggest focuses of 2006 for the Chamber was what we called our Total Resource Development Campaign or "TRD."

As mentioned previously, this year we did something unprecedented in the history of the organization. We set out to raise \$175,000 in our first year of the campaign—and we did it. This Campaign was a significant undertaking, and I can't even begin to tell you the many additional Chamber staff hours and volunteer hours this required. Our members rose to the challenge and achieved our funding goal. But the additional funds were not the most important aspect of this campaign. We accomplished so much more.

For example: As a direct result of the hard work we undertook during the TRD campaign, membership in the Chamber is at the highest level in over 5 years.

In 2006 we had a 24% increase in new members over the previous year. A 24% increase! Not only is membership high but enthusiasm is high, sponsorships are high and the support from our members is unprecedented. As an exam-

continued on page 8

Chamber telephone system courtesy of **Lockridge Communications**. Broadband internet capability courtesy of **Comcast Communications**. Office WiFi capability courtesy of **Washington Workplace**.

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.

2007 Chair's Message



Barbara Nicastro

It's hard to believe that 2007 is already a month old. Time flies when you are enjoying what you are doing! My first month as Chair has been filled with challenging and enjoyable moments. The Gala gave everyone who attended a chance to kick off their shoes (both literally and figuratively) and to celebrate being part of the Arlington business community. Thanks to all who attended, purchased and donated auction items and worked to make the Gala a great success!

2007 promises to be a year filled with new and old initiatives. Last January, **Sean Hosty** was explaining the Chamber's "new" Total Resource Development

campaign, and we know now of its success. My goal for 2007 is to take TRD to new heights—financially and through personal fulfillment. I urge each of you to commit to being involved in this year's campaign. The campaign aims to provide opportunity for new or relatively inactive Chamber members to become more involved in Chamber events. It provides even greater value for membership dollars. Don't forget the rewards of participation... can you say "warm beaches in the fall?"

I am thrilled that Ellen Brown and Gordon Thrall are co-Chairs for this year's TRD campaign. Ellen and Gordon have been busy selecting Vice-Chairs and will be sharing with you information about how you can participate. However, don't be shy! Beat them to the punch and let them know your interests and how you would like to be involved. Contact Ellen at 703-532-5255, Gordon at 703-968-8200.

TRD will be a big part of 2007 but will not be the only issue 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 am noting a few of these policy positions to ensure awareness of these efforts:

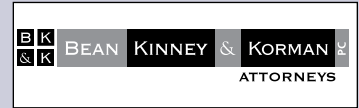
The Chamber will continue to be active in transportation issues involving Arlington and Northern Virginia. We will continue to support the widening of I-66 inside the Beltway, the proposed expanded access to Washington Dulles International Airport and the planned trolley line in the Columbia Pike corridors. I want our members' voices heard on legislative issues proposed by Governor Kaine concerning transportation and other issues impacting Arlington business. We have heard Kaine's plans to make substantial and acceptable improvements to our community's transportation crisis. Kaine's statement from our Annual Meeting, "You cannot have an A-level transportation system with a C-level revenue stream," continues to resonate with me.

The Chamber will also participate in the Fresh AIRE (Arlington Initiative to Reduce Emissions) initiative of the County Board. Fresh AIRE is designed to be a partnership between government, businesses, residents and local organizations to make a stand for the environment. We plan to work with the County Board to promote energy efficient practices by Arlington businesses and to recognize businesses that show their commitment to such practices.



Barbara Nicastro spoke of her 2007 initiatives at December's Annual Meeting while 2006 Chair Sean Hosty spoke of his year in review.

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2007 Executive Committee



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Barbara Nicastro
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Chair-Elect
Margaret McKeough
Metropolitan
Washington Airports
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Treasurer
Jim Whelan
The ProActive
Corporation of America



Assistant Treasurer
Grace Shea
Lebanese Taverna

*Photos by
Sonny Odom.*



Past Chairman
Sean Hosty
Smith Barney



Past Chairman
Stanley E. Taylor
George Mason
University



President and Secretary
Rich Doud
Arlington Chamber
of Commerce



Division Vice Chairs



*Vice Chairman—
Communications
Division*
Robin Coracci
Virginia Commerce
Bank



*Vice Chairman—
Economic Development
& Government Affairs
Division*
Scott McCaffrey
Sun Gazette
Newspapers



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



*Vice Chairman—
Membership
Development Division*
Jamie Nicholas
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2007 Board of Directors

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



Celie Niehaus, Mark Ingrao, Barbara E. Nicastro, Sean Hosty, Yvonne Pover



Gordon Thrall, Marie Schuler, John Murphy, Grace Shea, Stanley E. Taylor



Phil Keating, Ellen Brown, David DeCamp



Pat Williamson, Cathy Campbell, Nancy Pallesen, Scott McGeary



George Cabalu, Deborah Johnson, Sonia Johnston, Loretta Seigley



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



Loretta Franklin

2007 Board Members, not shown in above photographs: *Loran Adams, Thomas Allmon, Doug Brammer, Gene Brown, Robert Bushkoff, Robin Coracci, Michael Foster, Paul Giovannini, Scott McCaffrey, Margaret McKeough, John Moore, Edward Murn, Robin Norman, Charles B. Perry, Yvonne Pover, Timothy Reese, Deidre Schexnayder, Robert Smith, John Snedden, Nan Walsh, Jim Whelan and Jim Whittaker*

Meet the New Board Members



George Cabalu is First Vice President of Wealth Management at the Smith Barney office in McLean, VA. He first joined Smith Barney in

1990, then rejoined in 2000 after serving five years at Merrill Lynch as an Assistant Vice President, Senior Financial Consultant and a Training Coordinator for the Professional Development Program. His 16 years of experience in the investment industry have ranged from handling day to day operations to developing and managing financial strategies for individuals, companies and non-profit organizations.

George is a graduate of George Mason University with a B.A. in Economics.

Ellen Brown is Director of Parent and Leadership Giving Programs at Hamilton College, a liberal arts institution located in Clinton, NY. Prior to Hamilton, Ellen was Deputy Director of the Animal Welfare League of Arlington, and has also worked for the Smithsonian Institution and the Office of Personnel Management. Ellen returns to the Board of Directors, on which she served from 2000 until 2005, and will chair the Chamber's 2007 Total Resource Development campaign. Her other volunteer activities center around animals - she is an adoption counselor and board member at the Animal Welfare League. Ellen holds degrees from Hamilton College and George Washington University, and is a member of the Leadership Arlington class of 2000. She has lived in Arlington for nearly 20 years, and shares her home with her dog, Riley.



Robin Norman joined the Virginia Hospital Center staff in 1979 and has served as Senior Vice President, Chief Financial Officer of the Hospital since 1998. She serves as past and present Board Member and Officer for Vanguard Health Group, Arlington Virginia Federal Credit Union, and Home Health Clinical Services, LLC. Ms. Norman is a member of Healthcare Financial Management Association, the American Institute of Certified Public Accountants, and Leadership Arlington. She received her CPA from the State of Maryland in 1978 and graduated magna cum laude with a B.A. in Accounting from the University of Maryland in 1977. She also received a Masters of Business Administration, concentration in Finance, from Virginia Polytechnic Institute and State University in 1983 and graduated from Leadership Arlington, Class of 2005.



continued on page 8

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



Sonia Nga Johnston is the Senior Vice President for Mercantile Potomac Bank. Johnston joined Mercantile Potomac Bank, formerly James

Monroe Bank, in 1999 as a business development officer for the bank's Arlington office. Ms. Johnston has over 24 years of banking experience. Ms. Johnston studied Law and Finance at Can-Tho University, South Vietnam. She also completed Management and Marketing studies at the American Institute of Banking and is a graduate of Leadership Arlington (2002). Johnston is an active member of the Kiwanis of Arlington and was recently appointed to the Board of Directors for the Warren G. Stambaugh Foundation in Arlington. Johnston has served as Co-Chair for the Asian-American Business Council and as a Director on the boards of Community Residences, Inc., Clarendon Alliance and Arlington Red Cross.



**Questions?
Call 703-525-2400.**

Chamber Staff Phone Extensions

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Meghan Cahill, Communicationsx203
mcahill@arlingtonchamber.org

Colleen Knight, Member Servicesx204
cknight@arlingtonchamber.org

Deborah Kunin, Administrativex200
dkunin@arlingtonchamber.org

Brian Hefner, Membershipx202
bhefner@arlingtonchamber.org

2006 Chairman's Message, continued from page 2

ple of this enthusiasm—our website traffic is up over 100%. Almost every month this year have we set a new record for the number of times our web-site has been visited.

Also, as a direct result of the TRD campaign, there is no increase in member dues for 2007, and our event prices will remain the same. No increases, despite rising healthcare cost for Chamber staff, increasing cost in the office lease and supplies and inflationary cost.

8 years ago when I joined the Chamber, I wasn't even sure what the Chamber did. Now, 8 years later, I know that this Chamber is made up of the finest people in Arlington County. They truly care about our community and want to fulfill the Chamber's mission—to not only make Arlington a great place to work and to own a business, but also to make Arlington a great place to LIVE. The members in this organization recognize that in order to have a successful business in Arlington, Arlington needs to be a great community. The two go hand-in-hand. The Chamber exists to represent the business community and to give back to the greater community. The members in this organization live up to that commitment.

Once again, I'm very proud and honored to have served as your Chairman for 2006. It has been one of the greatest professional experiences in my life, and it's because of the great people in this organization. I want to specifically thank the 2006 Executive Committee for their commitment and support:

- Chair-elect – **Barbara Nicastro, The Law Offices of Barbara E. Nicastro**
- Treasurer – **Margaret McKeough, Metropolitan Washington Airports Authority**
- Assistant Treasurer – **Todd Ihrig, HD Vest Investment Services**
- Past Chairman – **Stanley Taylor, George Mason University**
- Past Chairman – **Steve Barto, UBS Financial Services**
- Vice Chair, Economic Development and Government Affairs – **Tim Reese, Buck & Associates**
- Vice Chair, Membership Development – **Jim Whelan, The ProActive Corporation of America, Inc.**
- Vice Chair, Member Affairs – **John Murphy, Washington Workplace**
- Vice Chair, Communications – **Grace Shea, Lebanese Taverna**
- Vice Chair, Special Interests – **Loran Adams, Median Group**
- President – **Rich Doud, Arlington Chamber of Commerce**

Also, thank you to the Board of Directors for all the hard work they have done to make 2006 a great year for the Chamber.

Finally, I would like to recognize the Chamber staff, who are exceptional. Brian Hefner, Meghan Cahill, Tami Anderson, Cate Reich, Deborah Kunin and Rich Doud have done so much this year to make this organization stronger and to make my job as Chairman easy. More than one occasion this year Rich Doud made me look good for things that he did and took blame for the things that I did. So once again, thank you to Rich, the Chamber staff and to all the support I received from so many members.

I'm looking forward to Barbara Nicastro's leadership next year and am excited about all the great things she has planned for the Chamber. Her enthusiasm and leadership will certainly carry the Chamber to another successful year.

Thank you to everyone for supporting this great organization.

Sean W. Hosty, Smith Barney
2006 Chairman

2006 Chairman's Club

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

*Designates Board Members
**Membership and Ambassador
Committees in bold**

**Paula Adkins, Active Growth
Coaching**

**John Davenjay, Computer Frontier
Systems**

David Dean, Digital Office Products

*Richard Doud, Chamber Staff

Cindy Engquist, All About You

Sue Gruskiewicz, Edward Jones

Brian Hefner, Chamber Staff

*Sean Hosty, Smith Barney

Timothy Hughes, Hughes &
Associates, PLLC

Ted Johnson, Virginia Commerce
Bank

*Sonia Johnston, Mercantile
Potomac Bank

*Scott McGeary, Washington Gas

Randy Morrow, Morrow & Associates

*Barbara Nicaastro, Law Office of
Barbara Nicaastro

*Jamie Nicholas, Jamie Nicholas
Printing & Graphics

Jay Palermino, Willow Restaurant

*Tim Reese, Buck Commercial

Cate Reich, Chamber Staff

Stephanie Shriver-Engdahl, Ballston
Common Mall

Robert Solomon, Cold Stone
Creamery

Selina Tolentino, Ballston Common
Mall

*Pat Williamson, WETA

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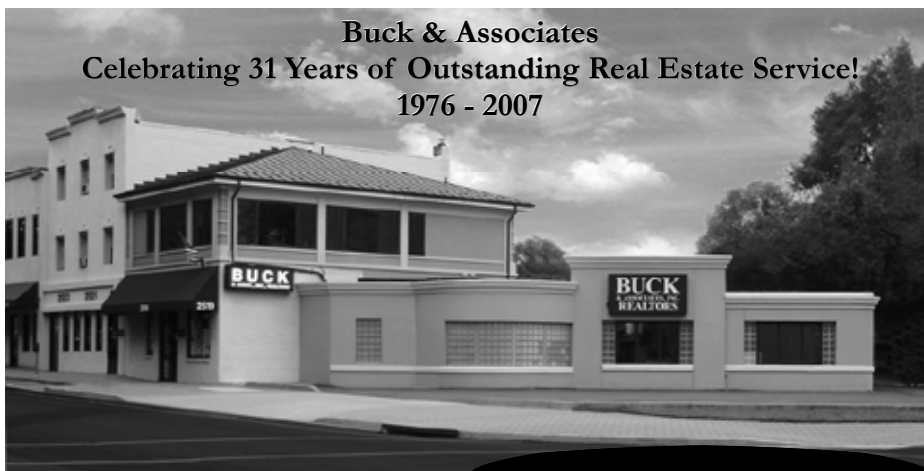
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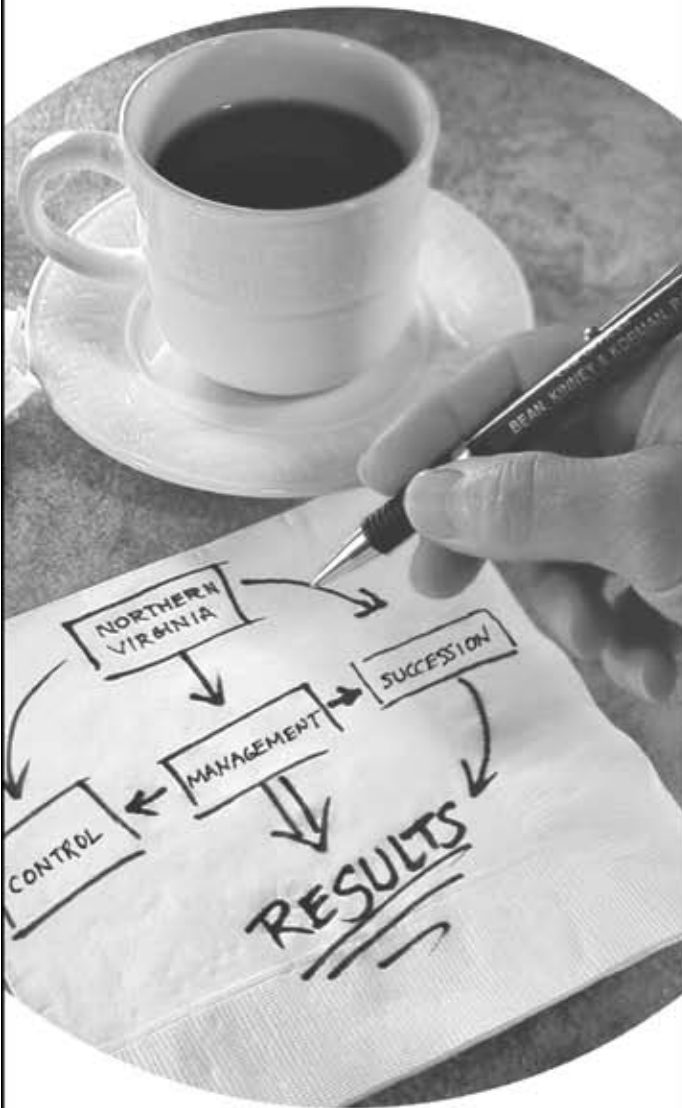


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2007 Committee Chairs

COMMUNICATIONS DIVISION

Vice Chair: Robin Coracci, *Virginia Commerce Bank*

Communications Council

Chair: To Be Determined

Staff Liaison: Meghan Cahill

ECONOMIC DEVELOPMENT & GOVERNMENT AFFAIRS DIVISION

Vice Chair: Steve Barto, *Wachovia Securities*



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: Jamie Nicholas, *Jamie Nicholas Printing and Graphics*



Membership Development Committee

Chair: Cindy Engquist, *All About You*

Staff Liaison: Brian Hefner



Ambassador Committee

Chair: Joe Prentice, *New York Life Insurance*

Staff Liaison: Brian Hefner

SPECIAL INTERESTS DIVISION

Vice Chair: Doug Brammer, *Verizon*



Community Action Committee

Chair: Susan Anderson, *Community Residences*

Staff Liaison: Rich Doud



Education & Workforce Development Committee

Chair: Kim Durand, *Arlington Public Schools*



Higher Education Council

Chair: Gene Brown, *Northern Virginia Community College*

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; Deborah Kunin, Member Services Administrator; Meghan Cahill, Communications Manager; Brian Hefner, Director of Membership. Photo by Erika Mendez.

**Want To Get Connected?
JOIN A COMMITTEE!**

Call 703-525-2400
for more details.

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 2006. 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

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The Dickerson Group
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Carol Sink, CLMS
Tivoli Restaurant
United Bank
Virginia Commerce Bank
Norman Zalfa

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.

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 2006. The Chamber Scholarship Fund provides financial assistance to several Arlington high school students each year.

Scholarship Fund Donors

ACT College	Deborah Kunin
Loren Adams	Phyllis Miller
Marty Almquist	Kathy Moss Warner
Jocelyn Anderson	Jamie Nicholas
Susan Anderson	Brian and Penne Nelson
Anon	Jay Palermino
Steve Barto	Yvonne Pover
Bean, Kinney & Korman, P.C.	Tim Reese
David Burt, GWU Graduate Education Center	Aaron Seekford, Arlington Realty, Inc.
Cathy Campbell	Grace Shea
Michael Foster	Jim Sherrick
Danine Fresch Gray	Gregg Seigal
Bob Hawthorne	Carol Sink, CLMS
Sean Hosty	Gordon Thrall
Fernanda Howard	Jim Whelan
HNTB	Jim Whittaker



TM

2006 Award Winners

2006 Chairman's Award:

THE WASHINGTON CAPITALS

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 and other contributions of resources. 2006 Chairman **Sean Hosty, Smith Barney**, presented the 2006 Chairman's Award to **The Washington Capitals**, for their outstanding contributions to the Chamber and the Business Community. **Darren Montgomery** accepted the Award.

At the Annual Meeting, **Hosty** recognized **The Washington Capitals'** prime support of the Chamber's Scholarship Fund through the "Pucks into Bucks" fundraiser. **The Capitals'** "Pucks into Bucks" program allows savings of up to \$15 off gate prices, and the **Capitals** donate an additional \$8 from each ticket to the Chamber's Scholarship Fund. **The Capitals** were an Annual Corporate sponsor in 2006, are continuing their sponsorship through 2007 and were highly involved in our 2006 Total Resource Development Campaign. Further, the **Kettler Capitals Iceplex** atop **Ballston Commons Mall** has been a wonderful addition to the Arlington community as a whole—business and family.

Congratulations to **The Washington Capitals!**

2006 President's Award:

JIM WHELAN

The President's Award recognizes an individual who, through volunteer effort, has made an outstanding contribution of assistance to the Chamber. Chamber President **Rich Doud** selected **Jim Whelan** of **The ProActive Corporation of America, Inc.**, to receive the prestigious honor for his outstanding contribution of volunteer assistance to the Chamber. "**Whelan** has a hand in most corners of this Chamber," stated **Doud** at the Annual Meeting. **Whelan** is a member of our Board of Directors, a Vice Chair on our Executive Committee, a regular participant in at least four standing committees and is the monthly facilitator for our Small Business Roundtable – a highly successful. The roundtable offers an important educational opportunity for smaller businesses to learn from peers and knowledgeable experts for free!

Additionally, **Whelan** served as the 2006 Vice Chair to the Membership Development Committee and is our 2007 Treasurer.

Congratulations to our 2006 President's Award recipient, **Jim Whelan!**

2006 Committee of the Year:

ECONOMIC DEVELOPMENT & GOVERNMENT AFFAIRS DIVISION

Congratulations to the **Economic Development & Government Affairs Division**, the recipient of

2006's Committee of the Year Award. Committee Vice Chair **Scott McCaffrey, Sun Gazette Newspapers**, accepted the award at the Annual Meeting held in December.

"In 2007 The Economic Development & Government Affairs Committee did an exceptional job in providing value to the Chamber and their members," stated 2006 Chair **Sean Hosty** at the Annual Meeting. "Each time you attended one of the meetings...you came away with valuable information about the County, the Business community and the Commonwealth."

The committee had continual record attendance at meetings due to interesting topics, like transportation in the Commonwealth and Northern Virginia, and exceptional guest speakers. State Delegate **Tim Hugo** and Delegate **Dave Albo** visited, as did many Arlington county officials. Additionally, this committee organized the Chamber's most successful "State of the County" event ever.

The Chamber was fortunate to have **Scott McCaffrey** serving as the Economic Development & Government Affairs Committee Chair. **McCaffrey** is editor of the *Sun Gazette* and undoubtedly contributed to the committee's success through his rich knowledge of our community and state.

Congratulations to the entire **Economic Development & Government Affairs Division Committee!**

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2006 Chairman's Message, continued from page 3

Also, the Arlington County's fiscal 2008 budget is due to be revealed this month. The projected shortfall of revenue, if true, will certainly create "hard choices" for fiscal allocations, and will be carefully reviewed and commented upon by the Chamber. We invite your comments, participation and advice on these matters in the months to come.

While the "living wage" is moribund, the issue of "minimum wage" is alive both federally and in Virginia. Last year the Chamber deferred taking a position on the matter until specific legislation was proposed. I expect that before you read this column, this will have changed.

Another priority of mine is improving the quality and quantity of information you receive. We will be looking at ways to provide more "real time" access to business issues in the County and easier methods for you to communicate with or locate other Chamber members. These opportunities will forge deeper alliances and connections with similar or compatible businesses.

A final project of mine is an "Ask the Chair" section in my monthly Chair Message. I'm welcoming any of you who have questions or comments about the Chamber, Arlington County, or any business issue to email me at AGLMom@aol.com. Have a productive and happy February!

Barbara E. Nicastro

Barbara Nicastro,
The Law Offices of Barbara E. Nicastro,
Esq.
2007 Chair

Comcast.

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*Speed comparisons are for downloads only and compared to 56Kbps dial up and 1.5 Mbps DSL services. Maximum upload speed is 384Kbps. Many factors affect speed. Actual speeds may vary and are not guaranteed. Video mail requires customer owned webcam and is not compatible with Macintosh systems. Certain features of Comcast Fitapsoody and Disney Connection may require use of credit card during and after the free trial. Comcast Home Networking computers using a wireless connection must be within 150 feet of the gateway barring any major obstacles (including 2.4 GHz cordless phones and microwaves). Comcast Home Networking customer must be a Comcast High-Speed Internet customer. Wireless cards are required for additional connections beyond the first computer and are not included in the offer. Cable modem and other equipment required are not included, unless specifically stated in the offer. Currently with your Comcast High-Speed Internet subscription, you will receive a subscription at no additional charge to the following McAfee® Services: VirusScan, Personal Firewall and Privacy Service. If Comcast High-Speed Internet is cancelled, McAfee® subscription will automatically terminate. Comcast reserves the right to change, modify or delete security services and McAfee® Services not available for Macintosh customers. Self installation kit requires customer installation and may not be available in all areas, and a \$9.95 shipping and handling charge applies. Professional installation required for non-Comcast cable video customers. Service subject to terms and conditions of Comcast Internet Subscriber Agreement. An additional \$15.00 monthly charge will apply to Comcast High-Speed Internet customers without video service. Other restrictions may apply. #1 claim based on number of Comcast High Speed service subscribers as of May 28, 2004, as reported by the Yankee Group.

TRD 007: Strengthening the Bond

The Chamber's Total Resource Development (TRD) campaign is scheduled to run between March 1 and May 31, 2007. It is a comprehensive effort designed to align a member's investment in the Chamber with events and opportunities that will offer them the greatest value.

Strengthen your bonds to the Chamber! Participate in this year's TRD campaign as an individual or by organizing your own corporate team. Contact the Chamber office at 703-525-2400 or chamber@arlingtonchamber.org for details.

Congratulations to our 2006 ABBIE and Hospitality 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 2006, the ABBIES Awards were held in conjunction with Arlington County's Economic Development Commission (EDC), and both the Arlington Chamber of Commerce and EDC presented 2006's ABBIES. Congratulations to those who were honored!

2006 ABBIES RECIPIENTS WERE:

Retail Winner: Pam Gottfried,
Dominion

Service Winner: Body Dynamics,
Inc.

Home Based Business Winner:
Content That Counts

Non-Profit Winner: Doorways for
Women and Families

Additional ABBIES Recipients: Advanced Systems Development, Capitol Travel Medicine, Pacers, The Shooshan Company and Virginia Commerce Bank.

The Arlington Chamber of Commerce recognizes the Hospitality Industry annually to celebrate those who make it wonderful to visit and be in Arlington. "Arlington is really blessed to have these folks," stated Chamber president Rich Doud, "(they) all are a great asset." Several were honored in 2006 for their contributions to Arlington's booming economy and three were honored with a "Legendary Service Award" for their long-standing contributions to local Hospitality.

2006 "LEGENDARY SERVICE AWARD" RECIPIENTS:

Betty Wigfall, senior administrative assistant, **Crystal Gateway Marriott**

Sonya Carpenter, laundry supervisor, **Holiday Inn National Airport**

Jeffery Carr, shuttle driver, **Crystal Gateway Marriott**

2006 HONOREES:

Cecilia Amartey, The Doubletree
Hotel-Crystal City

Almaz Amdeberhan, Key Bridge Marriott

Yodit Berhe, The Crowne Plaza Washing-
ton National Airport Hotel

Patty Chandadipar, Hyatt Arlington

Gonzalo Comacho, Key Bridge Marriott

Holly Dillard, Holiday Inn National
Airport

Khadija El-Ouradia, The Ritz-Carlton-
Pentagon City

Jose Felix, The Doubletree Hotel-
Crystal City

Mary Fon, Holiday Inn Rosslyn

Mustapha Gherbi, Hyatt Arlington

Cynthia Glenn, Holiday Inn Rosslyn

Tony Grayson, Crystal Gateway Marriott

Mohammad Hossain Hasane, Vantage
Point Restaurant at the Holiday Inn
Rosslyn

Althea Kuhn, The Doubletree Hotel-
Crystal City

Rodrigo Jaramillo Haramiyyo,
Sheraton National Hotel

Joann Jansen, Holiday Inn
National Airport

Letha Jones, Hyatt Regency-Crystal City

Trang Le, Sheraton National Hotel

Sandy Liu Loo, The Crowne Plaza
Washington National Airport

Julie Machoney, Crystal Gateway
Marriott

Julie Matos, The Ritz-Carlton-
Pentagon City

Frank McKay, Holiday Inn National
Airport

Maria Mehia, Crystal Gateway Marriott

Joshua Melott, Key Bridge Marriott

Geoffrey Moore and Kenneth Smith, The
Doubletree Hotel-Crystal City

Matthew Morrison, The Ritz-Carlton-
Pentagon City

Tracy O' Grady, Willow Restaurant

Kim Radder, Crystal City Marriott

Ana Ramirez, Hyatt Regency-
Crystal City

Leticia Rodriguez, Embassy Suites Hotel

David Romero, Holiday Inn Rosslyn,

Chiranjibi Sapkota, The Crowne Plaza
Washington National Airport

Santana Saravia, Holiday Inn Rosslyn

Jamar Short, The Ritz-Carlton-
Pentagon City

Athena Stephens, Key Bridge Marriott

Adrena Stevenson, Crystal Gateway
Marriott



PARTICIPATE IN CHAMBER EVENTS TODAY!

Chamber involvement will make your 2007 business year a success. Visit www.arlingtonchamber.org to find out about upcoming events or contact the chamber at 703-525-2400 to see how you can GET INVOLVED.

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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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