

Upcoming Events:

January Luncheon January 19
January Mixer January 26

Mark Your Calendar!

Awards Gala March 6

SPOTLIGHT

Newsletter of the Greater Falls
Church Chamber of Commerce

January 2010



The Chamber's 2010 Board of Directors

The Chamber unanimously elected officers and six new members to its 2010 Board of Directors.

2010 Officers are as follows:

- **Chairman** – Dr. Ralph Perrino, Northern Virginia Tutoring Service
- **Chair-Elect & Treasurer** – Michael Ankuma, Join Technology Solutions
- **Vice-Chair, Membership** – Dr. William V. Dougherty III, Dougherty DDS
- **Vice Chair, Fund Development** – Christopher Bergin, Tax Analysts
- **Vice Chair, Programs** – Karen Akers, Volunteer
- **Vice Chair, Legislation** – John Rodock, Ober|Kaler Attorneys
- **Secretary** – Marina Westbrook, Burke & Herbert Bank & Trust
- **Past Chairman** – Gary LaPorta

Joining the board this year are: (pictured left to right above)

- **Kenneth Burnett**, AXA Financial Advisors
- **Barbara Cram**, Greenscape
- **Greg Hasset**, Wells Fargo Financial Advisors
- **Mary Lynn Hickey**, Falls Church Housing Corporation
- **Lyly Hoang-Kuo**, Hoang's Grill and Sushi Bar
- **Joe Wetzel**, The Jefferson Group

Elected to continue service through 2010 were:

- **John Bowen** – Bookkeeping & Money Management
- **JD Leonard** – Apple Federal Credit Union
- **Marina Westbrook** – Burke & Herbert Bank & Trust
- **Matt Smith**, Smith-Gifford

Also continuing service on the Board are the following directors:

- **Nick Benton**, Falls Church News-Press
- **Dr. Barry Byer**, Virginia Hospital Center
- **Dr. Paul Cannon**, Falls Church Foot and Ankle Center
- **Adam Schulman**, Atlantic Realty Companies

2010 Sponsorships are now available! Contact the Chamber office for details.

Thank You 2009 Sponsors

PARTNERS



MEDIA PARTNER



SMITHGIFFORD
advertising and branding

GOLD

Diener & Associates, CPAs
Point of View Eyewear
Tax Analysts

SILVER

Burke & Herbert Bank & Trust
William V. Dougherty, III DDS
Falls Church Animal Hospital
Hekemian & Co.
Needham, Mitnick & Pollack, PLC
John Rodock, Esq, Ober|Kaler

BRONZE

Apple Federal Credit Union
Falls Church Housing Corporation
Northern Virginia Tutoring Service
Oshinsky Family Ltd. Partnerships
Pearson Square
PNC Bank

MESSAGE FROM THE CHAIRMAN

OFFICERS

Dr. Ralph Perrino

Chairman

Northern Va. Tutoring Service

Michael Ankuma

Chair Elect, Treasurer

Joint Technology Solutions

Dr. Vince Dougherty

Vice Chair, Membership

William V. Dougherty, III DDS

Karen Akers

Vice Chair, Programs

Christopher Bergin

Vice Chair, Fund Development

Tax Analysts

John Rodock

Vice Chair, Legislation

Ober Kaler Attorneys

Marina Westbrook

Secretary

Burke & Herbert Bank & Trust

Gary LaPorta

Past Chairman

DIRECTORS

Nick Benton

Falls Church News-Press

John Bowen

Bookkeeping & Money Management

Kenneth Burnett

AXA Advisors

Dr. Barry Byer

Virginia Hospital Center

Dr. Paul Cannon

Falls Church Foot & Ankle Center

Marybeth Connelly/Ron Peppe

Falls Church City Public Schools-BIE

Barbara Cram

Greenscape

Rick Goff/Becky Witsman

Falls Church City EDO

Greg Hassett

Wells Fargo Advisors

Sally Cole

Executive Director

Mary Lynn Hickey

Falls Church Housing Corporation

Lyly Hoang

Hoang's Grill & Sushi Bar

JD Leonard

Apple Federal Credit Union

Adam Schulman

Atlantic Realty Companies

Matt Smith

Smith Gifford

Joe Wetzel

Jefferson One



“We need to be players in the regional issues that each of us face daily.”

The strength of any organization lies in its ability to reach beyond its safe boundaries and comfort zone, see into the future, and embrace change. That has been my goal as your Chairman and it will continue to be my goal during 2010.

The nation is experiencing one of the most dramatic demographic shifts in its history. The Hispanic population has become the largest minority popu-

lation in the United States. Demographic projections point to a “majority minority” populace by 2050. Tangible evidence of this surrounds us every day. In my classes at NVCC, fully 75% or more of my students are foreign-born. George Mason University is now the most diverse university in America. Northern Virginia is changing in ways that will affect business that previous generations never experienced.

As business owners and as a Chamber of Commerce, we must embrace this trend if we are to con-

tinue being a viable force in the affairs of Northern Virginia. We need to be players in the regional issues that each of us face daily when we leave home to go to our jobs, shop, send our kids to school, or seek entertainment. Those issues include management of a healthy business environment, land use and development, transportation in its many forms, public safety, public education, and many other areas of public policy.

More than 450 square miles and over 1.5 million people surround the City

MESSAGE FROM THE STAFF

New Year's Resolution

The New Year always brings the desire to make positive changes in one's life – both personal and professional. Whether you are the resolution making kind or not, we would like to suggest one for you that will benefit you, your business, your fellow Chamber members, and the Chamber itself - **Resolve to do business exclusively with Chamber members!**

Need a personal or professional service? Contact a Chamber member! Need supplies for an event or promotion? Contact a Chamber member! Need advice or assistance? Contact a Chamber member! By directing your spending to your fellow Chamber members you are helping to build their business while also helping to strengthen the Chamber.

Not sure which businesses are members? Need a referral? Visit www.fallschurchchamber.org to check out our sponsors and access a full listing of members. It doesn't cost you anything to do business with your fellow members. In fact, it should prove to benefit you – through the Chamber discounts many members provide and because those you support will likely support you in return.

~Sally Cole

CHAMBER NEWS



Watch Night 2009

Big Night in the Little City

Barbara Cram did it again! Barb managed another wonderful Watch Night despite terrible weather. It is a HUGE endeavor - one that could not take place without the support of local businesses and volunteers.

Thank you to Barb and everyone who helped Falls Church usher in the New Year.

December Events

Chamber Luncheon

Dr. Ralph Perrino presented the Chamber's 2009 Annual Report, announced the Chamber's 2010 Board, and thanked the Chamber's 2009 Sponsors and departing Board Members.

View & purchase luncheon photos at: www.brendasphotos.com



Chamber Mixer

Sunrise of Falls Church hosted the Chamber's Annual Holiday Party. Attendees were treated to gourmet fare, entertainment from GMHS and impressive door prizes donated by Sunrise and Art & Frame of Falls Church



CHAMBER NEWS

2010 Board of Directors Cont.

And the following School and Economic Development Liaisons:

- **Marybeth Connelly/Ron Peppe**, Falls Church City Public Schools-BIE
- **Rick Goff/Becky Witsman**, Falls Church City Economic Development Office
- **Hunter Moore**, Arlington County Economic Development Authority

2009 Board Members Rotate Off of Board

Several important members of the community rotated off the Board due to term limits, time constraints, and other opportunities. The Chamber is hopeful that they will continue to be involved in other capacities and that they will consider Board service again in the future.

Garrett Rambler – As the creator/owner/operator of Vantage Fitness, Garrett served on the Board for the last three years. During that time, he provided valued advice and council to the Chamber, hosted Mixers, contributed time and memberships to the Gala served on behalf of the Chamber on the City's Arts District Task Force. Under his direction, Vantage Fitness was honored as Falls Church City Business of the Year.

Adam Roth – Adam Roth served on the Board since 2007 during which time he opened his second business in Falls Church. Adam is the co-owner/operator of Argia's restaurant and Red, White & Blue Wine and Gourmet Shop and also one of the co-founders of Taste of Falls Church and the City of Falls Church's Business Person of the Year Award.

Carol Jackson – Carol has been a long standing member of the Chamber and has served in the past as well as her most recent service from 2004 through 2009. As the Executive Director of the FC Housing Corporation, Carol has been an for workforce housing to enable employees of FC businesses to live close to where they work. She has been one of the most active Chamber leaders and thankfully will continue to serve the Chamber as a member of its Membership Committee.

Bob Young – Bob Young has served as a member and officer of the Chamber board for for 6 years during which time he has developed some of the most attractive and lucrative new projects in Falls Church such as Washington Market, The Read Building, and the Flower Building. He has been a strong proponent of workforce housing and education in our community. He has provided teacher and workforce housing in the Read Building and he was a founder and first President of the FC Education Foundation. Honored as the Pillar of the Community in 2005, Bob has been one of the Chamber's gretest supporters.

Steve Rogers – Steve Rogers has been on the Chamber Board since 2004 when he agreed to serve as Chairman. Until recently he has been the owner/operator of Falls Church Animal Hospital and he is currently serving as the President of the Falls Church Housing Corporation. He is a tremendous advocate for workforce housing and, as the City's former Vice Mayor, has played a tremendous role in strengthening the relationship between the City and the Chamber.

A photo of Carol, Bob and Steve with Chamber Chairman Ralph Perrino is on page 3.

In Remembrance

Blackwell Hawthorne – 1922 – 2010

Blackwell "Blackie" Hawthorne passed away on Friday, January 16th at his home in Arlington. Blackie, who started work with the Falls Church News-Press when he was 79, died the eve before his 88th birthday. Known locally as everyone's favorite ad man, Blackie was an institution in the greater Falls Church area. He is survived by his wife Elizabeth (Betsy) and four daughters. He will be missed.



MEMBER NEWS

In The News

Solano Spine & Sport

Dr. Raymond Solano was just named a Top Sports Medicine Expert by *Washington Magazine*. The story is in the January issue.

For information about Dr. Solano's practice visit www.solanospine.com



Another Perfect Storm

Does being a member of the GREATER FALLS CHURCH CHAMBER pay off? I received (2) job offers and was asked to run for city council at last months Networking Luncheon at the Italian Cafe. You be the judge!

~Garrett Rambler



Member Profile

Needham Mitnick & Pollack

Sheri R. Abrams recently joined NMP as Of Counsel.

Sheri is "AV-Rated" by the Martindale-Hubbell Law Directory, and is active in many different professional organizations including the Virginia State Bar, District of Columbia Bar, American Bar Association, Academy of Special Needs Planners and the National Organization of Social Security Claimant's Representatives (NOSSCR). She is a volunteer Attorney for "Trial Lawyers Care" an organization that provides free legal help to those impacted by the 9/11 tragedy and for the Virginia Bar Association's Disaster Legal Assistance Program.

She was graduated Cum Laude from Boston University's School of Management with a Bachelor of Science degree in Business Administration and earned her Juris Doctor from George Washington University. She is admitted to all local courts, including the United States Supreme Court. She can be reached at srabrams@nmpattorneys.com or sheri@sheriabrams.com.



Under the direction of Dr. Ralph Perrino, the Chamber is working with the school-business partnership programs in the area to make it easier for Chamber members to volunteer in the schools. Each jurisdiction has a variety of opportunities available. For more information, contact one of the coordinators below:

Falls Church City - Marybeth Connelly - 703-248-5691
connelym@fccps.org

Fairfax County- Shelley Prince - 571-423-1223
Shelley.Prince@fcps.edu

Arlington County - Kim Durand - 703-228-6003 or
kdurand@arlington.k12.va.us

SPOTLIGHT New Members

Johnson & Associates CPA's PC

(CPA Firm)
306 Grove Avenue
Falls Church, VA 22046
703-538-2394
www.ecjcpapc.com

LifeMatters

(Home Healthcare Agency)
609 Park Avenue
Falls Church, VA 22046
571-282-2600
www.lifemattersusa.com

Rocco Russo

Edward Jones Investments

(Financial Planning)
4717 S. 31st St. Suite C1
Arlington, VA 22206
(202) 321-5579
www.edwardjones.com

UPCOMING EVENTS

January Chamber Luncheon

Have you read about The Little City? It is the result of a branding exercise by SmithGifford which involved extensive research and interviews with residents and businesses both in and outside of Falls Church City's 2.2 square miles. Matt Smith will review the process and discuss the benefits of this new tag line at the Chamber's January 19th Luncheon. It will take place Tuesday, January 19 from 11:30 to 1:15 at the Italian Café, 7161 Lee Highway. Tickets are \$27 for members, \$32 for nonmembers. An additional \$5 is charged for walk-ins. RSVP to 703-532-1050 or info@fallschurchchamber.org.

January Mixer

The Chamber's January Mixer will be hosted by Art and Frame of Falls Church on Tuesday, January 26th from 5:30-7pm. The event will be a celebration of the 100th FIRSTFriday of Falls Church taking place in February. Refreshments, including a cake by Kendall will be provided at this free event. Additional details will be provided in the Chamber's email announcements "News from the Chamber". Art and Frame of Falls Church, located at 111 Park Avenue. For information call 703-534-4202 or visit www.artandframeoffallschurch.com.

Remember to visit our website for how you can earn Chamber Bucks!

CHAIRMAN'S MESSAGE, cont.

of Falls Church. In order for it, or any city, to remain viable, it must look beyond its borders. This requires the Greater Falls Church Chamber of Commerce to engage the areas contiguous to us.

To achieve this goal, and with full Board approval, I have promoted several initiatives. First, I have worked with Arlington Board Member Chris Zimmerman and Fairfax County Board Member Linda Smyth to assign representatives of their respective Economic Development offices to serve as liaisons on our Cham-

ber Board. That effort has been successful and we now have representation on our Board of Directors for the first time from both jurisdictions.

I have also worked to forge an alliance with three local Chambers of Commerce, including the Northern Virginia Black Chamber of Commerce, Vietnamese American Chamber of Commerce, and the Mid-Atlantic Hispanic Chamber of Commerce. Each has agreed to a shared membership program with our Chamber and to participate in shared events throughout

the year.

As we enter the second decade of the century, the Greater Falls Church Chamber of Commerce must position itself as the Chamber with a vision of the future. Anything less will leave the organization in the position of reacting to regional events and circumstances – a position that any forward-thinking organization should reject.

Dr. Ralph G. Perrino,
Chairman

SPECIAL THANKS TO:

- **Brenda Schrier** for photographing our luncheons. View the photos at: www.brendasphotos.com
- **Carol Beales of Galleria Florist** for providing flowers for our luncheons.



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