

Upcoming Chamber Events:

Networking Luncheon	Nov. 15
Networking Mixer	Nov. 22

SPOTLIGHT

Newsletter of the Greater Falls
Church Chamber of Commerce

September/October 2011



Mini-Golf Family Fun Night - A Great Community Event!

Sponsored by:



This year's Mini-Golf Family Fun Night Presented by Dominion Hospital was delicious, great fun and a terrific success! More than 150 people enjoyed:

- Chicken & pork barbeque, veggie rolls, macaroni & cheese, potato salad, baked beans and coleslaw from **Red Hot & Blue**;
- Vanilla, chocolate swirl and strawberry ice cream from **Mike's Deli @ Lazy Sundae**;
- Arts and crafts lead by **Creative Cauldron's** Laura Hull and Eileen Levy;
- A Fire Truck and Falls Church Volunteer Firemen **Kevin Henry, Rob McCarry** and **Clay Hamric**;
- A moon-bounce; and last but hardly least;
- Unlimited miniature golf thanks to our hole sponsors (see below).

The record attendance was largely due to the promotional support received by **Pearson Square, Vantage Fitness** and other businesses that posted flyers and to businesses like **Falls Church Florists** which took advantage of the low \$10 ticket price to make it a staff and family after-work bonding event!

Thank you to everyone who made this event possible including Tom Clinton, Jeffrey Garafalo, Mary Lynn Hickey, Julie Stirling, Bob Bakley, and Andrea's mom and son!

Hole Sponsors

Atlantic Realty Companies, Don Beyer Kia, Dougherty DDS, Economy Party Supply and Costumes, The Eden Center, Falls Church News-Press, Jhoon Rhee Smart-Play, Hilton Garden Inn Falls Church, Little River Yoga, Korte Realty, Tax Analysts, Tori McKinney (Your Green Realtor Offering Rock Star Service), The Young Group/Jefferson One, Virginia Commerce Bank, and Upton Hill Regional Park

2011 Sponsors

PARTNERS



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SILVER

Akridge Real Estate Services
John Rodock, Esq, Ober|Kaler
Original Pancake House
William V. Dougherty, III DDS

BRONZE

Apple Federal Credit Union
Falls Church Housing Corporation
Oshinsky Family Limited Partnership
Pearson Square

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www.fallschurchchamber.org

CHAMBER NEWS

2011 Board of Directors

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Erik Pelton

Erik Pelton & Associates

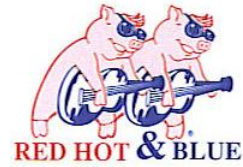
Treana Rinaldi

Korte Realty

Adam Schulman

Atlantic Realty

Mini-Golf, Continued from page 1



CHAMBER NEWS

Exciting New Website Benefits!

The Chamber is pleased to announce new, improved web based benefits for our members through our partnership with ChamberMaster! Watch for an email from us containing your member login info. and password which will give you access to your Member Portal where you can update your web page information and use the following features:

Online Business Directory Listing

Each chamber member receives a listing in the Chamber's online business directory. Visitors to the site find your listing by searching by category or keyword, or viewing an alphabetical listing. With your member log-in password, you can edit this information yourself and add your company's logo to the search results listings.

Member Web Page

Included with your business directory listing is a member information web page for each member. Your new member login allows you to edit this web page to promote your business and provide important information – like a short business description, driving directions, business hours and a link to your business's own website.

Post Job Openings

You can post job openings on your Chamber's website and maintain the postings yourself, using your unique "Members Only" login. Postings run on a weekly basis.

Post Hot Deals

Advertise specials or offer coupons on the website's Hot Deals page. Your unique "Members Only" login lets you enter the title, description, category, and date range for the special to run. The Hot Deal can include a link to your website.

Visitors to the Chamber's website can subscribe to receive the Hot Deals e-newsletter and will be alerted by e-mail when new Hot Deals are added.

Advertise Business Events on the Community Calendar

Post your Customer Appreciation, Grand Opening, or other event on the Chamber's community calendar. Simply login using your "Members Only" access and submit your event for chamber approval.

Your Chamber's ChamberMaster application also includes an events management module that makes it even easier to participate in Chamber events. **Now, you can register for events online.** You can also opt to be reminded of events, or sign up for automatic e-mail notification when events are added.

All of this is free with your Chamber membership! You will receive more information shortly via email.

Enhanced Web Page Listings with Priority Placement

Add these features to enhance your message and receive priority placement!

- Your business name will be displayed above any non-enhanced members in the search results
- 1500 Enhanced character description
- 200 character description will be added to your search results page under your name & address.
- Map link (Google, Map Quest or upload your own PDF map)
- Photos (up to 8) and a Video
- Logo on Member Page
- Bullet point listing (up to 5)
- Additional Key Words search terms



CHAMBER NEWS & EVENTS

September Networking Luncheon

Featuring Congressman Gerry Connolly

Congressman Connolly presented to the Chamber and the Greater Merrifield Business Association during the September Luncheon. The Congressman updated the group on various pieces of legislation effecting Northern Virginia and the small business community.



September Networking Mixer

Hosted by The Eden Center and Viet Taste Restaurant

Chamber members showed their support of the Eden Center by enjoying happy hour, and in some cases dinner, at Viet Taste on Tuesday, September 20th. If you haven't tried Viet Taste (a member of the Chamber) or been to The Eden Center (a Partner of the Chamber) lately, you must! The food and drinks at Viet Taste were delicious (and their menu includes English) and the center offers an amazing array of fine retailers.



Viet Taste



CHAMBER NEWS & EVENTS

October Networking Luncheon

Featuring Congressman Jim Moran



Congressman Moran spoke to Chamber members about his efforts on the Hill and his frustrations with partisan politics. He then asked attendees for their suggestions and advice about how to overcome the hurdles before Congress and showed his support of the community by promising to wear a Shop Local Falls Church T-shirt!



October Networking Mixer

Decorate A Vet Fundraiser at Clare and Don's Beach Shack

The Chamber asked members to attend a fundraiser held by Clare & Don's Beach Shack to benefit Decorate A Vet, a nonprofit dedicated to beautifying and decorating the homes of veterans in need for the holidays. Attendees were asked to donate outdoor decorations or cash while Clare & Don's donated a portion of proceeds and held a raffle and silent auction for a beach comber bicycle, a fire pit, restaurant gift certificates and more.



Founders Steve Sisler and Jeff Jones along with supporter Elijah Pelton →



CHAMBER NEWS

FIRSTfriday of Falls Church



September



October



FIRSTfriday events take place the first Friday of each month at a number of local businesses including **Art and Frame of Falls Church, Clay Café Studios, Creative Cauldron, Curves, Fall Properties, Ireland's Four Provinces, Red White & Bleu, Sacred Well Yoga, and Stifel & Capra**. Dining specials are also offered at **Clare & Don's Beach Shack, Ireland's Four Provinces, and Mad Fox Brewing Company** while some participants also offer discounts. Shown here are photos from Art and Frame's September and October events, which included ArtA-Lot (outdoor activities which take place April through October). For a schedule of events visit www.firstfridayoffallschurch.com.

Young Professionals Group

The Chamber's Linx Young Professionals Networking Group gathered at Red White & Bleu August 10th for beer, wine and cheese tasting, and at Pizzeria Orso September 13 for Happy Hour. The group, headed by Chris Bertrand (Diener & Associates), is hosting networking events, open to business people of all ages, on the 2nd Tuesday of each month. For more information visit www.linxfcc.org.



MEMBER NEWS

PRS Exec. Wins EXCEL Award

Congratulations to PRS President and Chief Executive Officer, Wendy Gradison, who was named a winner of the 7th Annual Gelman, Rosenberg & Freedman EXCEL Award. Wendy and two other nonprofit leaders received the honor at the Center for Nonprofit Advancement's Annual Celebration breakfast.



Inc. Magazine Recognizes 2 Members

Two Chamber member businesses made it into *inc.* magazine's **2011 Inc. 500/5000**, a ranking of the fastest-growing private companies in the country. Companies are listed according to percentage revenue growth when comparing 2007 to 2010. To qualify, companies must be U.S.-based, privately held, for profit, and independent. Congratulations to **Polu Kai Services** (government services) which ranked 156 and **Elicere** (IT Services) which came in at 707. For more information on the rankings visit www.inc.com/500.



POLU KAI SERVICES

VCB School Partnership

Virginia Commerce Bank has partnered with Lemon Road Elementary School as part of its VCB Bankers & Educators Enriching Students (BEES) school partnership program. The initiatives include a student run bank, that will be operated by fourth, fifth and sixth graders, special rates on Savings accounts, prizes and more. In addition to the school banking program, 12 VCB employees will participate in a mentoring program with students once a week. For more information visit VCBonline.com.



VIRGINIA COMMERCE BANK

FC Veteran's Council Awards

The **Greater Falls Church Veterans Council** held a picnic and its first annual awards ceremony in Cherry Hill Park. Pictured here are **Tony Scerbo** who received the "Lifetime Achievement Award", **Harry Shovlin** who received the "Veteran of the Year Award" and the Chamber's own **Sally Cole**, who received the "Veterans' Best Friend Award" for support provided in her role as ED of the Falls Church Chamber of Commerce.



SPOTLIGHT New Members

Famous Dave's Bar-b-que

(Restaurant)
370 W. Broad St.
Falls Church, VA 22046
703-533-3418
www.famousdaves.com

Northern Virginia Senior Alliance

(Association of providers for senior citizens)
c/o Home Instead Senior Care
103 W. Broad St. Suite 602
Falls Church, VA 22046
703-623-5666
www.novasralliance.com

NOVA Firearms

(Firearms)
412 W. Broad St
Falls Church, VA 22046
703-622-0747
www.novafirearms.com

Servpro of Annandale/FC

(fire & water cleanup)
6726 Fleet Drive
Alexandria, VA 22310
703-237-8800
www.servproannandalefallschurch.com

MEMBER NEWS

2 Members in Washingtonian's Cheap Eats

Two Chamber member restaurants were featured in *Washingtonian* magazine's Cheap Eats issue out on news stands now. **Pizzeria Orso** and **Viet Taste** were all included in the magazine's top 100 favorite places to eat for \$25 or less. The full listing is available at www.washingtonian.com.

Viet Taste



Vantage Fitness Trainer Honored

Vantage Fitness Personal Trainer **Bobby Burris** was named Over 40 Body Builder of the Week by BodyBuilding.com, a website dedicated to body building information, motivation and supplementation. Vantage Fitness is located at 402 W. Broad Street. For information about personal training with the 42 year old Burris or other Vantage Fitness trainers, contact **Barbara Gallagher Benson** at 703-241-0565 or visit www.vantage-fitness.com.



Family Medicine Provides Prizes for Ed. Foundation Run

Family Medicine of Falls Church provided age and team prizes for the **Falls Church Education Foundation's** 2011 5K race and 1 mile fun run which took place Sunday, September 18. The event attracted more than 400 registrants with proceeds benefiting the Foundation. Following the race, participants were treated to a post-race family block party with school mascots, face painting and a dunk tank. For more information about the Foundation or its race results visit www.fcedf.org.



NOVA Firearms New Location

NOVA FIREARMS **NOVA Firearms** has moved its operation to 412 W. Broad Street, Suite 2 which is above Bedo's Leatherworks. They are a Federal Firearms Licensed dealer providing discounted pricing on handguns, hunting and competition rifles, assault pistols, assault rifles, shotguns and accessories. NOVA Firearms also provides free manuals, instruction and special discounts for law enforcement, military and government agency personnel. For more information visit www.novafirearms.com.

The Little City Logo at Trademark Expo

The City of Falls Church and its slogan – **The Little City®** - was selected as an exhibitor at the 2011 **National Trademark Expo** with assistance from trademark attorney Erik Pelton. The Expo took place at the US Patent and Trademark Office headquarters in Alexandria on October 14 and 15. The free family-friendly event designed to educate the public about the value of trademarks in the global marketplace. Falls Church was the only participating local jurisdiction. More information is available at www.uspto.gov/tmexpo.



MEMBER NEWS

Taste of Falls Church

Twelve Chamber member restaurants participated in the **2011 Fall Festival and Taste of Falls Church** which was held Saturday, September 17. Tastings were available from **Anthony's Restaurant, Applebee's, Clare & Don's Beach Shack, Dogwood Tavern, Famous Dave's Legendary Bar-B-que, Flippin' Pizza, Hoang's Grill & Sushi Bar, Ireland's Four Provinces, Mike's Deli@Lazy Sundae, Mad Fox Brewing Company, Nourish Market, and Original Pancake House**. Additional support was provided by **Fall Properties, Foxcraft Design Group, and Tori McKinney (Your Green Realtor Offering Rock Star Service)**.



MEMBER NEWS

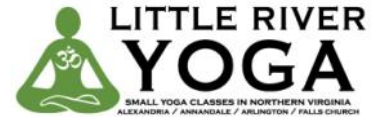
Mad Fox Wins Gold and Bronze Medals

Falls Church's **Mad Fox Brewing Company** won two major awards at the recent Great American Beer Festival in Denver. Mad Fox won the gold medal for their Kölsch Kellerbier and a bronze medal for their English Summer Ale. This brings the number of awards won by Mad Fox chief executive officer and executive brewer **Bill Madden** at this, and the Chicago Real Ale Festival, to eight over the past 17 years. Mad Fox is located at 444 West Broad Street. For additional information contact Mad Fox at 703-942-6840 or visit www.madfoxbrewing.com.



Little River Yoga Opens New Studio

Little River Yoga has opened a North Studio in Arlington at 6025 Wilson Boulevard. The studio offers small classes in Ashtanga, Chair, Jivamukti, Iyengar, Restoratives, Rocket, and Vinyasa Yogas as well as in beginners and Cancer patients and survivors. Little River Yoga's South location is in Alexandria. For more information visit www.littleriveryoga.com.



Cake By Kendall Featured in Washingtonian

A Scrabble themed cake by Falls Church's **Kendall Barrett** of **Kendall's Cakes** was featured in Washingtonian magazine's bridal party blog. For more information about Kendall's Cakes visit www.kendallscakes.com. To see a photo of the Scrabble cake and hear the story behind it, visit <http://www.washingtonian.com/blogarticles/weddings/bridalparty/21047.html>



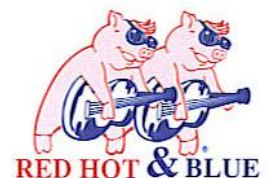
Pizzeria Orso Now Offers Take-Out

Pizzeria Orso, located at 400 S. Maple in Falls Church, is now accepting reservations and call-ahead orders for take out. Reservations can be made online at www.pizzeriaorso.com or over the phone at 703-226-3460. Call-ahead customers can take advantage of new dedicated curbside parking and to-the-car delivery. Known for its Neapolitan style pizza, the award winning sister restaurant to 2941 also serves a variety of salads, appetizers, sandwiches and pastas. The full menu and information about special offers for children and the new \$10 lunch menu are available on the website.



Red Hot & Blue's New \$5 Meal Deals

Red Hot & Blue in Falls Church is offering new \$5 meal deals Mondays through Wednesdays each week. The special applies to burgers on Mondays, pork on Tuesdays, and wings on Wednesdays. The Falls Church location, which is also the Arlington founded chain's catering hub, is located at 169 Hillwood Avenue. For more information visit www.redhotandblue.com.



MEMBER NEWS

Small Business Saturday Promotes Shopping Local

American Express's 2nd annual **Small Business Saturday** will take place Saturday, November 26. Sandwiched between Black Friday and Cyber Monday, the day is dedicated to supporting small businesses on the busiest shopping weekend of the year. For access to tools and tips to help small businesses take advantage of this, visit www.smallbusinesssaturday.org or see its Facebook pages. For information about the benefits of shopping with local businesses, visit www.ShopLocalFC.com.



Open Kitchen Now Serving Brunch

Open Kitchen is now open for brunch from 11:00am to 8pm on Sundays.

The menu features seasonally-inspired and fresh ingredients in its soups, salads, and brunch entrees including cage free organic eggs, salmon, along with vegetarian and gluten free options. Open Kitchen, the Bistro, Catering, Cooking Class and Chef Time Share Kitchen facility, is located at 7115 Leesburg Pike. For more information on brunch or a cooking classes visit www.openkitchen-dcmetro.com.



Northern Virginia Senior Alliance's New Members

The **Northern Virginia Senior Alliance** has announced that **Ana Anzola** from Ascent Audiology & Hearing, **Rick Peterson** of Grace in Motion, and **Rick Gow** of Lara, Shull & May Wealth Management have joined the group that specializes in providing professional services for seniors and their families. For more information visit www.novasalliance.com or call 877-623-5666.



Sunrise Has New Leadership

Gary Hughes has returned to the Falls Church Sunrise location as its Executive Director. Hughes worked for the local senior living facility as its Community Relations Director several years ago during which time he also served on the Chamber's Board of Directors and on the Board of the Business in Education Partnership Program. Welcome back Gary! And welcome to **Christine Ballance**, Sunrise of Falls Church's new Community Relations Director.



UPCOMING EVENTS

November Events

Networking Luncheon



A Trolley Car Through Falls Church? Learn about plans in Arlington from the Counties' Transportation Bureau Chief Steven Del Giudice and what Falls Church is doing to potentially take advantage of their efforts from Vice Mayor David Snyder and former Council Member Dan Maller. This event is co-sponsored by the League of Women Voters.

Tuesday November 15 from 11:30- 1:15 at The Italian Cafe (7161 Lee Hwy. FC). Cost is \$27 for members, \$32 for non-members. **RSVP** through the chamber's website.



Networking Mixer

Prepare to breath! The November Networking Mixer is being hosted by Little River Yoga on Tuesday, November 28 from 5:30 to 7pm at its new studio at 6025 Wilson Boulevard. Join the Chamber and owner/operator Stair Calhoun (pictured here) for refreshments and the chance to try out some yoga moves!

SPECIAL THANKS TO:

- **Brenda Schrier** for photographing our Gala and luncheons.



View the photos at:

www.brendasphotos.com



- **Carol Beales of Galleria Florist** for providing flowers for our luncheons.

Thank You Veterans!

The Chamber would like to thank all of our veterans for their dedication and service to our country. Below are just a few of our member's making an extra effort to say thank you on Veterans' Day, Friday, November 11th.

Applebees is offering Veterans a free meal! Drop by 127 E. Broad Street but be sure to arrive early as they expect quite a crowd!

Quick Copy is encouraging Veterans to drop by the copy service center so they can say thank you in person and give them a free gift. 417 W. Broad Street.



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