

## News and Information For and About Members of the Region's Chamber

### JANUARY

From the Chairman  
 . . Promoting and  
 Improving Business  
 -Page 3

Meet the Executive  
 Committee  
 -Pages 4-5

What Businesses  
 Want: 2008  
 Charette  
 -Page 6

Partnership on the Go,  
 Doing Business  
 Together  
 -Page 10

*The Region's  
 Chamber:  
 Presenting  
 Business  
 Opportunity*

*The Prince  
 William  
 Regional  
 Chamber of  
 Commerce  
 works to  
 promote and  
 improve  
 business  
 through  
 initiatives  
 that stimulate  
 economic  
 growth, effect  
 public policy  
 and enhance  
 the region's  
 quality of life.*



Immediate Past Chairman Rebecca Barnes presents gifts collected through the Prince William Regional Chamber of Commerce "Presents for Prince William" drive to Mary Foley of the Voluntary Action Center; the group overseeing this year's "Un-Trim-A-Tree" program, which provides holiday presents to area children in need.

### PROMOTING BUSINESS GROWTH

- Held Annual Charette, bringing together members in 11 Business Councils to discuss how the Region's Chamber could help meet the challenges facing their respective industries.

- Hosted "Maximizing Your Business Credit" Hot Topic, where John Yaremchuk, Executive Vice President and Market Manager of Access National Bank shed light on the criteria that banks use to determine credit worthiness.

### SHAPING PUBLIC POLICY

- Held Legislative Kick-Of-Breakfast, connecting

Chamber members with their state representatives.

- Featured Corey Stewart, Chairman of the Prince William Board of County Supervisors, at the "State of the County" luncheon, keeping business leaders in the know about local issues.

### ENHANCING THE REGION'S QUALITY OF LIFE

- Held Community Development Committee meeting to plan 2008 Quality of Life Chamber initiatives, connecting businesses with the community.

- Highlighted activities of local not-for-profits through the "Not-for-Profit Showcase" feature (see page 11).



The Legislative Kick-Off connected Chamber members with their state representatives, to learn about the issues that will be dealt with in the 2008 legislative session. Legislators were seated in the crowd, among their constituents. Here, Senator Charles Colgan answers audience questions.



Each year, the Prince William Regional Chamber of Commerce Not-for-Profit Community Outreach Awards recognizes those businesses who demonstrate a commitment to supporting the community organizations that contribute to our economy and quality of life. Pictured, Betty Dean of Didlake presents the Business Partner of the Year Award to Kathy Strauss of ImageWerks. Also on hand to present the award are Gillian Kane-Mobley of SciencePort, Northern Virginia's Science Center and Charlyn Hasson-Brown of Commonwealth Preventive Medicine Institute.

## WELCOME DECEMBER 2007 NEW MEMBERS!

### Artisan Laser Hair Removal

Marian Leannarda, Owner  
12713 Galveston Court  
Manassas, VA 20112  
703-878-4848

[info@artisanlaser.com](mailto:info@artisanlaser.com)  
[www.artisanlaser.com](http://www.artisanlaser.com)

### Laser Hair Removal

We offer professional skin services including tattoo and laser hair removal, microdermabrasion and other services.

Sponsor: Clarence Adams  
Capitol Credit Group

### Con-Serv Industries, Inc. (CSI)

Guy Huttlin, Sales Manager  
Paul Williamson, General Manager  
45945 Center Oak Plaza, Suite 100  
Sterling, VA 20166  
703-444-3181

Fax: 703-444-9466

[guy.huttlin@csidisposal.com](mailto:guy.huttlin@csidisposal.com)  
[www.csidisposal.com](http://www.csidisposal.com)

### Trash Disposal/Recycling

We are a privately owned and operated company providing waste removal and recycling services to commercial, industrial and residential customers throughout Northern Virginia.

### Countrywide Bank

Michael Devlin, Certified Mortgage Planning Specialist  
Melissa Hoover, Sales Manager  
12701 Fair Lakes Circle  
Fairfax, VA 22033  
703-407-2385

Fax: 703-997-1444

[michael\\_devlin@countrywide.com](mailto:michael_devlin@countrywide.com)

### Home Improvement

[www.devlinmortgage.com](http://www.devlinmortgage.com)

### Mortgage Loans & Bankers

We help homebuyers make informed decisions about the choice of home financing that is best for them, and are a one-stop resource for home loans and financing.

### Envirotext LLC

Daniel Freeman, President  
6799 Kennedy Road, Unit E  
Warrenton, VA 20187  
540-351-0678

Fax: 540-351-0054

[envirotext@comcast.net](mailto:envirotext@comcast.net)

[www.envirotextllc.com](http://www.envirotextllc.com)

### Environmental Services

We are experts in inspecting for and removal of asbestos, lead paint, toxic mold, selective demolition and HazMat.

### The Extra Mile

JoDee Watkins, Account Executive  
Roxanne Ahern, Customer Service Representative  
P. O. Box 4433  
Woodbridge, VA 22194  
703-497-3438

Fax: 703-497-2751

[jwatkins@theextramiletps.com](mailto:jwatkins@theextramiletps.com)  
[www.theextramile.com](http://www.theextramile.com)

### Moving & Storage

We provide third party services to individuals and companies that need disassembly/reassembly of furniture, playgrounds, gym equipment, pool tables and other various items for transport.

Sponsor: JoDee Watkins  
Executive Moving Systems, Inc.

### Home-Town Greetings, LLC

Judy Keatley, President  
Karen Martin, President  
8803 Sudley Road, Suite 202  
Manassas, VA 20110  
703-635-3030

Fax: 703-635-3027

[judy@home-towngreetings.com](mailto:judy@home-towngreetings.com)

[www.home-towngreetings.com](http://www.home-towngreetings.com)

### Advertising Greeting Service

We provide local businesses with effective word-of-mouth advertising.

Sponsors: Clarence Adams  
Capitol Credit Group  
Rebecca Barnes  
Bargain Boxes Moving & Storage

### House Beautiful of Virginia, Inc.

Mike Moss, Owner  
6257 Oakland Drive  
Dale City, VA 22193  
703-730-8495

Fax: 703-730-8495

[housebeautifulva@verizon.net](mailto:housebeautifulva@verizon.net)

[www.housebeautifulva.net](http://www.housebeautifulva.net)

### Home Improvement

We offer custom interior/ exterior painting, wall paper installation/removal, expert drywall repair, carpentry, wood replacement, special faux finishes, textured ceilings and walls and more.

Sponsor: Clarence Adams  
Capitol Credit Group  
Bonnie Andresakes  
Belvoir Federal Credit Union  
Rebecca Barnes  
Bargain Boxes Moving & Storage

### Kings Flooring

David King, President  
Denise King, Vice President  
7206 South Hill Drive  
Manassas, VA 20109  
703-330-0002

Fax: 703-257-9221

[kingfloors@aol.com](mailto:kingfloors@aol.com)

[www.kingsfloors.com](http://www.kingsfloors.com)

### Flooring

We offer flooring replacement.

See Members Page 12

*Business Link* is a monthly membership communication publication of the Prince William Regional Chamber of Commerce

### Editor

Emily Guerrero  
Design

Susan L. Neer  
Potomac News

Special Features Editor  
Advertising and Printing  
The Potomac News

### CHAMBER STAFF

Laurie C. Wieder

President

Lynn Andresen

Operations Director

Dawn DePersia

Financial Administrator

Emily Guerrero

Communications Manager

Stephanie Keyes

Membership Development

Manager

Suzanne Lewis

Business Growth Manager

Diana Tringali

Program & Events Manager

Trentwell 'Pete' White

Business Growth Manager

■ Please submit press releases and other items for consideration to the Chamber office by the first Friday of the month prior to the next publication month.

■ The Editor and the President maintain the right to edit (or request revisions) in all editorial content submitted.

■ Contact the Potomac News Advertising Staff at 703-878-8009 regarding advertising rates and deadlines.

■ Members may insert fliers and circulars into the Potomac News (call 703-878-8009) and may also insert fliers into the Chamber Pak (call the Chamber office for details). Thank you for supporting the *Business Link*.

## Prince William Regional Chamber of Commerce

### Vision

To be the leading advocate for business in the Prince William region.

### Mission

To promote and improve business through initiatives that stimulate economic growth, effect public policy and enhance the region's quality of life.

### Membership Code of Ethics

The Region's Chamber, its members and employees agree to represent themselves and conduct business in an ethical manner.

Prince William Regional Chamber of Commerce Board of Directors 2008

### CHAIRMAN OF THE BOARD

Jo Ann Bell

Virginia Commerce Bank

### CHAIRMAN-ELECT

Jim DiModica

APT Impact, Inc.

### IMMEDIATE PAST CHAIRMAN

Rebecca Barnes

Bargain Boxes Moving & Storage

### PRESIDENT

Laurie C. Wieder

Prince William Regional Chamber of Commerce

### SECRETARY

Deborah Tompkins

Johnson

Dominion Virginia Power

### TREASURER

Ceda Putiyon

CAP Accounting LLC

### VICE CHAIRMEN BUSINESS GROWTH & DEVELOPMENT

Miles Friedman

Miles Friedman & Partners

### EDUCATION, WORKFORCE & COMMUNITY DEVELOPMENT

Donna L. Snellings

NOVEC

### MEMBERSHIP

Rob Tolson

Prince Wood Insurance

### PROGRAMS & EVENTS

Jacqueline R.C. Connor

Belvoir Federal Credit Union

### PUBLIC POLICY

Todd House

Micron Technology, Inc.

### STRATEGIC & BUSINESS PLANNING

Huey Battle

Washington Gas

### DIRECTORS

Bryanna Altman

The Computer Doctor

Desi Arnaiz

Virginia Systems, Inc. (VASI)

Lucy S. Beauchamp  
SciencePort, Northern Virginia's Science Center

Roy O. Beckner  
S.W. Rodgers Company, Inc.

Julian Bermudez  
Julian Bermudez, Management Consultant

Carlos Castro  
Todos Super Market

Steve Clark  
Old Hickory Golf Club

Colonel Charles Dallachie  
Quantico Marine Corps Base

Pete Dolan, Esq.  
Walsh, Colucci, Lubeley, Emrich & Walsh, PC

John Frisch, CPA, CFP  
Millennium Capital Management Corp.

Mark Granville-Smith  
Classic Concept Builders, Inc.

Robert Grasso  
Logis-Tech, Inc.

John Gray  
John S. Gray, CPA, PC

Todd W. Hewitt  
Cardinal Bank

Dr. Sam Hill  
Northern Virginia Community College

Tim Jackson  
MDA Technologies

Carol A. Kalbfleisch  
A Floral Affair By The Tudor Rose

Gillian Kane-Mobley  
SciencePort, Northern Virginia's Science Center

Jo-Ellen LaRoe  
Commerce Bank

Clara Marshall  
Radio Fiesta 1480 AM

Paula Maxey  
MDA Technologies

Martin Nohe  
Appliance Connection

Sharon Pandak, Esq.  
Greehan, Taves, Pandak & Stoner, PLLC

Maria Paslick  
SAI Engineering, Inc.

Bruce Potter  
Potomac News

Patricia Redding  
R.W. Murray Co.

Keith Segerson  
George Mason University

Dr. Scott Stachelek  
Core Chiropractic

Dr. Steven L. Walts  
Prince William County Public Schools

John Walvius  
Norman Realty, Inc.

Katherine M. Waters, Esq.  
Compton & Duling, LC

Karen Wayne  
American Red Cross/Prince William Chapter

## From the Chairman of the Board

# Business Growth & Renewal in the New Year Working Together to Promote and Improve Business in Prince William

This January, I am honored to begin my service as Chairman of the Board of the Prince William Regional Chamber of Commerce. I believe that as a business community, we have an exciting year ahead of us. One of full of challenges, to be sure, but, working together, the year also blossoms with possibilities for growth and renewal.

Here in Prince William, things may be moving a little slower economically, but they are definitely still moving! The resources underlying our dynamic energy are ever-present: an educated workforce, active business community, and diverse economy - surrounded by natural beauty and world-class cultural resources - continue to make this a wonderful place to work, live and play.

We also are lucky to have the positive force of the Region's Chamber working to enhance our community's economic climate and quality of life. In a slower economy, the benefits of Chamber membership are more important than ever. Chamber events are both educa-

tional and provide time for developing relationships that can lead to new partnerships or customers. The confidential nature of CEO Roundtables makes these excellent forums for examining how your company can best respond to market forces.

Connect to the legislators who can affect the way we do business through our public policy efforts. The Region's

Chamber also makes it easy to be a good community citizen, bringing you news on quality of life issues and organizing outreach activities such as the Scholarship Program and the "Tools for School" drive.

My hope this year is that each and every member will invest him or herself in our Chamber and maximize the opportunities it provides for business growth and development. This could be as simple as taking a few moments to guide programming as you respond to Chamber surveys or to read the *Business Link* and *E-Link* to keep informed of business issues. Or it could mean striving towards business excellence as you participate in a Business Consultation session. If you are ready to "be where the action is," consider becoming involved in one of our committees- Business Growth & Development, Public Policy, Community Development or Programs. No matter your business type or schedule,

there is sure to be a level of involvement to suit your needs and interests.

Ultimately, the Region's Chamber is YOUR Chamber, representing business needs and providing the resources for business excellence. While the Prince William Regional Chamber is working "for" you when you are at your busiest- enhancing the image of business, advocating for sound economic policies and enriching our community- I personally can vouch that the more you put into Chamber, the more you will get out of Chamber. I look forward to a productive year, as we all work together to continue to promote and improve business in Prince William.



**JO ANN BELL**  
VIRGINIA COMMERCE  
BANK  
PRINCE WILLIAM  
REGIONAL CHAMBER  
OF COMMERCE  
CHAIRMAN OF THE  
BOARD

## Introducing....Dominion Virginia Power 2008 Quality of Life Vision Sponsor

The Prince William Regional Chamber of Commerce is dedicated to promoting an environment in which business can thrive and excel. To achieve this goal, the Region's Chamber focuses on three core initiatives: stimulating economic growth, effecting public policy and enhancing the region's quality of life.



The 2008 Quality of Life Vision Sponsor, Dominion Virginia Power, shares our belief that a high quality of life is an essential element of economic vitality and actively supports the quality of life programs of the Region's Chamber.

## COWLES FORD/NEW COMMERCIAL TRUCKS

art#:NVA424699

order#:0

2 X 6

Black

# Share Their Vision

## Meet the Members of the Chamber's Executive Committee...

*Known for being a highly active and concerned group of business professionals within the Prince William region, the Executive Committee of the Prince William Regional Chamber of Commerce helps to ensure that the Chamber runs effectively as an organization. Members of the committee are leaders within their own businesses and within the community who volunteer time and energy to making the Region's Chamber a strong representative of area businesses. As they begin their duties this month, members of the 2008 Executive Committee speak about their leadership role.*

**Chairman of the Board - Jo Ann Bell of Virginia Commerce Bank** enters her fourth year on the Executive Committee. Jo Ann is excited about the year ahead, and feels honored to serve as the Chairman of the Region's Chamber, of which she has always been an active supporter. "Together, our Board, membership and staff work to fulfill our mission to promote and improve business. Our members' dedication to making Prince William a wonderful place to work and live impacts the quality of life for all business owners and residents of our region. In 2008 my hope is that each and every member will invest themselves in the Chamber," said Jo Ann.

**Chairman Elect - Jim DiModica of APT Impact, Inc.** has long

been active in the Region's Chamber, and was instrumental in launching the NextLevel programs, both as Chairman of the Business Growth and Development Committee and as Vice Chairman of the Board for that area. He looks forward to continuing to support business growth in his new role.

**Immediate Past Chairman - Rebecca Barnes of Bargain Boxes Moving & Storage** looks forward to continuing her involvement on the Executive Committee in her new role. Rebecca had the following to say about the year ahead, "I think we did a great job last year of offering our members value in their Regional Chamber membership. From business counseling to new visibility opportunities, the Regional Chamber is where

**President - Laurie Wieder** is entering her eighth year as President of the Region's Chamber. She states, "Business plays a vital role in any community, and in Prince William we are fortunate to have a diverse and innovative enterprises. It's important that the Prince William environment supports their growth. I enjoy speaking on behalf of Prince William firms, advocating policies that will allow businesses to thrive and encouraging local residents to purchase goods and services from the firms that are located here." Laurie also says that she enjoys working with the members of the Chamber's Board of Directors, praising the vision and energy of the individuals who serve in leadership roles.

**Secretary - Deborah Tompkins Johnson of Dominion Virginia Power**, begins her sixth year on the Executive Committee, formerly serving as Chairman of the Board and Vice Chairman of the Board for Business Growth & Development. "As Secretary, I look forward to supporting this and other areas of work within the Region's Chamber, as we continue to develop programs that strengthen both businesses and the community as a whole." Dominion is also the Chamber's Quality of Life Vision Sponsor this year.

**Treasurer - Ceda A. Putiyon of CAP Accounting, LLC**, reviews the financials for accuracy and assists Chamber staff with accounting and tax issues as well as gen-



*Members of the Board of the Directors of the Prince William Regional Chamber of Commerce brainstorm at the annual Board Retreat. Members of the committee are leaders within their own businesses and within the community who volunteer time and energy to making the Region's Chamber a strong representative of area businesses.*

eral financial consulting, including preparation of the annual budget and cash management. When asked about her new role with the Chamber, Ceda said, "I am thoroughly delighted to be serving on the Executive Committee for the first time. I am looking forward to continue the progress John Frisch attained while serving for five years. As we begin 2008, I am looking forward to working with the exceptional members and the committee to achieve the goals that we set for this upcoming year in making Prince William a prominent business community."

**Vice Chairman of the Board for Business Growth & Development - Miles Friedman of Miles Friedman and Partners.** Miles begins his second year on the Executive Committee after serving five years as a Board member. Miles says, "Now, more than ever, the Chamber needs to be the 'go to' place for supporting small businesses in Prince William. The

### All Business Leaders...You Are Invited! Member Orientation

Tuesday, February 26  
3:00 - 4:30 pm at the Chamber Offices

Learn how the Region's Chamber can help your business

- **Connect** with other members
- **Benefit** from the knowledge of Chamber "vets"
- **Meet** the newest members of the Chamber
- **Promote** at the complimentary "Information Station"
- **Discover** why area business leaders say that

**Regional Chamber membership Offers a great ROI**

## The 2008 Chairman's Dinner



Don't miss the event of the season-- The 2008 Chairman's Dinner on January 26 at 6:30. This will be the first major business community event to be held at the National Museum of the Marine Corps, and promises to be an elegant evening of live jazz music, wine and culinary delights. It will feature the installation of the 2008 Board of Directors and welcome Jo Ann Bell of Virginia Commerce Bank as our new Chairman of the Board. Call 703-590-5000 ext 103 for reservations or information, or visit [www.RegionalChamber.org](http://www.RegionalChamber.org).

### Committee From Page 4

NextLevel activities that we have undertaken at the Region's Chamber, such as our MOU with the Mason Enterprise Center, the CEO/CXO Roundtables, the Hot Topics Lunches and the business counseling sessions will allow us to continue leaders in helping to grow businesses here in the Prince William region." Friedman has also chaired the County's Economic Development Council for the past ten years

**Vice Chairman of the Board for Public Policy - Todd House of Micron Technology, Inc.** is Vice Chairman of the Board for Public Policy. This is Todd's first year serving on the Executive Committee. "Our Chamber has a comprehensive and important legislative agenda for 2008 to address issues relevant to our members and the business community as a whole. I look forward

to working on behalf of our membership and meeting the challenges that are part of the ever-changing landscape that is public policy," says Todd.

**Vice Chairman of the Board for Education, Workforce & Community Development - Donna Snellings of NOVEC** is the Vice Chairman of the Board of Education, Workforce & Community Development, her first time in the position. A former Chairman of the Board, Donna looks forward to continuing her involvement on the Executive Committee. Donna had the following to say the year ahead, "I am proud of all that was accomplished in 2007 and anticipate that 2008 will be another year of successes for the Region's Chamber. The Region's Chamber will con-

See Executive Committee Page 8

## Meet the Rest of the 2008 Board of Directors the Region's Chamber:

**Bryanna Altman**  
Chair, Technology & Manufacturing  
Business Council  
The Computer Doctor

**Desi Arnaiz**  
President  
Virginia Systems, Inc. (VASI)

**Lucy S. Beauchamp**  
Chair, Education & Government  
Business Council  
SciencePort, Northern Virginia's  
Science Center

**Roy O. Beckner**  
S.W. Rodgers Company, Inc.

**Julián Bermudez**  
Chair, Business &  
Professional Services Business  
Council  
Julián Bermudez, Management  
Consultant

**Carlos Castro**  
Todos Super Market

**Steve Clark**  
Chair, Tourism, Hospitality,  
Entertainment & the Arts  
Old Hickory Golf Club

**Colonel Charles Dallachie**  
Quantico Marine Corps Base

**Pete Dolan, Esq.**  
Walsh, Colucci, Lubeley, Emrich &  
Walsh, PC

**John Frisch, CPA, CFP**  
Millennium Capital Management  
Corp.

**Mark Granville-Smith**  
Chair, Construction & Utilities  
Business Council  
Classic Concept Builders, Inc.

**Robert Grasso**  
Chair, Government Contracting  
Business Council  
Logis-Tech, Inc.

**John S. Gray, CPA**  
John S. Gray, CPA, PC

**Todd W. Hewitt**  
Cardinal Bank

**Dr. Sam Hill**  
Northern Virginia Community  
College

**Tim Jackson**  
MDA Technologies

**Carol A. Kalbfleisch**  
A Floral Affair By The Tudor Rose  
**Gillian Kane-Mobley**  
Chair, Not-For-Profit Business  
Council  
SciencePort, Northern Virginia's  
Science Center

**Jo-Ellen LaRoe**  
Chair, Banking & Financial  
Services  
Business Council  
Commerce Bank - Dale City

**Clara Marshall**  
Chair, Hispanic  
Business Council  
Radio Fiesta  
1480 AM

**Paula Maxey**  
MDA Technolo-  
gies

**Martin Nohe**  
Chair, Retail  
Business Council  
Appliance  
Connection

**Sharon Pandak, Esq.**  
Greehan, Taves, Pandak & Stoner,  
PLLC

**Maria Paslick**  
SAI Engineering, Inc.

**Bruce Potter**  
Potomac News/Manassas  
Journal Messenger

**Patricia Redding**  
R.W. Murray Co.

**Keith Segerson**  
The Mason Enterprise Center  
George Mason University

**Dr. Scott Stachelek**  
Chair, Health & Wellness Business  
Council Core Chiropractic

**Dr. Steven L. Walts**  
Superintendent of Schools  
Prince William County Public Schools

**John Walvius**  
Norman Realty, Inc.

**Katherine M. Waters, Esq.**  
Compton & Duling, LC

**Karen Wayne**  
American Red Cross/Prince William  
Chapter

**WILLOW MARKETING**  
**STATE FARM/ED SETLIFF**  
**art#:NVA425007**

**order#:0**  
**2 X 3**  
**Black**

# 2008 Charette Generated Ideas, Connected Business Leaders

Each year, the Prince William Regional Chamber of Commerce brings together its 11 Business Councils – 11 groups that represent the diverse industries and business focuses that comprise the membership of the Region's Chamber– for a Charette.

This planning session features brainstorming within the Councils, followed by a representative of each Council presenting the results of with the greater group. To get things started, each group was instructed to answer the following questions:

1. What are the three greatest concerns facing businesses in your industry in this region?
2. What are the three recommendations to help guide the Chamber to address your concerns and help your business and industry?
3. What can your Council do in outreach to members and non-members in your industry to involve them in your Council and in the Chamber?

In this way, the Region's Chamber creates a vehicle for all of its members to provide input on the policies and programs of the Chamber, as well as to network with business people from like industries. This year's Charette was packed and full of productive energy. Following is feedback from several Business Council Chairmen, including some themes that arose during the brainstorming sessions:

"Beyond giving all industries needed input into Chamber programming, the Charette offers an opportunity to compare line of business strategies with industry peers. The information shared among Technology and Manufacturing Business Council members at this Charette developed a brain-trust resulting in immediate partnering opportunities."

*Bryanna Altman  
The Computer Doctor*



*"The Charette was vibrant and noisy...in other words, well participated," Mark Granville-Smith said when asked to describe the Charette, the annual planning session held by the Region's Chamber. Dozens of business leaders gathered at Old Hickory Golf Club to brainstorm how the Chamber can best help them meet challenges and opportunities that lie ahead in 2008.*

## *Technology & Manufacturing Business Council*

"The Charette was very effective. The participants were engaged and open about challenges, opportunities and concerns they have both individually and as a group. Putting the thoughts into action will be the greater challenge. Since I am part of the process going forward, I am confident that we will be able to achieve many of the objectives."

*Steve Clark  
Old Hickory Golf Club  
Tourism, Hospitality, Entertainment and the Arts Business Council*

"A common theme I heard was concern with the market downturn compounded by a concern that there may be some factors affecting Prince William's image as a great place to live work and play. The Charette opened dis-

cussion about the Region's Chamber "Buy Prince William" campaign and the just-formed "Image Task Force," that will focus on methods that business and political leaders can use to sell the positive attributes of our community."

*Mark Granville-Smith  
Classic Concept Builders, Inc.  
Construction & Utilities Business Council*

"The Charette is an effective tool to find common issues that affect the Councils individually but it's also helpful to see issues that overlap and pertain to all of Chamber members. My Council focused on three major issues that everyone agrees are key, and can now concentrate our energy and efforts in a more effective direction."

*Jo-Ellen LaRoe  
Commerce Bank - Dale City*

## *Manager Banking and Financial Services*

To learn about specific initiatives and ideas discussed in each committee, view the minutes from each of the Business Council's brainstorming sessions, at [www.RegionalChamber.org](http://www.RegionalChamber.org). For questions about the Councils, contact Suzanne Lewis at [slewis@RegionalChamber.org](mailto:slewis@RegionalChamber.org) or 703-590-5000 ext 104.

## **Thank You to Our Corporate Sponsor**

Thanks to Event Corporate Sponsor, Marine Corps Heritage Foundation. Host Sponsors – Radio Fiesta 1480 AM, HiMart and Todos Supermarket

## at Annual Planning Session



*Ideas in progress! The Healthcare & Wellness Business Council brainstorms away as they discuss how the Region's Chamber can help them meet their unique business needs.*



*Towards the end of the Charette, Marty Nohe of Appliance Connection shared ideas generated during the Retail Business Council brainstorming session. Suggestions included a call for more collaboration between his council and the Hispanic Business Council, which has many similar business needs.*

## Business Partnership and Outreach Awards Recognizing Best Practices In Business/Not-for-Profit Partnerships

The Prince William Regional Chamber of Commerce Business Partnership & Outreach Awards recognizes the critical role that businesses play in supporting the work of non-profit organizations.

This support takes many different forms, including financial contributions, technical assistance, volunteers and in-kind assistance. The receiving organizations leverage these contributions to provide a diverse range of services, such as feeding our hungry, organizing youth sports leagues and preserving local history. In this way, these partnerships between businesses and not-for-profit organizations enhance the quality of life in Prince William, for all who live and work here. Congratulations to the winners and nominees for the Business Partnership & Outreach Awards, and thank you for all that you do for our community!

### Business Partner of the Year: ImageWerks

Nominated by Project Mend-a-House, Andrea Saccoccia.

"ImageWerks has dramatically improved the business image of Project Mend-a-House through their in-kind support. ImageWerks has provided a full branding look and array of marketing tools. They have also taken over the website and initialized an on-line giving system. Without their support, I am not sure what our organization would be like today."

**Community Outreach Business of the Year: Vanderpool, Frostick and Nishanian.**

Nominated by the Prince William Chapter of the American Red Cross, Karen Wayne.

"This company has a corporate policy that stipulates that they actively support the Prince William area non-profit organizations, in fact they donate approximately 10 percent to of their annual net revenue to philanthropic organizations. Financially they support more than five organizations and through in-kind contributions and volunteer support they support more than 24 organizations."

### Congratulations to all of the 2007 nominees:

4 More Travel, Inc.  
Abbey Carpet & Floors of Potomac Mills  
Cardinal Bank  
Carmello's & Little Portugal  
Century 21 Stackhouse & Associates  
Classic Concept Builders, Inc.  
Cranberry Marketing Associates, Inc.  
Dominion Virginia Power  
Georgetown Caterers, Inc.  
Metro Sign & Design, Inc.  
Micron Technology, Inc.  
Millennium Capital Management Corp.  
NOVEC - Northern Virginia Electric Cooperative  
Potomac News/Manassas Journal Messenger  
Statements Salon & Spa  
Storm Graphic Arts  
Synergy One Federal Credit Union  
Tech Solutions, Inc.  
Verizon  
Wal-Mart - Dumfries  
Wal-Mart - Woodbridge  
Woodbridge Plumbing, Inc.



# MEMBER BRIEFS



## Congratulations To

**Belvoir Federal Credit Union**, honored by PHH Mortgage with the "Best of the Best" award.

**Susan Wallace**, President of **Byte By Byte, Inc.** was honored as "Top Publisher from Across the Nation," by Capitol Color Mail, Inc. at its annual convention. She also received 1st Place "Hometown Area Publisher" for the fifth consecutive year and the 1st Place "Publisher Graphics Award" for the 2nd year in a row.

**Chem-Dry of Prince William**, awarded "The Circle of Excellence," one of the top awards for a Chem-Dry franchise.

**Foundations**, named one of Northern Virginia's Top 25 Restaurants by Northern Virginia Magazine.

**Project Mend-A-House** volunteer Ray Stuckey, featured on nbc4.com for his generosity.

## Requests for Help

The need for blood is critical. Give the gift of life by participating in the **American Red Cross-Prince William Chapter** blood

drive. More info: 703-368-4511 ext 227.

The **Azalea Charities Aid to Wounded Soldiers** project provides comfort and relief items for troops who have become sick or injured while serving overseas. Monetary donations sought. More info: 703-680-3557.

**Habitat for Humanity's** The ReStore, where it sells new and used building materials at a discount, seeks a self-motivated, part-time employee. More info: 703-369-6145.

## In the News

Fort Belvoir Federal Credit Union is now known as **Belvoir Federal Credit Union**.

AFLAC - Winston Forrest changed its name to **Benefits, Plus**.

**Creating Results, LLC** joined with other agencies to launch a network to promote marketing to the 40+ consumer. More info: 703-494-7888 or [www.creatingresults.com](http://www.creatingresults.com).

Open enrollment at **Emmanuel Christian School** starts February 16.

More info: 703-369-3950 or [www.ecsflames.org](http://www.ecsflames.org).

**Griffith Photography Educational Services** launches a series of photography classes in January for beginning and intermediate level photography students. More info: 540-318-5306.

Manassas School of Dance partnered with the Manassas Ballet Theatre and will officially be known as the **Manassas Ballet Academy**.

**Micron Technology** donated \$1,100 worth of holiday gifts to area foster children.

Compass Associates has changed its name to **PWR-Property Owners and Managers Association**

## Member Calendar of Events

Tuesdays- Veterans Memorial Park, a **Prince William County Park Authority** facility, will host basic and novice dog obedience classes. Pre-registration required. More info: 703-491-2183.

Fridays starting January 25-The **Prince William Park Authority** offers an evening of fun for children in grades 1-5. Activities and food included. Pre-registration required. More info: 703-670-7112.

January 19-**Potomac Place** invites the public to attend their Desserts & Dancing Extravaganza from 7:00 - 9:00 pm. Free. More info: 703-494-3817.

January 30- **The Employment Guide** hosts a job fair in Springfield at The Waterford. Discounts available to Chamber members. More info: 1-800-387-5935.

January 31- **Dream Dinners Tackett's Mill** celebrates its grand opening with give-aways and

prize drawings. More info: 703-499-8881.

February 9 - **The Prince William Symphony Orchestra** continues its Mainstage Series at 8:00 p.m. at Grace E. Metz Middle School. Tickets required. More info: [www.pwso.org](http://www.pwso.org) or call 703-659-0103.

## Committee From Page 5

continue on its course of growing businesses to stimulate economic growth and enhance the quality of life for the Prince William region. We will continue to build on our relationships to increase involvement and continue to build on the excitement of our members."

**Vice Chairman of the Board for Membership - Rob Tolson of Prince Wood Insurance** will lead efforts to increase membership and help businesses make the most of their membership. He will accomplish this through motivating and encouraging the Ambassadors, Board members and all Chamber members to assist in the membership process by referring other businesses to the benefits of Chamber membership. Regarding his role, Rob says, "Having a strong and diverse membership is vital to the success of the Region's Chamber. Our members' dedication to making Prince William a wonderful place to work and live impacts the quality of life for all business owners and residents of our region."

**Vice Chairman of the Board for Programs - Jacque Connor of Belvoir**

**Federal Credit Union** returns to the Executive Committee after a year-long hiatus from the Board. "I enjoyed chairing the Programs Committee last year and look forward to building upon the foundation created by my predecessor, Paula Maxey" Jacque said. "2008 will be a wonderful year as we provide engaging programs for all business pursuits and help members discover ways to increase their involvement and visibility within the Chamber."

**Vice Chairman of the Board for Strategic & Business Planning - Huey Battle of Washington Gas** is serving his third year on the Executive Committee. "The Prince William business community is in the early stages of tremendous growth and change," said Huey, "My role in the strategic and business planning area is to help position the Chamber to maximize itself as a facilitator and a catalyst for this growth and change. I feel fortunate to be involved in the Chamber's leadership in this very exciting time in the history of our region."

## SUBMISSION GUIDELINES

Have news to share? Send a brief write-up, a news release or your newsletter to the Chamber office via e-mail to [eguerrero@regionalchamber.org](mailto:eguerrero@regionalchamber.org), via mail at 4320 Ridgewood Center Drive or via fax at 703-590-9815 by the first Friday of the month. E-mail is the preferred method of submission. **All submissions will appear online at [www.RegionalChamber.org](http://www.RegionalChamber.org)**, selected items will also run in the *Business Link*.



calendar

## Doing Business Together

# Majestic Mobile Detail and The Mobile Car Doc: Offering Mobility

As a child, Roosevelt Williams enjoyed detailing vehicles and farm equipment; he loved to make them look new again. Three years ago, his lifelong passion for restoration and rejuvenation of vehicles inspired Roosevelt to start his own business, Majestic Mobile Detail, Inc. Recognizing how busy people in this area are, Majestic offers something traditional auto body shops do not—the company comes to its customers. "The fact that we are 100 percent mobile really makes us unique. We come to our customers home or business for services so that they can continue with their lifestyle," says Roosevelt.

In addition to convenience, Majestic Mobile Detail is also committed to providing the ultimate car care experience at an affordable price without sacrificing quality. The company specializes in thorough cleaning of the interior and exterior of any vehicle and offers several different detailing packages, so customers have several options to best meet their needs and budget. "Our detailing services are designed to optimize the care of your vehicle whether large or small, expensive or inexpensive," says Roosevelt.

Of course, after a fender-bender, it can take more

than detailing to get that new feeling back. That is where Majestic Mobile Detail's partnership with The Mobile Car Doc, owned by James Howard, comes into play.

As the name implies, this company also conveniently brings car care directly to its customers in Virginia, Maryland and Washington, DC. Now, minor auto body damage does not have to mean a trip to the shop. "I provide minor auto body services, such as repairing dents, chips, scratches and scuff marks," explained James, who has more than 20 years of experience in the auto body field. Most repairs take less than three hours

and cost significantly less than they would at traditional auto body shops. The Mobile Car Doc uses only the highest quality products and guarantees superior service and workmanship.

The innovative business models, automotive focus and dedication to excellence that these companies share made partnering a natural.

"Our businesses attract the same customer market, so the nature of our relationship is currently referral based," says James.

Of course, both of these forward-thinking entrepreneurs already see potential

for growing their partnership. "In the future we will start offering seasonal discounts, participating in trade shows together and expanding our partnership in other ways," said Roosevelt.

Both business owners credit the Prince William Regional Chamber of Commerce for providing valuable networking opportunities, and its staff for helping them "break the ice" and meet other members. After hearing about each business, Chamber Operations Director, Lynn Andresen made a point of introducing the two mobile

car specialists. "If it weren't for Lynn at the Region's Chamber, we would have never met," says James. The introduction has proved to be a beneficial one, providing each with an opportunity to expand their customer base as they introduce clients to each other's convenient, quality services.

For more information about Majestic Mobile Detail, visit [www.majesticmobiledetailinc.com](http://www.majesticmobiledetailinc.com) or call 703-798-5146. For more information about The Mobile Car Doc, visit [www.mobilecardoc.com](http://www.mobilecardoc.com) or call 703-794-2340.



The Mobile Car Doc owner James Howard and Roosevelt Williams, owner of Majestic Mobile Detail, Inc. credit the Prince William Regional Chamber of Commerce for introducing them to one another. The introduction has proved to be a beneficial one, providing each with an opportunity to expand their customer base as they introduce clients to each other's convenient, quality services that bring auto care directly to the customer.

**WOODBRIIDGE PLUMBING  
BUSINESS BUILDER AD**

**art#:NVA425005**

**order#:0**

**2 X 2**

**Black**

# Prince William Delegation to the General Assembly Has Its Mind on Business

## Legislative Kick-Off Features Dialogue on Variety of Business Issues

The Prince William Regional Chamber of Commerce and the Prince William County-Greater Manassas Chamber of Commerce hosted a Joint Legislative Kick-Off Breakfast before our legislators left for Richmond. Speaking at the breakfast were: Senator Charles Colgan and Delegates Bob Marshall, Scott Lingamfelter and Jackson Miller. Legislators received direction and requests from business, and shared information. Listed below are highlights of the legislators' comments:

### ■ On Transportation Funding

"The per-gallon gasoline tax has not been increased in years and recent proposals to increase it have been politically unpopular. We should replace the per gallon gasoline tax with a sales tax to be paid by the retailers, who will pass the cost along to gasoline consumers. If we first set the sales tax in a revenue-neutral fashion, then it can be increased as the population grows to produce necessary revenues."

### ■ On Employment Verification

"We shouldn't legislate an 'immigration solution' that entraps employers in a situation with which they cannot comply and threatens fines and jail terms. If you're requiring employers to make legal hiring decisions, then you must have a way to allow business people to check the legality of the documents being presented by the people they hire."

### ■ On Economic Growth



Members of the Prince William delegation to the General Assembly addressed members of the business community at the Legislative Kick-Off Breakfast. This is the first of many legislative events that the Prince William Regional Chamber of Commerce has planned for 2008, as it continues to provide its members with opportunities to directly interact with policy makers at the local, state and national levels. Visit our Public Policy webpage at [www.RegionalChamber.org](http://www.RegionalChamber.org) to learn about the latest activities in this area.

"The best that that we can do to encourage economic growth is to allow businesses to keep more of their income. They will reinvest it in their businesses."

### ■ On the State's Tax Structure

"Our tax structure is out of step with our economy. We do not have a problem with rates as much as we have a problem with the way we structure our tax system. It needs to mirror our service economy."

### ■ On State Fiscal Management

"We need to audit our state government. We need to make sure we run the government like a business to make sure we allocate our resources where they will achieve the best results."

### ■ On Legislating

"Part of being in the legislature is running a good defense. We need to make sure we protect important funds, like the transportation trust fund. And we need to be sure we do not over-regulate business."

■ **On the Senate Finance Committee** (from Senator Colgan, who is its Chair)

"We are guardians of the Treasury. We need to make sure the needs of all of the state are met. The Committee includes four legislators from Northern Virginia, four from Tidewater, three from Richmond and the remainder from the rest of the state. We must take care of southwestern Virginia just as we must meet the needs of Northern Virginia."

## Thanks to Washington Gas, our State Legislative Priorities Sponsor



The Public Policy Committee promotes a healthy business environment in Prince William through comprehensive and effective programs. Members monitor proposed laws and regulations, and keep Chamber membership aware of issues that have the potential to effect how they do business. The **Committee meets the third Friday of every month**, this month on January 18, at 8:00 am. All Chamber members are invited to attend.

Members From Page 2

**Marriott Residence Inn -**

**Manassas**  
Renee Easley, Sales Manager  
7345 Williamson Boulevard  
Manassas, VA 20109  
703-330-8808  
Fax: 703-330-8724  
[Manassasrisales@tharaldson.com](mailto:Manassasrisales@tharaldson.com)  
[www.marriott.com](http://www.marriott.com)

*Let us be your home away from home when visiting the Prince William area. Enjoy excellent amenities and stellar customer service at our top-of-the-line hotel.*

Sponsor: Clarence Adams  
Capitol Credit Group

**Paychex, Inc.**

Terry Burns, Sales Consultant  
3060 Williams Drive, Suite 200  
Fairfax, VA 22031  
703-698-6910  
Fax: 703-698-0811  
[tlburns@paychex.com](mailto:tlburns@paychex.com)  
[www.paychex.com](http://www.paychex.com)

**Payroll Services**

*We offer affordable and comprehen-*

*sive payroll and payroll tax solutions for small and large businesses.*

**ShowSites, Inc.**

Andrea Hostetler, President  
Leslie Mason, Manager  
917 Highams Court  
Woodbridge, VA 22191  
703-643-9050  
Fax: 703-490-3637  
[andrea@showsitesinc.com](mailto:andrea@showsitesinc.com)  
[www.showsitesinc.com](http://www.showsitesinc.com)

**Signs**

*We provide custom fabrications of displays, built-ins and signage for interiors and trade shows, wayfinding signs for public venues, hotels and offices*

**Silky Smooth Dance Studio**

Sandra Mason, Lead Instructor  
13412 Jefferson Davis Highway  
Woodbridge, VA 22191  
703-730-0126  
[silkysmoothhd@yahoo.com](mailto:silkysmoothhd@yahoo.com)  
[www.silkysmoothdance.com](http://www.silkysmoothdance.com)

**Dance Companies/Studios**

We offer private and semi-private dance lessons for beginners, intermediates and experts.

Sponsor: Susan Wallace  
Byte by Byte Business Services  
Clarence Adams  
Capitol Credit Group

**TopNotch Building By Design, LLC**

Robin Wright, Owner  
5171 Waterway Drive, Suite 161  
Montclair, VA 22025  
703-590-0279

Fax: 703-842-8405  
[topnotchdesign@verizon.net](mailto:topnotchdesign@verizon.net)

**Home Improvement**

*We specialize in home interior renovations and remodeling, decks, siding, crown molding, painting, additions, interior build outs and expansions.*

**V2K Window Decor and More**

Angel Carrasco  
Gainesville, VA 20158  
703-349-1738 Fax: 703-349-1762  
[angelcarrasco@v2k.com](mailto:angelcarrasco@v2k.com)  
[www.v2k.com](http://www.v2k.com)

**Window Shutters/Blinds**

*We offer custom window treatments such as blinds, shades, shutters, drapes and curtains, as well as custom bedding.*

Sponsor: Bonnie Andresakes  
Belvoir Federal Credit Union

**Vertex Business Interiors**

Paula King, Vice President/Sales  
1515 North Courthouse Road Suite 1010  
Arlington, VA 22201

703-647-7618

Fax: 703-548-3191

[pking@vbiooffice.com](mailto:pking@vbiooffice.com)

**Business Products/Services**

*We provide office interiors and stor-*

*age products which include desks, walls, cabling, carpet, storage, high density shelving and mailroom furniture.*

**Washington Square Associates, Inc.**

Rodney Cahow, Director of Communications  
Tom Obrien, Chief Operating Officer

5400 Shawnee Road, Suite 105  
Alexandria, VA 22312  
703-333-3380

Fax: 703-333-3399

[rcahow@washsq.com](mailto:rcahow@washsq.com)

[www.washsq.com](http://www.washsq.com)

**Telephones -**

**Sales/Equipment/Service**

*We specialize in voice, data and website development, firewalls, VPN, MPLS, cabling, telephone and data hardware/software.*

**FITZWATER AND DEAN  
BUSINESS BUILDER AD**

**art#:NVA425004**

**order#:0**

**5 X 6**

**Black**