The Arlingtonian

2007 ANNUAL REPORT

The official voice of the Arlington, Virginia Chamber of Commerce Vol. XLX, No. 2 February 2008

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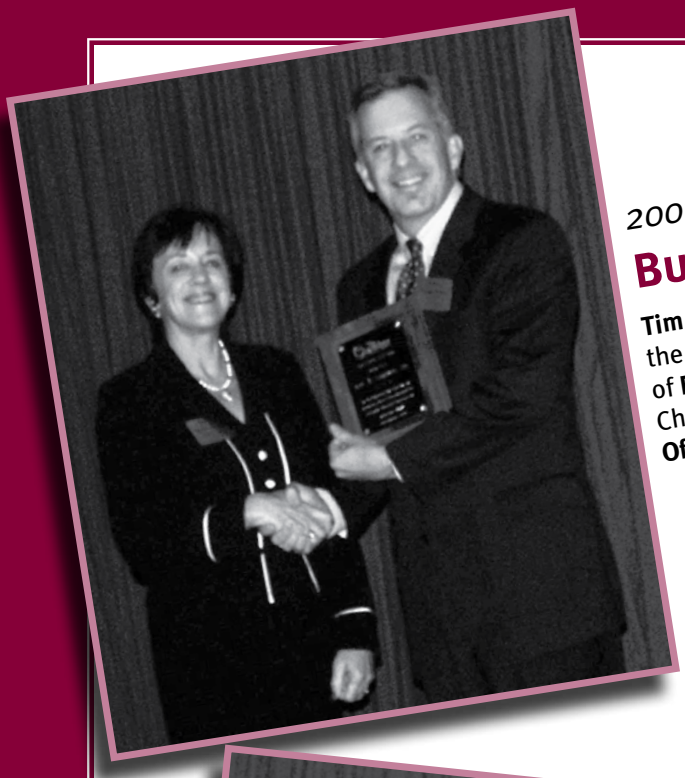


2007 Chair's Award:

Buck & Associates

Tim Reese, right, proudly accepted the 2007 Chair's Award on behalf of **Buck & Associates**, presented by Chair, **Barbara Nicastro**, of **The Law Offices of Barbara E. Nicastro**.

2007 Committee of the Year Award:

Communications Council

Barbara Nicastro, left, presented the 2007 Committee of the Year Award to the **Communications Council**. The award was accepted by Communication Council 2007 Chair **Meredith Dittmar**, center, of **DittmarDesign, LLC** and Communication Council 2007 Vice-Chair **Robin Coracci**, right, of **Virginia Commerce Bank**.

2007 President's Award:

Joe Prentice

Joe Prentice of **New York Life Insurance** was honored with the 2007 President's Award for his dedication and active involvement with the Chamber.

Read more about our winners beginning on page 13.

2007 Chair's Message

Barbara Nicastro

I am extremely honored to have had the opportunity to serve as Chair of the Arlington Chamber this past year. I also am grateful for the opportunity to thank each of you who has helped me make 2007 so successful.

The Arlington Chamber had a wonderful year of growth, opportunities and action in 2007. The second year of our Total Resource Development (TRD) campaign was truly a "Bonding" experience. Thanks to the efforts of our co-chairs **Ellen Brown** and **Gordon Thrall** and 84 total volunteers, the Chamber acquired 63 new members, sold $137,000 in sponsorships and raised a total of $213,588 - well in excess of our $200,000 goal! Nobody does it better than this group.

Partially because of TRD, we saw growth in our membership last year. But more importantly, there were qualitative improvements as well. These included the emergence of new leaders in committees and programs, a new level of involvement by members, the increasing numbers of small businesses joining the chamber and the participation of Chamber members in the Leadership Arlington program.

Our programs continued to thrive as well. The **Gala** certainly lived up to its name as the "best night out in Arlington". Thanks to Committee Chair **John Murphy** and the Chamber staff, we not only danced the night away but raised record amounts in our silent and (new) live auctions. Attendance at our **Breakfast Connections** and **Business After Business** events continued to grow and saw many new and prospective members mixing and mingling with our "regulars". The **State of the County**, co-produced with Leadership Arlington, drew record attendance to hear County Board Chairman Paul Ferguson provide his perspective of our county's well-being. We continued what has become a deep and rewarding relationship with **Fort Myer Military Community** by welcoming our new Garrison Commander, **Laura Richardson** and by enlarging our **Patriot Passes** program. Thanks to **Tim Reese** and **Buck & Associates,** over 500 tickets for sporting, cultural and other social events were given to enlisted soldiers through this program. The **Valor Awards Ceremony**, always a moving occasion, was even more so due to our posthumous award to the family of the late Pentagon Police officer James M. Feltis, III. And no one who attended the **Hospitality Awards** program will forget the energy and excitement that accompanied that event.

Chamber committees did yeoman's work last year. The Education & Workforce Development Committee chaired by **Kim Durand** made the Chamber's contribution to the youth of Arlington impressive indeed. We assisted with the **Arlington Public Schools** in promoting the "Ground Hog Day Shadowing" job shadow event, successfully completed the second year of our **Scholar's Cup** mini-golf tournament and awarded $4,000 in scholarships this year to deserving Arlington students. The **Communications Council** chaired by **Meredith Dittmar** rose like a phoenix and provided educational seminars for Chamber members. Our **Ambassadors Committee** instituted new programs which incorporated new members into Chamber activities to show the value of active participation. Programs such as **SMART Start** and **Small Business Roundtable** allowed members the chance to maximize their business knowledge and opportunities—thanks to the efforts of **Joe Prentice** and **Jim Whelan**.

On the legislative front, your Chamber has been keeping its finger on the pulse on the important political and development issues that arose in 2007. Transportation issues certainly kept us hopping. We worked with the **Metropolitan Washington Airports Authority** on issues relating to their planned construction of a light rail line to Dulles, continued our participation in the Northern Virginia Transportation Alliance and the Northern Virginia Transportation Coalition, supported legislation enacted by last year's General Assembly that provided funding mechanisms for transportation and met with County officials to insure that the "optional "local real estate tax surcharge will be reasonable and competitive with surrounding jurisdictions.

In the area of energy and power issues, we supported the efforts of **Dominion** to add additional power capacity to the Northern Virginia region by providing testimony, from our Chamber President **Rich Doud**, before the State Corporation Commission and by working with the Coalition for Reliable Energy to garner more support from the business community. The Chamber has sought to make Arlington County greener and cleaner. We supported the County's Fresh AIRE Campaign and awarded two "Green Abbies" to encourage Arlington businesses to do their part.

In the areas of hospitality and commercial development, the Chamber worked to assist businesses in those industries in their attempts to insure fair and workable regulations and statutes in the areas of taxation, signage and zoning. Many thanks must go to the **Government Affairs & Economic Development Committee**, chaired by **Steve Barto**, which served as the catalyst for several of the Chamber's legislative initiatives.

At our **Annual Meeting** this past December, I said that imitation is the most sincere sort of flattery. We were highly flattered last year by the creation of two new business network organizations modeled on Chamber prototypes: the Budapest Initiative and the **CPRO** Business Opportunity Network. The Chamber is mentoring the newly formed Budapest Business Chamber—the first business run chamber in Hungary. We are also working collaboratively with **CPRO** to promote their networking events targeted at the Columbia Pike/South Arlington business communities and to assist in allowing participating businesses to form valuable business alliances with each other and with our Chamber.

Most of you know how deeply I care for Arlington County as an excellent place to do business, live, socialize

continued on page 14

2008 Chair's Message

Margaret E. McKeough

Calendar year 2008 marks the 84th year the Arlington Chamber of Commerce has been promoting the interests of Arlington County businesses. Today, more than 1800 businesses and community leaders support the Chamber's mission.

Consistently each year, the Chamber engages in public policy discussions and legislative actions on issues of importance to the business community. The 2008 policy arena has been defined both locally and at the state level, and the Chamber staff and Government Affairs and Ecounomic Development Committee are already actively engaged with the County Board and State delegation.

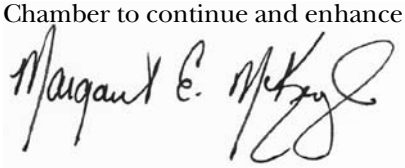
The Chamber's legislative priorities approved at the December 2007 Board of Directors meeting include:

- Support for solutions to local, regional and inter-jurisdictional transportation problems including efforts to increase ridership capacity on Interstate 66 inside the Capital Beltway and improve traffic flow into and through Arlington. Other transportation projects supported are the addition of light rail in the Crystal City/Potomac Yard and Columbia Pike corridors with connection to Shirlington and expansion of the Metro system, including access to Washington Dulles International Airport.
- Support for a reasonable surcharge on commercial real estate to fund transportation improvements in Arlington and Northern Virginia but opposition to the proposed constitutional amendment enabling localities to enact a "homestead exemption" on owner-occupied residential property.
- Support for solutions to the County's shortage of available, affordable housing units including increased density incentives for developers in return for affordable units and changes to zoning policy.
- Support for many of the Arlington County School Board positions, including the need for continued investment of public dollars in higher education facilities within Arlington to meet growing enrollment and academic needs.
- Support for state and federal assistance to localities losing jobs due to the federal base-closure (BRAC) process.
- Support to the Arlington tourism and travel industry through renewal of the Transient Occupancy Tax for a three year period with a sunset provision.

The Chamber also closely monitors legislative initiatives of the Arlington County Board, the Arlington School Board and the Virginia General Assembly and, when appropriate, takes formal positions in support of its members.

Keeping abreast of the fast paced and ever changing public policy process can be a challenge. The Chamber is well served by the Government Affairs and Economic Development Committee members and by its committee Vice Chair **Philip Keating**, as well as several highly accomplished member lobbyists on the ground in Richmond. All Chamber members are welcome and encouraged to attend committee meetings. Details on meeting times can be found in our Monday e-newsletters.

As the Chamber embarks on the 84th year of representing the Arlington business community, it is appropriate to acknowledge the organization's long-tenured success which is attributable to the commitment of our members and the dedication of our professional staff. Together, great achievements result. In March, the Chamber will initiate its third annual Total Resource Campaign (TRD). I encourage all members to support the Campaign, which enables the Chamber to continue and enhance support to Arlington businesses.



Margaret E. McKeough, *Vice President and Chief Operating Officer,*
Metropolitan Washington Airports Authority

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Assistant Treasurer
Michael Foster
MTFA Architecture, Inc.

Photos by ***Brian Hefner*** *and* ***Sonny Odom.***

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

Past Chair
Sean Hosty
Smith Barney

President and Secretary
Rich Doud
Arlington Chamber of Commerce

Vice Chairman—Communications Division
Robin Coracci
Virginia Commerce Bank

Vice Chairman—Economic Development & Government Affairs Division
Philip Keating
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Deidre Schexnayder
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Tim Hughes
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Jim Whelan
The ProActive Corporation of America

The Chamber
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The Metropolitan Washington Airports Authority is a proud sponsor of the Arlington County Chamber of Commerce. We would like to thank the business community for its continued support of Reagan Washington National and Washington Dulles International Airports. We look forward to working together in the years ahead.

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2008 Board of Directors

All pictures from left to right.

Todd Ihrig, Grace Shea, Karolyn Stuver, Jamie Nicholas, Joe Prentice

Robert Smith, Barbara Nicastro, Matt Whitaker, Loretta Seigley, Deborah Johnson

Philip Keating, Robin Coracci, Jim Whelan, Ellen Rainey, Marc Tohir

2008 Board Members, not shown in above photographs:
Susan Anderson, Lynne Breaux, Michael Foster, Paul Giovanini, Ken Matzkin, Darren Montgomery, Edward Murn, Robin Norman, Nancy Palleson, Charles Perry, Laura Richardson, Scott Sterling, Nan Walsh and Jim Whittaker.

Tim Hughes, William Holmes, Scott Sterling, Bob Hawthorne, John Murphy

Scott Nadeau, Sean Hosty, Bob Bushkoff, Mark Ingrao, Scott McCaffrey, Alison Wertzler

Steve Barto, Marie Schuler, Tim Reese, David DeCamp, John Snedden

Doug Brammer, Suzette Timme, Deidre Schexnayder, Margaret McKeough

Meet the New Board Members

Bob Hawthorne is the current Market President of **United Bank**, and he has been with the bank since 1992. This is **Hawthorne**'s third stint of being an Arlington Chamber Board Member; first from 1994 to 2000 and then 2001 to 2006. He was Chairman of the Arlington Chamber in 1997 and has been a member of the Chamber Economic Development committee since 2004. **Hawthorne** is also an active member of the Arlington community. He has been a member of Leadership Arlington since 2000, was their Chair in 1998 and served on their board from 1998 to 2002. **Hawthorne** is also a member of the **Arlington Community Foundation** and has served on their Board.

William E. Holmes is Vice President of Business Development for **American Painting & Janitorial, Inc. Holmes** has been with the firm since 2005 and has successfully spearheaded the firm's marketing and development initiatives, evidenced by both increased sales and market recognition, which includes **APJ, Inc.** being named the Arlington Chamber's 2007 ABBIE Award Winner as Small Business of the Year. Prior to **APJ, Inc. Holmes** was a portfolio manager for New Jersey based Breen Capital and oversaw the sale of the trust's REO properties.

Holmes' career also includes nine years on the Washington air waves as a host of several business shows including "Focus on Business", heard on the Business Network, and "The Bill Holmes Show and Capitol Viewpoint", heard on WRC radio.

Scott Nadeau is Area General Manager at the **Crystal Gateway Marriott** with area responsibilities for Arlington Marriott hotels. Since moving to the Washington Metro area in 2000, he has been General Manager of the Dulles Airport Marriott and Dulles Suites Marriott with area responsibilities for all of Northern Virginia. He also served as Hotel Manager of Marriott Wardman Park hotels in Washington DC. **Nadeau** has worked for Marriott International for 24 years. In addition to his position at Marriott International, his leadership roles include: Vice Chairman of the Board of Directors for **Crystal City Business Improvement District**, Chairman of the Hotel General Managers Committee with the Arlington Chamber of Commerce and Member of the Arlington Economic Development Commission (EDC). **Nadeau** is a graduate of Cornell University with a B.S. in Hotel Administration.

Karolyn Stuver is the director of strategy and marketing for **KBR**, the U.S. military's largest services provider. She has been at **KBR** since 2005. Prior to that,

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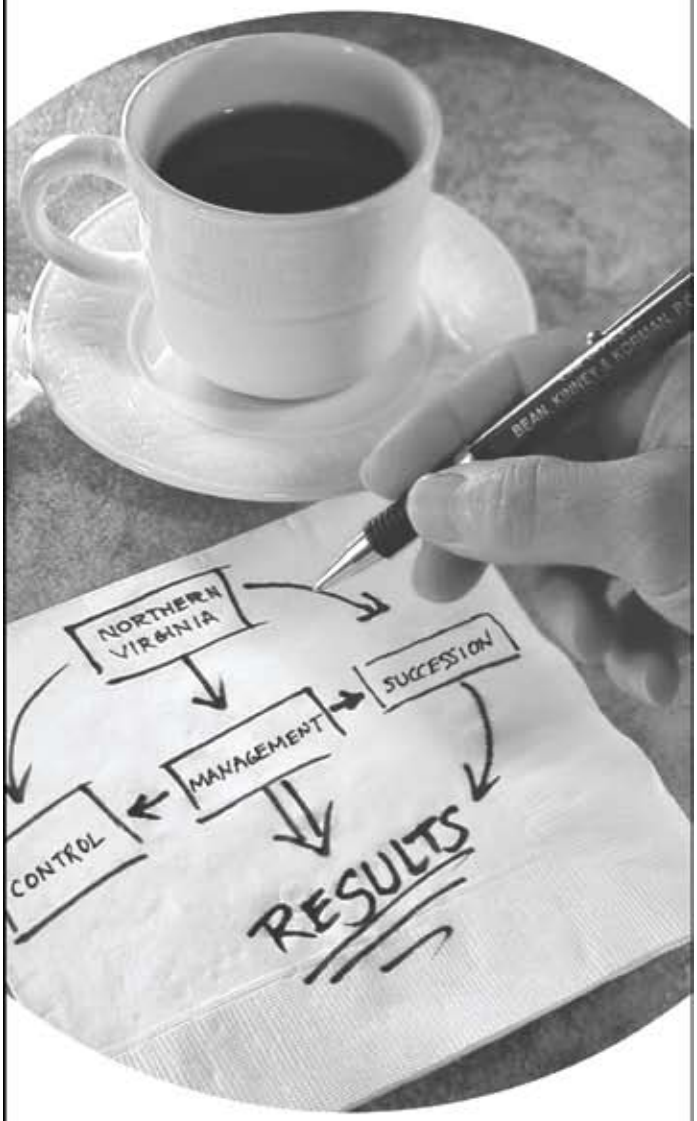

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Meet the New Board Members, *continued from page 7*

she had her own strategic communications consulting business, specializing in defense, technology and science. **Stuver**'s background includes stints on Capitol Hill, as a staffer to Les Aspin when he was the Chairman of the House Armed Services Committee, and to Congressman Dave McCurdy. She has also worked in the defense and aerospace industries as a corporate spokesperson and in the energy field as the director of public affairs for a national trade association. **Stuver** also has an extensive background as a broadcast and print journalist. She has lived in the area for more than 24 years. She attended the University of Oklahoma and received a BA in English from **George Mason University**.

Steve Barto joined **Wachovia Securities** as Vice President–Investment Officer in January, 2007 after 18 years in the investments industry and commercial real estate development and management. **Barto** brings a unique perspective to his clients in the private client group possessing the ability to understand and address the unique financial needs of business professionals. He practiced public accounting in Detroit before joining the Navy in 1981, served 25 years as a Navy Intelligence Officer (18 in the Reserves) and retired with the rank of Captain. **Barto** served on the board of the Clarendon Alliance in the 1990s including four years as President. In 2002 and 2003 he served on Arlington's Fiscal Affairs Advisory Commission (FAAC). A former member of the Leadership Arlington Board of Regents (Class of '04), he also served on the Chamber Board from the year 2000 through 2006, and served as Chairman in 2004. **Barto** earned his degree in Accounting from Michigan State in 1980, and received a MBA from the University of Virginia–Darden in 1989.

Todd Ihrig is a financial advisor with **HD Vest Investment Services**, a division of Wells Fargo. He offers wealth management strategies for his individual, business and not-for-profit clients in sixteen states. **Ihrig** returns to the Board of Directors, on which he served from 2001 until 2006. He has served in numerous capacities for the Chamber, including Vice Chair of Special Interests, Vice Chair of Communications, Assistant Treasurer and Vice Chair for the 2007 TRD campaign. **Ihrig** is a recipient of both an ABBIE award and the President's Award. He is a lifetime member of Leadership Arlington class of 2005 and serves on the Board of Directors at the **Animal Welfare League of Arlington**. **Ihrig** and his family raise guide dog puppies for the Guide Dog Foundation for the Blind; their current puppy, J.J., is looking forward to sleeping through Board meetings.

Joe Prentice is an agent for **New York Life Insurance Co.**, specializing in life, health and long term care insurance, as well as college funding, IRA funding, mortgage protection and business planning and protection. His areas of specialty include small/young families, military personnel and their families, as well as small businesses. A resident of Arlington since 1999, he currently resides in the Courthouse neighborhood of Arlington. **Prentice** is a graduate of St. Joseph's University in Philadelphia, PA, where he received his B.S. in Food Marketing.

Scott Sterling joined **IDI Group Companies** as Assistant to the President in April 2007, following his representation of the **Apartment & Office Building Association** during the 2007 Virginia General Assembly in Richmond. From 2004 through 2006, **Sterling** was vice president of government affairs for the Greater Washington Board of Trade, a regional business association headquartered in Washington, DC. Prior to that, he served as Vice President and Counsel for Public Affairs for the Charles E. Smith Companies & Archstone-Smith Trust for 19 years where, as a member of the general counsel's office, he advised both senior executives and property managers on a wide range of residential, commercial and retail issues. **Sterling** grew up in New York state, where he aced Pelham Memorial High School, snuck into, attended & graduated **Hamilton College**, endured graduate studies at and finally pried advanced degrees from both the Maxwell School & the School of Education of Syracuse University, and then staggered to Washington in 1977 to grace the corridors of Georgetown Law School. He and his wife, Cathy; son, Jay and dog, Misty Skye Belle, live an existence of quiet enjoyment and solitude in McLean.

Chamber telephone system courtesy of **Lockridge Communications.** Broadband internet capabilty 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—Must deliver 2,000 inserts before noon on the 22nd of the month prior to publication. i.e. For December, the insert must be at the mail house by November 22. If less than the full number is provided, no inserts will be mailed and no refunds can be given.

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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.

Alison Wertzler is a Project Executive with **Clark Construction Group, LLC**. During her 13-year career with **Clark**, she has led numerous notable construction projects in the Washington metropolitan area, including Market Square North, 901 New York Avenue, IMF Headquarters 2 and most recently 505 9th Street in the District of Columbia. In addition to her operational role, **Wertzler** is actively involved with a number of **Clark** initiatives that provide training, guidance and support to the company's young engineers. **Wertzler** holds a bachelor's degree in civil engineering from the University of Virginia. She lives in Arlington, VA with her husband, Chris, and daughter, Madeline.

Suzette Timme is the General Manager of The **Fashion Centre at Pentagon City** for Simon Property Group overseeing the operations, leasing, marketing and financial performance of one of the Metro area's premier shopping destinations. She joined the mall team in 2003 and has previously managed other local malls including Dulles Town Center and Mazza Gallerie. With over 20 years experience in the shopping center industry, **Timme** studied education at the College of Charleston and holds a senior level certification from the International Council of Shopping Centers in which she is an active member. **Timme** is past president of Women in Retail Real Estate (WIRRE) and an instructor for the Real Estate Associate Program (REAP), an education initiative bringing diversity to commercial real estate. She serves on the Arlington Economic Development Commission, and she is a Board member of the nonprofit **Arlington Dance Theatre**. **Timme** has enjoyed being an Arlingtonian for over 20 years.

Questions?
Call 703-525-2400.

Chamber Staff Phone Extensions

Rich Doud, President..... x206
rdoud@arlingtonchamber.org

Tami Anderson, Accountant..... x205
tanderson@arlingtonchamber.org

Meghan Cahill, Communications..... x203
mcahill@arlingtonchamber.org

Brian Hefner, Membership x202
bhefner@arlingtonchamber.org

Deborah Kunin, Administrative..... x200
dkunin@arlingtonchamber.org

Kate Roche, Events..... x204
kroche@arlingtonchamber.org

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Communications Council
Chair: Meredith Dittmar, *DittmarDesign, LLC*
Staff Liaison: Meghan Cahill

Economic Development & Government Affairs Division
Vice Chair: Phil Keating; *Bean, Kinney & Korman, P.C.*

Government Affairs & Economic Development Committee
Chair: Sean Hosty, *Smith Barney*
Staff Liaison: Rich Doud

Member Affairs Division
Vice Chair: Deidre Schexnayder, *Vornado/Charles E. Smith*

Membership Development Division
Vice Chair: Tim Hughes, *Hughes & Associates, PLLC*

Membership Development Committee
Chair: Joe Prentice, *New York Life Insurance*
Staff Liaison: Brian Hefner

Ambassador Committee
Chair: Joe Prentice, *New York Life Insurance*
Staff Liaison: Brian Hefner

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

Community Action Committee
Chair: Greta Menard, *Capital MarCom, Inc.*
Staff Liaison: Rich Doud

Education & Workforce Development Committee
Chair: Kim Durand, *Arlington Public Schools*
Staff Liaison: Rich Doud

Higher Education Council
Chair: John Giancola, *DeVry University*
Staff Liaison: Rich Doud

Hotel General Managers Committee
Chair: Scott Nadeau, *Crystal Gateway Marriott*
Staff Liaison: Rich Doud

Chamber Staff

From left: Brian Hefner, Director of Membership; Kate Roche, Member Services Manager; Tami Anderson, Staff Accountant; Deborah Kunin, Member Services Administrator; Meghan Cahill, Communications Manager; Rich Doud, President. Photo by Erika Mendez.

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 2007. 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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Virginia Commerce Bank
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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 2007. The Chamber Scholarship Fund provides financial assistance to several Arlington high school students each year.

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2007 Award Winners

2007 Chair Award: Sponsored by Kettler

Buck & Associates

The Chair'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.

Chair **Barbara Nicastro**, **The Law Offices of Barbara E. Nicastro**, presented the 2007 Chair's Award to **Buck and Associates** for their long time commitment to the Chamber and for their dedication to the *PATRIOT PASSES* program. **Buck and Associates** have been a member of the Chamber since 1976 and continue to support the Chamber in a multitude of ways – Annual Corporate Sponsorship, active Board involvement, sponsorship of several events, advertises in the *Arlingtonian* newsletter and sponsors the Chamber website www.arlingtonchamber.org. **Buck and Associates** is also the brains and backbone of the Chamber supported PATRIOT PASSES program. PATRIOT PASSES provides a means for corporations and individuals to show support of our troops by donating unused tickets to enlisted soldiers stationed within the Fort Myer Military Community. Congratulations to **Buck and Associates**!

2007 President's Award

Joe Prentice

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 **Joe Prentice** of **New York Life Insurance**. **Prentice** understands how the Chamber can help him and his business, and he utilizes everything the Chamber has to offer. His full involvement in the Chamber translates into his helping the Chamber. **Prentice** was Chair of the 2007 Ambassador Committee, a leader in Total Resource Development production, a faithful attendee at events, a volunteer at our Fall Outing and a sponsor of multiple events. **Prentice** also leads our monthly SMART Start sessions, which teaches new members how to maximize their membership – Prentice leads these meetings by pure example. Congratulations to our 2007 President's Award recipient, **Joe Prentice**!

2007 Committee of the Year Award

Communications Council

The 2007 Committee of the Year was awarded to the Communications Council and presented to the committee's chair, **Meredith Dittmar** of **DittmarDesign, LLC**, and the committee's vice-chair, **Robin Coracci** of **Virginia Commerce Bank**. The Communications Council has made impressive strides in 2007. The committee reformed, the group had been non-existent for the past few years, and recruited an exciting group of communications professionals. The council is a networking and knowledge sharing forum for the ever changing and expansive communications field. They meet monthly, bringing a different speaker to present a timely communications topic. Meetings have included Web 2.0, Intellectual Property and Effective Media Relations. The Communications Council continues to grow and develop, bringing varied and more in-depth presentations every month.

The Chamber was fortunate to have **Meredith Dittmar** serving as the Communications Council Chair. **Dittmar** owns her own graphic design company, DittmarDesign, LLC and undoubtedly contributed to the committee's success through her drive and experience as a self starter.

Congratulations to the entire Communications Council!

2007 Chairman's Message, *continued from page 2*

and educate children. My passion for the Chamber and all it provides has deepened over this past year. I am truly honored to be part of our Chamber and hope to continue my commitment to the Arlington business community. I would encourage each of you to resolve to spend as much time and energy as you can this year to provide and receive great value from your Chamber membership.

I want to specifically thank the 2007 Executive Committee for their energy and support:

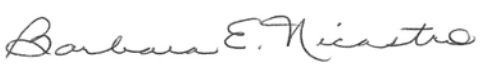
- Chair-elect—**Margaret McKeough**, Metropolitan Washington Airports Authority
- Treasurer—**Jim Whelan**, **The ProActive Corporation of America, Inc.**
- Assistant Treasurer—**Grace Shea**, **Lebanese Taverna**
- Past Chairman—**Sean Hosty**, **Smith Barney**
- Past Chairman—**Stanley Taylor**, **George Mason University**
- Vice Chair, Economic Development and Government Affair—**Scott McCaffrey**, **Sun Gazette Newspapers**
- Vice Chair, Membership Development—**Jamie Nicholas**, **Jamie Nicholas Printing & Graphics**
- Vice Chair, Member Affairs—**John Murphy**, Washington Workplace
- Vice Chair, Communications—**Robin Coracci**, **Virginia Commerce Bank**
- Vice Chair, Special Interests—**Doug Brammer**, **Verizon**
- President—**Rich Doud**, Arlington Chamber of Commerce

I also want to thank the truly excellent Board of Directors whose efforts made our Chamber as successful as it was last year.

Lastly, but certainly not least, a great big **THANK YOU SO MUCH!** to the exceptional Chamber Staff: **Brian Hefner**, **Meghan Cahill**, **Deborah Kunin**, **Tami Anderson**, **Kate Roche** and **Rich Doud**. On more occasions than I will admit, they have come through like the champions that they are to make me look far better than I would have been able to manage by myself! They ARE the true guts of our Chamber.

I'm looking forward to **Margaret McKeough**'s upcoming year as Chair. Her energy, wisdom and experience will make 2008 the best Chamber year ever. Please join me in working with her on her many new and exciting initiatives.

Thanks to all of you for supporting this wonderful organization.



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

Congratulations to our 2007 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 2007, 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 2007's ABBIES. Congratulations to those who were honored!

2007 Abbies Recipients Were:

American Painting & Janitorial
Small Business of the Year
Arlington Food Assistance Center
Non-Profit Small Business of the Year
Educational Options, Inc.
Technology Small Business of the Year
Leadership Arlington
Non-Profit Small Business of the Year
Marymount University – ABBIE
Navy League – Green ABBIE
The Teal Center for Therapeutic Bodywork Small Business of the Year
Vornado/Charles E. Smith – Green ABBIE
Watson Wyatt Worldwide – ABBIE

Above, ABBIE winners; below, Hospitality Superstars

The Arlington Chamber of Commerce recognizes the Hospitality Industry annually to celebrate those who make it wonderful to visit and be in Arlington. "Everyone who is nominated goes beyond the call of duty," stated Arlington Chamber President Rich Doud. The Chamber's awards were broken into three categories: Superstars, Leadership Superstars and Legendary Service Superstars. A Legendary Service Award recognizes long-standing contributions to local Hospitality. This year's Legendary Service Superstars were Minh Doan, a dining room attendant who has been with the same hotel for 25 years and Cecil Exum, who last August celebrated 50 years of dedicated service and commitment to the same hotel.

Hospitality Superstars

- ★ Hassan Abdelmanan, Kitchen Supervisor, Key Bridge Marriott
- ★ Hasam Aziz, Banquet Supervisor, Holiday Inn Arlington at Ballston
- ★ Mamadou Bah, Coffee Attendant, The Ritz-Carlton–Pentagon City
- ★ Jose Benitez, Lead Cook, Crowne Plaza Washington National Airport
- ★ Yodit Berhe, Server, Crowne Plaza Washington National Airport
- ★ Servet Can, Public Area Impact, The Ritz-Carlton–Pentagon City
- ★ Thomas Chaney, Driver, The Ritz-Carlton–Pentagon City
- ★ Christina Coster, Guest Relations & Executive Assistant, Crystal City Marriott
- ★ Sandy Dalton, Security Manager, Doubletree Hotel Crystal City
- ★ Life Gessese, Maintenance Technician, Residence Inn by Marriott, Pentagon City
- ★ Vilma Granados, Cook, Holiday Inn National Airport
- ★ Konstantin Metelkov, Concierge, Hyatt Regency Crystal City
- ★ Amelida Pozo, Housekeeping Room Attendant, The Ritz-Carlton–Pentagon City
- ★ Ana Rodriguez, Housekeeper, Key Bridge Marriott
- ★ Shambhu Singh, Executive Chef, Sangam Restaurant
- ★ Yeshi Tadesse, Administrative Assistance, Holiday Inn National Airport
- ★ My My Tran, Gatehouse Dining Room Attendant, Residence Inn by Marriott, Pentagon City
- ★ Ana Valdez, Room Attendant, Holiday Inn National Airport

Leadership Superstars

- ★ Ginger Emerson, Manager of Special Events, Willow Restaurant
- ★ Chiranjibi Sapkota, Banquet Supervisor, Crowne Plaza Washington National Airport

Legendary Service

- ★ Minh Doan, Dining Room Attendant, Key Bridge Marriott
- ★ Cecil Exum, Cook, Crystal Gateway Marriott

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Pentagon City
(703) 413-6630

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The Arlingtonian

Arlington Chamber of Commerce
2009 North 14th Street, Suite 111
Arlington, Virginia 22201
703-525-2400 703-522-5273 (fax)
chamber@arlingtonchamber.org
www.arlingtonchamber.org

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