



Nominations Announced for Board of Directors; Ballots to Be Mailed this October

Pursuant to Article IV, Section 4, of the Arlington Chamber of Commerce Bylaws, a list of candidates for the Board of Directors must be provided to the Chamber membership in advance of the distribution of ballots. In accordance with this provision, there is an insert in this newsletter with the names of members who have accepted nominations from the Nominating Committee to the Arlington Chamber Board of Directors. The names are listed in alphabetical order.

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

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

***Look for the Board Ballot Information Flyer Inside Newsletter!**

What's inside:

Calendar.....	2
Chair Message	3
AED	5
Drop the Data.....	5
Scholar's Cup Wrap-Up.....	6
Members in the News.....	7
Leadership Arlington.....	8
Welcome New Members.....	9
Business After Business.....	10
Nonprofit Forum.....	11
Smart Start	11



Triple Your Networking & Get Your Flu Shot at

October's Combined BREAKFAST CONNECTION

Combined Breakfast Connection
Thursday, October 16, 2008 • 7:30–9 a.m.
Holiday Inn – Ballston

Special thanks to our Grand Sponsor, **Self Storage Plus**



The Alexandria and Central Fairfax Chambers will join us for October's Breakfast Connection. This breakfast will give you the chance to triple your professional contacts and extend your network throughout Northern Virginia! Additionally, this is also a special opportunity to receive your flu vaccination. The VHC, Public Health Division will be offering Flu Vaccinations for \$25 before, during and after the breakfast. Come early and protect yourself against the flu virus.

Additional thanks to our Quarterly Host,
HSBC National Bank, USA!!

Register online at www.arlingtonchamber.org!

Smart Business Decision + Supporting the Chamber = Donating to the 85th Annual Arlington Business Gala!

Donations are now being accepted for the 85th Annual Arlington Business Gala and silent auction! The Gala is the Chamber's biggest fundraiser. Our membership's support and donations make the event a great success each year. And, as all of you know, the Silent Auction is a fun way to show your support and gain valuable exposure for your business or cause. The Gala will be taking place January 31, 2009 at the Ritz-Carlton, Pentagon City. If you would like to take advantage of this opportunity and donate to next year's Gala, contact the Chamber at 703-525-2400.



The Chamber

Arlington Chamber of Commerce

Opportunity. Leadership. Results.

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

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Michael Foster, Assistant Treasurer, MTFA Architecture, Inc.
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David DeCamp, Grubb & Ellis
Chris Domes, Marymount University
Richard Doud, Arlington Chamber of Commerce
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Robin Norman, Virginia Hospital Center
Nancy Palleson, Arlington Free Clinic
Joe Prentice, State Department Federal Credit Union
Ellen Rainey, Hamilton College
Timothy Reese, Reese & Sedinger
***Laura J. Richardson, Fort Myer Military Community**
Deidre Schexnayder, Vornado/Charles E. Smith
Marie Schuler, COMCAST Cable Communications
Grace Shea, Lebanese Taverna
Robert Smith, Arlington Public Schools
John Snedden, ROCKLANDS Barbeque & Grilling Co.
Scott Sterling, The IDI Group Companies
Karolyn Stuver, KBR
Marc Tohir, PNC Bank
Nan Walsh, Walsh, Colucci, Lubeley, Emrich & Walsh
Alison Wertzler, Clark Ventures and Clark Construction
Jim Whelan, The ProActive Corporation of America, Inc.
Matt Whittaker, Smart Payment Solutions
Jim Whittaker, Columbia Pike Revitalization Organization

LIAISON TO THE BOARD

*COL Laura J. Richardson, Fort Myer

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Tami Anderson, Staff Accountant
Meghan Cahill, Communications Manager
Brian Hefner, Director of Membership
Deborah Kunin, Member Services Administrator
Kate Roche, Member Services Manager
***Executive Committee Member & Director**



Visit our website: www.arlingtonchamber.org

Visit our wireless website: www.chamberwap.com

Where you need to be in OCTOBER



- 1 Wednesday**
Arlingtonian Contents Due
Chamber Board Room
- 6 Monday**
Fall Outing
11:30 a.m.–1 p.m.
Westwood Country Club
- 7 Tuesday**
SMART Start
7:45–9 a.m.
Chamber Board Room
- 8 Wednesday**
Executive Committee
8–9 a.m.
Chamber Board Room
- 9 Thursday**
Ambassador Committee
4:30–5:30 p.m.
Chamber Board Room
- 16 Thursday**
Combined Breakfast Connection
7:30–9 a.m.
Holiday Inn Ballston
- 17 Friday**
Board Meeting
11:45 a.m.–2 p.m.
Fort Myer Military Community
- 21 Tuesday**
Communications Council
5–6 p.m.
- 22 Wednesday**
Nonprofit Forum
11:30 a.m.–1 p.m.
Walter Reed Community Center
- Education & Workforce
Development Committee
4–5 p.m.
Chamber Board Room
- 23 Thursday**
Business After Business
5–7 p.m.
Whitlow's on Wilson
- 29 Wednesday**
Small Business Roundtable
11:45 a.m.–1:15 p.m.
Chamber Board Room
- 31 Friday**
Government Affairs & Economic
Development Committee
8–9 a.m.
Chamber Board Room

Information is accurate as of press time.
Please consult the Chamber's website
(www.arlingtonchamber.org) for updates
and changes that may have occurred.

Events listed in color are open to both
members and guests.

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

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—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.

THE ARLINGTONIAN (USPS 534030) is published monthly by the Arlington Chamber of Commerce, 2009 14th Street, North, Suite 111, Arlington, VA 22201. A subscription rate of \$4 per Chamber representative is collected as part of annual membership dues. Periodicals postage paid at Arlington, VA. POSTMASTER: Send address changes to The Arlingtonian c/o Arlington Chamber of Commerce, 2009 14th Street, North, Suite 111, Arlington, VA 22201

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

Chair Message



Margaret E. McKeough

Signs of change seem to be everywhere these days. That is certainly the case with the national political landscape, the financial industry and the economy overall. At the Chamber and in the business community, change is present too.

As reported last month, as well as, in this edition of *The Arlingtonian*, Arlington Economic Development is initiating a new awards program to recognize popular Arlington establishments. The People's Choice Abbie Awards is a new County initiative, not to be confused with the long established Chamber Abbie Awards that recognize community businesses for their financial

success and their contributions to the Arlington community. The Chamber will continue its long established business recognition program, appropriately recognizing companies that excel as leaders in business and leaders in supporting the Arlington community.

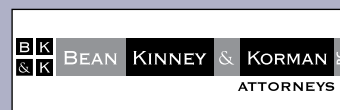
Change could also be on the horizon regarding the County's retail development policies. Several months ago, Chamber members identified the need to evaluate the business impacts resulting from current retail development policies. Concern was expressed that the County may be oversaturated with retail space and the financial vitality of existing retail may be jeopardized by continued development. In response, Arlington Economic Development recently formed a retail study committee to review and analyze the County's retail inventory and recommend where changes may be warranted. Several Chamber members are serving on this study committee. A final report from this study review is expected in July 2009.

Every year, in the fall, change occurs in appointments to the Chamber's Board of Directors. Every Chamber member has an opportunity to be involved. Under the leadership of Chair-elect **Ellen Rainey**, the Chamber will soon announce individuals that have been nominated and selected to serve on the 2009 Chamber Board. Serving on the Board or becoming active in a Chamber Committee is an opportunity to influence change. I encourage all members to receive the most from their membership by becoming involved.

Change is not a new phenomenon to the Arlington Chamber. For 84 years the Chamber has been an advocate of the changes needed to sustain a vibrant business community in Arlington. The Chamber is the business community's voice on change. The Chamber will continue to be an advocate for the business community and represent change, as needed.

Margaret E. McKeough, Executive Vice President and Chief Operating Officer
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Save the Date!

**84th Annual Meeting
Friday, December 12**

Sheraton National Hotel
Register online at
www.arlingtonchamber.org

Join the Chamber in celebration
of 2008 and to preview 2009!



Richard Doud

From the President

The Chamber wishes Arlington Economic Development well on its new awards program as outlined in the space below and in last month's *Arlingtonian*. We encourage our member organizations to participate, nominate themselves and find as many friends as they can to vote. This new effort by the County should be fun. We do, however, recognize and regret that AED's decision to continue to use the ABBIE name for this new program may cause confusion with the Chamber's long established

business recognition program. To all our great members who have won one of the coveted ABBIES, we pledge that we will continue annually honoring Arlington's best businesses each spring. The awards will continue to be based on merit as we work even harder to uphold the prestige of the original ABBIES framework and ideals.



THE PEOPLE'S CHOICE

ARLINGTON'S BEST
BUSINESS AWARDS

MAKE YOUR VOTE COUNT IN 2008!

Vote for your favorite Arlington business in this year's People's Choice ABBIE Awards, which recognize Arlington's best businesses. Any Arlington business is eligible; winners will be presented with a People's Choice ABBIE Award and will receive recognition throughout the year as an ABBIES winner. Vote now at www.arlingtonva.us/ABBIES. Voting ends on October 13, 2008. Winners will be announced on October 22.



Next Meeting:
Tuesday, Oct. 21,
5:00 p.m. at the
Chamber!

communicate & connect!

What happens when "going green" is no longer a fad?

Find out at the next Communications Council meeting when **Joey Tackett** of **Clear Sky Creative** presents *STRATEGIES FOR GOING GREEN AND STAYING GREEN*. Joey will help you:

- ✦ Make sense of the "green movement," including its lasting elements.
- ✦ Learn about "green washing," and ways to tell others you are environmentally friendly without sounding like a "trend chaser."
- ✦ Incorporate green values while keeping an eye on your bottom line.
- ✦ Learn what's next in greening trends with a focus on small business applications.

To learn more, visit arlingtonchamber.org.
Click on membership guide /
committees. Or, send an e-mail to
communications@arlingtonchamber.org.



Arlington Named Nation's Top "Wealth Center"

Study by BizJournals Cites Access to Jobs, Educated Population

By *Karen Vasquez*, Public Relations Manager, *Arlington Economic Development*

Arlington County is the top "wealth center" in the nation, according to a BizJournals study, which ranked large U.S. municipalities in six categories ranging from income to home value. Arlington emerged as the top wealth center among all municipalities, with the City of Alexandria coming in fourth.

The study cited Arlington's highly educated population, with one-third of Arlington adults holding graduate degrees, and its access to high paying jobs in the region, in law, government and research. The study of municipalities with populations greater than 100,000 was released August 18.

These factors are also highlighted in AED's current "ThinkArlington" campaign conducted by Arlington Economic Development (AED), which is promoting brainpower as Arlington's "alternative energy." The campaign profiles members of Arlington's "creative class"—highly educated professionals who help drive Arlington's economic success.

"The notion of Arlington as a wealth center—a place which benefits from a highly educated, well-paid population – was at the origins of our ThinkArlington campaign," stated AED Director Terry Holzheimer. "We wanted to highlight the people, companies and amenities that make Arlington such a sought-after place to live and work."

In a research paper entitled *Brainpower*, AED found that



PHOTO COURTESY ARLINGTON ECONOMIC DEVELOPMENT

Arlington has significant populations of those employed in high-level, research, scientific and legal professions. Arlington has 3.5 times the national average of computer and mathematical occupations, 3.5 times the national average of life, physical and social science occupations, 7 times the national average of lawyers and 3 times the national average of occupations in the arts, design, entertainment, sports and media occupations

For the complete list of wealth centers, as compiled by the BizJournals study, and to learn more about the Think Arlington campaign and Arlington's brainpower, visit www.arlingtonvirginiausa.com.



Drop the Data

On Thursday, August 28, the Arlington Chamber of Commerce partnered with the U.S. Chamber of Commerce, Visa Inc., and our local partnering sponsor **Smart Payment Solutions** to present Drop the Data at the **Sheraton National Hotel**. Drop The Data was created by Visa Inc. as a nationwide tour in partnership with the U.S. Chamber of Commerce. The 12-city campaign is designed to make businesses aware of the risks of retaining prohibited cardholder data and educating them on actionable steps they can take to avoid storing such data. The Arlington Chamber was pleased to host the only one of these events in our area. Members learned about the importance of this issue for businesses of all sizes and how to ensure compliance. For more information on the topic, please visit www.dropthedata.com.



Thanks to **Smart Payment Solutions** our Local Partnering Sponsor, the U.S. Chamber of Commerce and Visa, Inc.



3rd Annual Scholar's Cup

The 3rd Annual Scholar's Cup mini-golf tournament at **Upton Hill Regional Park** was a big hit and fun for all who attended. The kid in all of us played the 18-hole course along with the real kids of Arlington County. Due to a record turn-out, over 100 in attendance, two tee-off times were scheduled. In addition to the mini-golf, guests enjoyed a fun barbecue party with music complementary of **A Sound Plan** and delicious food from **ROCKLANDS Barbeque & Grilling Company**. The Scholar's Cup was a great day for all who attended, and 100% all the money raised directly benefits the Arlington Chamber Scholarship Fund. Special thanks to our Grand Sponsor **KBR** for supporting such an important cause and **Upton Hill Regional Park** for letting the Chamber take over!

Final Results for the 3rd Annual Scholar's Cup Miniature Golf Tournament

Best Individual (lowest score) –
Jeff Keeney, Washington Capitals

1ST PLACE TEAM

Darren Montgomery, Washington Capitals
Pat Jeffries, Washington Capitals
Jeff Keeney, Washington Capitals
Gordon Thrall, Guernsey Office Products

2ND PLACE TEAM

Ahmei Thevoz, daughter of Nancy Goodman, Main Event Caterers
Nancy Goodman, Main Event Caterers
Joel Thevoz



Madison Ihrig, daughter of **Todd Ihrig, H.D. Vest Investment Services**, waits to see how well she putted!



Darren Montgomery of the **Washington Capitals** shoots for a hole-in-one and is part of the 1st place team.



Ahmei Thevoz (front), Joel Thevoz (left) & Nancy Goodman (right) all receive trophies commemorating their winning performance!

Special Thanks to our Sponsors:

BBQ Sponsor – **ROCKLANDS Barbeque & Grilling Company**
Entertainment Sponsors – **A Sound Plan**

Special Thanks to our Hole Sponsors:

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Northern Virginia Community College
Steve Barto-Wachovia Securities
The Law Offices of Barbara E. Nicastro
Virginia Tech National Capital Region
Washington Capitals
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Thank You to our Goody Bag Contributors:

Arlington Public Schools
Donna Hamaker-KDH Real Estate
TeamLogicIT of Arlington, VA
The Arlington Players
Snowspring Ltd
Kinder Haus Toys
WETA-TV 26/90.9 FM

Thank you to Education and Workforce Development Committee who volunteered at the event and their Chair Kim Durand of Arlington Public Schools!

Members IN THE News

► ASSOCIATIONS & PARTNERSHIPS

The eclectic and colorful shopping experience of DC's Eastern Market is now in Crystal City with the introduction of **Crystal Market**. Located in the 2200 Crystal Drive courtyard, Crystal Market will be open every Thursday, Friday, and Saturday from 11:30 a.m.– 6:30 p.m. until October 25th. Set in one of Crystal City's many beautiful open spaces, Crystal Market will offer a unique assortment of goods. "With the tremendous success of Artomatic, Arena Stage and Crystal Screen, we know that people increasingly look to Crystal City for interesting and creative experiences," said **Angela Fox**, President/CEO of the **Crystal City BID**. In addition to handicrafts, Crystal Market will feature live musical performances during lunchtime and early evening hours. For a complete line-up of performances, visit www.crystalcitymarket.com.

► BANKS

Arlington Virginia Federal Credit Union has two, u-shaped executive desks, in good condition available for FREE. Desks will be available for pick-up on Saturday, October 11th. If interested or for measurement details, please contact **Bob Whomsley**, Director of Project Management, at 703-526-0200 x244 to schedule a pick-up time.

► COLLEGES & UNIVERSITIES

According to **Scott McCaffrey's** September article in the *Sun Gazette*, **George Mason University** recently was ranked as one of the top 100 universities in North America and Latin America by the Academic Ranking of World Universities. Shanghai Jiao Tong University's Center for World-Class Universities annually grades universities based on academic and research performance. Among Virginia colleges and universities, **Virginia**

Tech made the regional list. Visit www.arwu.org/rank2008/EN2008.htm for the complete list of rankings.

► COUNSELING & MENTAL HEALTH SERVICES

CrisisLink's nationally recognized Volunteer Hotline Listener training program will begin its Training Class on Saturday, October 18, 2008. The program, which includes 60 hours of training over 10 sessions, trains community members to be qualified Volunteer Hotline Listeners and empowers these volunteers to save lives and prevent tragedies through service on **CrisisLink's** crisis and suicide prevention Hotlines. Local residents age 21 or above, who are committed to saving lives and preventing tragedies, and seeking meaningful volunteer experiences, are encouraged to apply for a position as a Volunteer Hotline Listener. Applications should be submitted on www.crisislink.org.

The Board of Directors of **Vanguard Services Unlimited**, Arlington's non-profit provider of residential and outpatient substance abuse treatment services since 1962, presented its 2008 Kevin Appel Award to long-time board member **Robin Norman**, CFO of **Virginia Hospital Center**. The award is given annually in recognition of meritorious **Vanguard** board service and was presented at **Vanguard's** annual Recovery Celebration this past September 24th, held as part of National Alcohol and Drug Addiction Recovery Month.

► FINANCIAL & INVESTMENT SERVICES

Marc Eber was recently appointed Director of Marketing at **Smart Payment Solutions**. **Eber** will lead the company's marketing efforts including direct mail, online, advertising, events and customer lifecycle programs,

enhancing **Smart Payments Solutions'** ability to communicate with existing customers and connect with new clients. "In a challenging economy, businesses are especially sensitive to costs," said **Eber**. "Our foresight and careful planning in creating customized solutions can translate to significant cost and time savings for clients." Visit www.smartps.com to learn more.

► NON-PROFIT ORGANIZATIONS & FOUNDATIONS

Arlingtonians for a Clean Environment (ACE) invite the public to their 30th anniversary Hallowgreen celebration on October 23 at the **Hilton Arlington**. The "Hallowgreen" celebration will be an environmentally-themed Halloween extravaganza in celebration of **ACE's** thirty years of protecting Arlington's environment. **Phil Tabas**, General Counsel of the Nature Conservancy, will be the honorary chair for the event. The **Hilton Arlington** will be catering the event emphasizing local and organic produce. The celebration will be topped off with a Halloween costume contest, with optional construction from recyclable materials, and live music. Details and tickets are available at www.arlingtonenvironment.org.

Fourteen quilters traveled from Oregon to the **Women in Military Service for America Memorial** in Arlington on September 17 to unveil a quilt they stitched in honor of the 113 American servicewomen who have died while serving in Operations Iraqi and Enduring Freedom. Their "Fallen Military Women Quilt" traveled to the Memorial for a special unveiling tribute ceremony. It will hang at the Memorial indefinitely until the tribute can travel on a national journey to help raise appreciation for servicewomen who have made the ultimate sacrifice. The name of each fallen servicewoman is sewn into stripes that line a star-filled field of fabric. The quilters are able to bring this gift of love and honor to the Women's Memorial in person thanks to the support of their hometown, Moro,

Members in the News, *continued*
from page 7

Oregon, population 300. **The Women in Military Service for America Memorial** is the nation's only major memorial honoring all servicewomen, past, present and future. The Memorial is open to the public, 8 a.m.–7 p.m., daily. For more information, call 703-533-1155

► PET & ANIMAL SERVICES

The **Animal Welfare League of Arlington** received its 2nd “Four Star” rating from Charity Navigator, America’s premier charity evaluator, for sound fiscal management. “We are honored to receive this rating,” said **Kay Speerstra**, Executive Director. “It gives our donors assurance that their contributions are used in a responsible way to further our mission of promoting animal welfare.” Find out more at www.awla.org.

► RESTAURANTS & FOOD SERVICES

Sangam Restaurant is pleased to announce that they have now opened kiosks at **George Mason University** & **George Washington University** under the Sodexo, Inc. management. For more information call **Sangam Restaurant** at 703-524-2728.

HAPPY ANNIVERSARY!

The Chamber is pleased to recognize the great organizations that celebrated their membership anniversaries in September. We thank the following members for their continued support of the Arlington business community.

SEPTEMBER ANNIVERSARIES

Junior Achievement of the National Capital Area	5
Minuteman Press	5
Self Storage Zone	5
Dan Kain Trophies, Inc.	10
Stanley Adams	10
Washington Workplace	15



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Sample Training Topics

- The Role of a Board Member
- How to you find a Board that needs you?
- Policy Based Governance—what does this mean?
- Fundraising: Building Corporate Partnerships
- Fiduciary and Legal Responsibilities of Serving on a Board

The mission of Leadership Arlington is to enlighten, inspire and connect leaders to strengthen the Arlington community

For more information contact Betsy Frantz, President & CEO, at 703-528-2522 or bfrantz@leadershiparlington.org



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Apple Tree Technology Services offers Information Technology Services such as technical support, e-mail, and web hosting to small businesses.

FORT NETWORKS

Bilal Arshad, Chief Operations Officer
22636 Glenn Drive, Suite 203
Sterling, VA 20164
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NON-PROFIT ORGANIZATIONS & FOUNDATIONS

CRYSTAL CITY PENTAGON ROTARY CLUB

Peter Anderson, President
PO Box 15817
Arlington, VA 22215
Phone: 703-521-8215

SPONSOR: Kim Durand, ACPS

The **Crystal City Pentagon Rotary Club** is an organization of business and professional leaders that provides community and international humanitarian service and encourages high ethical standards in all vocations.

EDUCATIONAL THEATRE COMPANY

Stan Kang, Executive Director
1318 South Pollard Street
Arlington, VA 22204
Phone: 703-271-0222

SPONSOR: Brian Hefner, Staff

The **Educational Theatre Company (ETC)** is a group of professional theater artists who seek to change the world by helping to unlock the creative and collaborative potential of children by sharing with them our passion for theater arts.

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REAL ESTATE-RESIDENTIAL

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Vamoosse Bus—Direct non-stop, reliable, economical (\$28) first class bus service from Arlington and Bethesda to Penn Station, mid-town New York. Visit www.vamoossebus.com for schedule and reservations.

Find your Pot of Gold at October's BusinessAfterBusiness

Everyone needs a little luck of the Irish, and October's Business After Business at **Whitlow's on Wilson** is sure to keep luck on your side! We will have a great happy hour set-up, making networking a breeze in their Sand Bar. Whitlow's is always a great time. Meet key business contacts while having fun! Bring plenty of business cards!

Our monthly cash jackpot has grown to **\$2,900!** If you're a member, you don't want to miss your chance to win! You must be present to receive prizes, so register now.



Please register for this event before noon, on October 23. All registrations that occur after that time will not be considered "pre-registrations," and registrants will be charged accordingly. Thank you!

Whitlows
on Wilson BAR & GRILL

Whitlow's on Wilson
Thursday, October 23 • 5-7 p.m.
2854 Wilson Boulevard
Arlington, VA 22201

Chamber Website Yields Results!

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

Don't miss out! Please ensure that the Chamber has an accurate and current website address for your business, so searchers can visit your site.

Top 5 Keywords:

1. Lodging
2. Entertainment
3. Real Estate
4. Dining
5. Shopping

Top 5 Business Categories

1. Hotels & Motels
2. Non-profit Organizations & Foundations
3. Restaurants & Food Services
4. Real Estate – Developers and Management
5. Real Estate – Residential

www.arlingtonchamber.org



Register Today for the Chamber's Next

Nonprofit Forum

"Fundraising – It's Not Too Late for 2008!"



A Brown-Bag Luncheon Featuring
Marshall H. Ginn, CFRE,

Founder of Capital Development Strategies,
Chamber member and fundraising consultant with 20 years
of experience working with local, regional
and national organizations.

WHEN: Wednesday, October 22, 2008
11:30 a.m.–1 p.m.

WHERE: Walter Reed Community Center
2909 16th Street South, Arlington, VA 22204
(ample, free parking)

WHO SHOULD ATTEND: Nonprofit staff and volunteers,
development directors and other
professionals tasked with fundraising

WHAT YOU'LL LEARN: How to enhance your existing '08 fundraising
activities, implement new year-end development
tactics, and plan for 2009.

WHAT TO BRING: Pen and paper to take notes, and your lunch.
(Drinks and dessert provided by our sponsors.)

COST: FREE for Chamber members,
\$10 for non-members

To register, visit www.arlingtonchamber.org or call 703.525.2400.

MARYMOUNT UNIVERSITY

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Thank you to Chamber's Community Action Committee

AND

Thank you to **Easter Seals-Adult Day Services** for providing the location



SMART Start is a free Networking
Seminar and Information Session.

**Learn how to meet new clients or
future business associates.**

**Also, learn how to maximize your
investment
with the Chamber.**

Next SMART Start

Tuesday, October 7
at 7:45–9 a.m.

in the Chamber Board Room

Register online:

www.arlingtonchamber.org

For more information contact

Brian Hefner

at 703-525-2400 or

membership@arlingtonchamber.org

Thank you to our sponsors,
Bank of America Mortgage!

Bank of America 

Bank of Opportunity

SMART Start Tips:

- Introduce yourself with a 30 second commercial, use something to grab your audience's attention.
- Do not cram everything you offer into this commercial, pick your most important hook and use it the first time.
- Do not try to oversell when meeting someone for the first time. You want to leave a lasting first impression and not kill the relationship before it starts.
- Upon meeting someone a second time, add something new of interest to him or her.

Thanks go to...

- **Comfort Inn Arlington Boulevard/DC Gateway** for hosting August's Business After Business and for donating a weekend stay, including breakfast, as a door prize.
- the following for providing door prizes for the August Business After Business: **Bernie Cohen** of **Insurance Solutions, Ballyhoo!**, and **Arlington County Department of Environmental Services**.



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

Chamber Staff Phone Extensions

Rich Doud, Presidentx206
rdoud@arlingtonchamber.org

Tami Anderson, Accountantx205
tanderson@arlingtonchamber.org

Meghan Cahill,
Communicationsx203
mcahill@arlingtonchamber.org

Brian Hefner, Membershipx202
bhefner@arlingtonchamber.org

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

Kate Roche, Eventsx204
kroche@arlingtonchamber.org

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.