ANNUAL SNAPSHOT
2015 – 2016

PROVIDING ACCESS TO WHAT YOUR BUSINESS NEEDS
The Fairfax Chamber is the **LARGEST CHAMBER OF COMMERCE IN NORTHERN VIRGINIA**, according to the *Washington Business Journal’s* 2015 Book of Lists with more than $2.6 million in revenue.

The Fairfax Chamber represents nearly **700** member companies and more than **500,000** jobs in Northern Virginia.
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ELITE PARTNERS

The most influential companies in Northern Virginia choose to invest and engage with the Fairfax Chamber because of our unique access to **business development, thought leadership, professional development, advocacy and strategic community partnerships**.

The Chamber’s top investors are distinguished as Elite Partners. This investment level recognizes our members who go above-and-beyond in their annual support of the Fairfax Chamber. We are honored by their commitment to our mission.
The leading companies in Northern Virginia choose to invest and engage with the Fairfax Chamber because of our unique access to business development, thought leadership, professional development, advocacy and strategic community partnerships.

The Chamber’s foremost supporters are distinguished as Business Partners. The Chamber is honored by the annual support and leadership of these companies.
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Cordia Partners

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Transurban (USA) Inc.

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5GS, LLC

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Venable LLP

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JIM CORCORAN
Fairfax Chamber

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*DOUG BROWN - Fifth Third Bank
*SID CHOWDHARY - Credence Management Solutions, LLC
MIKE COOGAN - Leidos
JIM CORCORAN - Fairfax Chamber
*DAVE DILUIGI - M&T Bank
ROB FRANKLIN - GoodSeeker, Inc.
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HARRY KLAFF - JLL
DON LOREN - Old Dominion Strategies, LLC
DAVID LUNDSTEN - Cherry Bekaert LLP
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MATT MCQUEEN - Northrop Grumman
CAROLYN MOSS - Dominion Resources Services, PC
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MANIK RATH - LMI
TODD ROWLEY - Cardinal Bank
JENNIFER SICILIANO - INOVA
*SHAUN SMITHSON - B. F. Saul Hospitality Group
MICH WEINTRAUB - Cordia Partners
GREG WHEELESS - Bank of America Merrill Lynch
DIANE ZANETTI - Capital One Bank, N.A.

*Indicates ex officio member
## BOARD OF DIRECTORS

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<td>Helios HR</td>
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<td>RANDY ANDERSON</td>
<td>United Bank</td>
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<td>JENNIFER AUENET</td>
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<td>DUANE BAKER</td>
<td>Lockheed Martin International</td>
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<td>ED BERSOFF</td>
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<td>BARRY BIGGAR</td>
<td>Visit Fairfax</td>
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<td>BILL BLOCHER</td>
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<td>PATRICK BOYER</td>
<td>PwC</td>
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<td>DOUG BRAMMER</td>
<td>Verizon</td>
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<td>DON BRITTON</td>
<td>Network Alliance</td>
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<td>JOHN BROWNLEE</td>
<td>Holland &amp; Knight LLP</td>
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<tr>
<td>ANGEL CABERA</td>
<td>George Mason University</td>
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<tr>
<td>H. HOLLISTER CANTUS</td>
<td>The ILEX Group</td>
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<tr>
<td>MIKE CARLIN</td>
<td>Access Point Public Affairs, LLC</td>
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<td>ALEX CASTELLI</td>
<td>Cohn Reznick</td>
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<tr>
<td>DARA CASTLE</td>
<td>McCladrey</td>
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<tr>
<td>GEORGE CAVE</td>
<td>Sandy Spring Bank</td>
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<tr>
<td>ADRIAN CHAPMAN</td>
<td>Washington Gas</td>
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<td>CRAIG CHASON</td>
<td>Pillsbury</td>
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<td>SID CHOWDHARY</td>
<td>Credence Management Solutions, LLC</td>
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<tr>
<td>MARIA CLARK</td>
<td>US Trust</td>
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<tr>
<td>PATTI COCHRAN</td>
<td>Newsradio 99.1 WNEWW</td>
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<tr>
<td>MIKE COogan</td>
<td>Leidos</td>
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<tr>
<td>WAYNE CORINI</td>
<td>Grant Thornton LLP</td>
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<tr>
<td>ANNE CROSSMAN</td>
<td>Completed Systems, Inc.</td>
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<tr>
<td>SUZANNE DAVIS</td>
<td>Baker Tilly</td>
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<tr>
<td>JOHN DEARDORFF</td>
<td>Reston Hospital Center</td>
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<tr>
<td>SHAWN DEGNAN</td>
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<tr>
<td>MARIO DELUCA</td>
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<td>DAVE DILUGI</td>
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<tr>
<td>JULIE DIME</td>
<td>Williams Mullen</td>
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<tr>
<td>JIM DINEGAR</td>
<td>The Greater Washington Board of Trade</td>
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<td>BABS DOHERTY</td>
<td>Eagle Ray, Inc.</td>
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<td>TIM DUGGAN</td>
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<td>ROBERT DUPREE</td>
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<td>DICK DUVAL</td>
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<td>NANCY EBERHARDT</td>
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<td>EILEEN ELLSWORTH</td>
<td>Community Foundation for Northern Virginia</td>
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<td>KATHRYN FALK</td>
<td>Cox Communications</td>
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<td>ROB FRANKLIN</td>
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<td>KAREN GARZA</td>
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<td>BOB GENTER</td>
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<td>AIMEE GILROY</td>
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<td>STEVE GLADIS</td>
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<td>ED GRENIER</td>
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<td>LUANNE GUETERMUTH</td>
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<td>MARYBETH WOOTON</td>
<td>Berico Technologies</td>
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<td>LI ZHANG</td>
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*Indicates ex officio member*
PAST CHAIRS

ED BERSOFF - PFF, LLC
BILL BLOCHER - eFedSystems Corporation
MIKE CARLIN - Access Point Public Affairs, LLC
GEORGE CAVE - Sandy Spring Bank
ADRIAN CHAPMAN - Washington Gas
DICK DUVALL - Holland & Knight LLP
JIM DYKE - McGuireWoods Consulting, LLC
NANCY EBERHARDT - Pathwise Partners, LLC
DAVID GUERNSEY - Guernsey Office Products
LOVEY HAMMEL - Employment Enterprises, Inc.
RICH LAFLEUR - Grant Thornton LLP
CLARK MASSIE - Tetra Corporation
STU MENDELSON - Holland & Knight LLP
MARK MOORE - John Marshall Bank
GARY NAKAMOTO - The Nakamoto Group, LLC
PHIL PANZARELLA - 5GS, LLC
BECKY PARKER - RBC Wealth Management
DALE PECK - MorganFranklin
KEVIN REYNOLDS - Cardinal Bank
TODD STOTTEMEYER - INOVA

DIRECTORS EMERITUS

MICHAEL ANZIOLTTI
BILL BESTIMIT
JOEL BIRKEN
BURWELL GUNN
MIKE LEWIS
JAMES POPINIO
PHIL REILLY
BOB SKUNDA
TERI SPIRO
BOB SWINK
WILLIAM WRENCH
MEMBERSHIP

123 Junk
SGS, LLC
A Billion + Change
AAA Mid-Atlantic
Accelligence Group, LLC
Accenture
Access Point Public Affairs, LLC
Accrinit Corporation
Ace Info Solutions, Inc.
Acentia
Acumen Solutions, Inc.
Advanced Technology Systems Company
Aegis Defense Services, LLC
Aeronomy
Aerotek
AFCEA
Agilex Technologies, Inc.
Airle Center
Alexandria Chamber of Commerce
Alion Science and Technology
All-Business Systems & Design
Allen F. Johnson & Associates, LLC
Allstate Insurance - Capital Region
Alpha Enterprises, Inc.
Altamira Technologies Corporation
Altus Group
Alzheimer’s Association
American Airlines / US Airways
American Audio-Video
American Chamber of Commerce Executives
American Disposal Services, Inc.
American Heart Association - Greater Washington
American Red Cross in the National Capital Region
American Technology Services
America’s Charities
AMMUUSA
AMSCO Global LLC
Amyx, Inc.
Angelika Film Center & Cafe
AOC Key Solutions, Inc.
Apartment and Office Building Association
Aperio International
Apple Federal Credit Union
Applied Fundamentals Consulting, LLC
Aptify
ARC Developers, Inc.
ARJ Cleaning
Arlington County Chamber of Commerce
Army Historical Foundation
Aronson LLC
Arts Council of Fairfax County
Asian American Chamber of Commerce
A-T Solutions, Inc.
ATA, LLC
ATSI – Advanced Technology Solutions, Inc.
Attain LLC
AUSA - George Washington Chapter

Axiologic Solutions LLC
Azure Summit Technology
B.F. Saul Hospitality Group
Baker Tilly
Bank of America Merrill Lynch
Bank of Georgetown
BB&T
BB&T Capital Markets/Windsor Group
BDO USA, LLP
Bechtel Corporation
Bedford Area Chamber of Commerce
Berico Technologies
Bernhardt Wealth Management
Best Western Falls Church Inn
Bite Me Cancer Foundation
BK Tours & Travel, LLC
Blackfinn Ameripub
Bloomberg Government
Blue Delta Capital Partners
Bluestone Capital Partners
BNY Mellon
Bogart Associates Incorporated
Bond Beebe
Bookworm Central
Booz Allen Hamilton
Boston Properties
BOWA
Brain Injury Services, Inc.
Brandywine Realty Trust
Breuity
Bridgman Communications, Inc.
Brio Tuscan Grille
Broadsoft Design, Inc
Brocadiant Legal PLLC
Brother’s Brother Foundation
Brown Advisory
Brown and Bigelow
Buchanan, Ingersoll & Rooney PC
Buffalo Wild Wings
Business Photos America
BusinessWise CPA
BusinessWorks of America, Inc.
C2 Essentials, Inc.
C2 Technologies, Inc.
C2C SmartCompliance LLC
Cafe Rio Mexican Grill - Burke
CALIBRE Systems, Inc.
Camber Corporation
Capital Bank
Capital Business
Capital Caring
Capital One Bank, N.A.
Capitol Financial Partners
Capitol Office Solutions - COS
Capitol Outdoor
Cardinal Bank
Care Advantage, Inc.

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Center for Innovative Technology
CenterScope Technologies, Inc.
Central Fairfax Chamber of Commerce
Centre Consulting/Centre Law
Cerus Executives
CGI Technologies and Solutions Inc.
CGM Consulting, Inc.
Chase
Chenega-Patriot Group, LLC
Cherry Bekaert LLP
Chess Consulting
Chevy Chase Trust
Children’s Science Center
Citizens Commercial Banking
City of Fairfax Regional Library
Cityline Partners LLC
Claron Partners
Clawes Carpets, Inc.
Clayton & McKervey, P.C.
CliftonLarsonAllen LLP
Clover Contracting
Clyde’s Restaurant Group
Coalition For Government Procurement
CohnReznick, LLP
Colibri Ventures, Inc.
Colliers International
Colonial Commercial Cleaning
Columbia Pipeline Partners
Comcast Spotlight
Commonwealth Consultants
Commonwealth Digital Office Solutions
Community Foundation for Northern Virginia
Completed Systems, Inc.
Computer C.O.R.E.
Conentus
Constellation West
Convene
Cook Craig & Francuzenko
Cooley LLP
COPT Property Management Services, LLC | A division of Corporate Office Properties Trust
Cordia Partners
CorePerformX Advisory Group
Corner Bakery Cafe
Cornerstones
CORT
Courtyard By Marriott - Tysons Corner Fairfax
Covanta Fairfax, Inc.
Cox Communications
CPS Professional Services, LLC
Credence Management Solutions, LLC
CRESA Washington DC
Crestwood Technology Group
CroppMetcalfe

*Members as of September 1, 2015
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<td>Gordon Biersch Brewery Restaurant</td>
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<td>Greater Richmond Chamber of Commerce</td>
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<td>Greater Springfield Chamber of Commerce</td>
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*Members as of September 1, 2015*
MEMBERSHIP

Kaiser Permanente
Kane Enterprises
Karlin’s Florist, Inc.
Keithley Law, PLLC
Kid’s Choice Sports Center
KippsDeSanto & Co.
Korn Ferry
KPMG LLP
Kremer Consulting Solutions
Kumon North America Inc
L. F. Jennings, Inc.
Law Offices of Michael Horwatt P.C.
LCC - Tech Mahinara
LCG, Inc.
LEAD Virginia
Leader Actions
Leadership Fairfax
LeapFrog Solutions, Inc.
Lecos & Associates
Lee Hecht Harrison
Leidos
Lerner Enterprises
Lethbridge & Associates
Lighttower Fiber Networks
Linden Resources, Inc.
LMG International
LMI
Lockheed Martin International
Lockton, Inc.
Logi Analytics
Lord and Taylor
Loudoun County Chamber of Commerce
M&T Bank
Macerich/Tysons Corner Center
Magan Aerospace LLC
Management and Training Consultants, Inc.
Marketing Savvy, LLC
Mars, Incorporated
Marsh & McLennan Companies
Marymount University
Matthews, Carter & Boyce
MAXIMUS, Inc.
McCormick & Schmick’s Seafood Restaurant - Tysons
McGladrey
McGuireWoods Consulting, LLC
McLean Insurance Agency
Metropolitan Washington Airports Authority
Michael & Son | Commercial Division
Micron Technology, Inc.
Microsoft Corporation
Mid-Atlantic Commercial Realty
Mid-Atlantic Federal Credit Union
Mid-Atlantic Hispanic Chamber of Commerce
Miles & Stockbridge
Milestone Towers LP III
Modern Image, LLC
Monticello Capital
Morgan Stanley Smith Barney
MorganFranklin
Mount Vernon-Lee Chamber of Commerce
MVB Mortgage
MyEyeDr.
National Automobile Dealers Association
National Council on Aging
National Rifle Association
National SDVOSB Council
Navy Federal Credit Union
NBC4
Ned’s Commercial Flooring
Nemacolin Woodlands Resort & Spa
NeoSystems Corp.
Network Alliance
Nextiva
NJVC, LLC
Noblis
Northern VA Black Chamber of Commerce
Northern Virginia Community College
Northern Virginia Family Service
Northern Virginia Health Foundation
Northern Virginia Regional Park Authority
Northern Virginia Technology Council
Northrop Grumman
Northrop Grumman - Information Systems Sector
NOVA Business Law Group, LLP
NOVEC-Northern Virginia Electric Cooperative
NPL Construction Company
Ntiva Inc
ObjectDC
Octo Consulting Group, Inc.
Old Dominion Strategies LLC
Omega World Travel, Inc.
One to One Fitness
Operation Renewed Hope Foundation, Inc.
Oracle USA, Inc
ORI
Our Daily Bread, Inc.
P.F. Chang’s Restaurant
Pagnato Karp
Paladar Latin Kitchen & Rum Bar
PaperCraft, Inc.
PartnerMD
Pathway Homes, Inc.
Pathwise Partners, LLC
Patient First - Alexandria
Patient First - Chantilly
Paul VI Catholic High School
Payroll Network
Percepi, LLC
PESystems, Inc.
PFF, LLC
Phacil, Inc.
PHILLIPS Programs
PilieroMazza PLLC
Pillar One Consulting, LLC
Pillsbury
Pluribus International Corporation
PNC Bank
Porro Associates LLC
Post Apartment Homes, LP
Potomac Recruiting
Premiere Travel Service
Prevent Cancer
Prince William Chamber Of Commerce
Professional Services Council
Proforma SJM Agency
Proctor & Gamble
Purple Onion Catering Company
PwC
rand* construction corporation
Ratner Companies
Raul V. Bravo + Associates, Inc.
Rawson Internet Marketing
Ray and Associates
Raymond James & Associates
Raytheon Company
RBC Wealth Management
REACS, Inc.
Real Living Reserve Realtors
Reed Smith LLP
Republic Services, Inc.
Reston Hospital Center
Reston Limousine
RHDC International, Inc.
Riveron Consulting
Roanoke Regional Chamber of Commerce
Ronald McDonald House Charities of Greater Washington DC
Ross Langen & McKendree, LLP
Rubino & McGeehin, Chartered
Ruth’s Chris Steak House
Ruth’s Chris Steak House-Fairfax
RyanSharkey, LLP
SAIC
Sales Xceleration
Sandy Spring Bank
Saul Ewing, LLP
SC&H Group, LLC
Scioto Corporation
Senate of Virginia
ServiceSource
Seth T. Stark & Associates, LLC
SHAMBAUGH Leadership
Shelter House, Inc.
Sheraton Tysons Hotel
Signal 88
Silver Spoon Caterers
Silverback Strategies, Inc.
Sir Speedy - Vienna
SISteel US, Inc
SmartCEO

*Members as of September 1, 2015
MEMBERSHIP

Sodexo
Softchoice
Sona Bank
Sophia's Cafe
SOS International
Southern Management Corporation
Spacesaver Infolinx
SpeakerBox PR
Springfield Golf and Country Club
Springfield Yellow Cab
Squire Patton Boggs
STC Management LLC T/A Jiffy Lube
Sterling National Bank
Steve Gladis Leadership Partners
Stifel Nicolaus & Company, Inc.
Stratford University
Strelmark, LLC
Studio Center Total Production
Summer Consultants, Inc.
Sunrise Senior Living | Tysons Corner
SunTrust Bank
Synapse Business System
Tatum, a Randstad Company
Tazwazz Strategies
TD Bank
TEEL Construction, Inc.
TEGNA Inc
Telogical Systems
Telos Corporation
Tercon Consulting
Tetra Corporation
The Alternative Board-West Fairfax & Alexandria
The Ambit Group
The Avascent Group
The Bar Method Tysons Corner
The Capital Grille
The George Washington University Virginia Science and Technology Campus
The Greater Washington Board of Trade
The ILEX Group
The Insurance Exchange
The Leadership Compass
The Leadership Edge
The McLean Group LLC
The Meltzer Group
The Meridian Group
The MITRE Corporation
The Myerson Law Group
The Nakamoto Group, LLC
The Optimum Group
The Palm Restaurant At Tysons Corner
The Paxton Companies
The Peterson Companies
The Ritz-Carlton, Tysons Corner
The SkillSource Group, Inc.
The Stacia Group, LLC
The Swedish-American Chamber of Commerce of Washington D.C.
The Tauri Group, LLC
The Tower Club
The Vectre Corporation
The Virginia College Fund
The Westin Tysons Corner
The Winery at Bull Run
Think 24, Inc
Thomas Jefferson Institute for Public Policy
Thompson Greenspon
TJ LED FOREVER LLC
Topgolf Loudoun
Topspin Labs
TRAINING SOLUTIONS, Inc.
Transformation Systems, Inc.
Transurban
Triple Canopy
Trivision, Inc.
Trowbridge & Trowbridge, LLC
TWD & Associates
Tysons Galleria
Tysons Partnerships
Tysons Self Storage
U.S. Chamber of Commerce
U.S. Department of Veterans Affairs
U.S. House of Representatives
U.S. Senate
U.S. Small Business Administration
U.S. Trust
Uber DC
UBS Private Wealth Management
Unanet
Unisasset
United Airlines
United Bank
United Way of the National Capital Area
University of Virginia
USI Insurance Services LLC
USO of Metropolitan Washington
VARCom Solutions, LLC
Venable LLP
Verasolve LLC
Verite Group, Inc.
Verizon
Victory Van Corporation
Vienna Tysons Regional Chamber of Commerce
Vinson Hall Retirement Community
VION Corporation
Virginia Biotechnology Research Park
Virginia Business
Virginia Chamber of Commerce
Virginia Employment Commission
Virginia Heritage Bank, N.A.
Virginia Hispanic Chamber of Commerce
Virginia House of Delegates
Virginia International University
Virginia Tech- Pamplin College
of Business MBA Programs
Visit Fairfax
Visual Systems Group
Volant Associates, LLC
Volkswagen Group of America, Inc.
Volunteer Fairfax
Vornado Realty Trust
Vulcan Materials Company
Walking with Anthony
Walsh, Colucci, Lubeley, Emrich & Walsh, P.C.
Washington Business Journal
Washington Gas
Washington Gas Light Federal Credit Union
Washington Metropolitan Area Transit Authority
Washington Redskins
Washington Regional Alcohol Program
Washington REIT
Washington Women's Leadership Initiative
Wells & Associates, Inc.
Wells Fargo Bank
Westfields Golf Club
Westfields Marriott
Westin Washington Dulles Airport
Westwood College
Westwood Country Club
WHITE
Williams Mullen
Willis
WilmerHale
Windows Catering Company
Windstream
Winning Ways
Wolf Trap Foundation for the Performing Arts
Womble Carlyle Sandridge and Rice, PLLC
World Police & Fire Games - Fairfax 2015
WSP
WTOP - Federal News Radio
Xcel HR
XRW Labs, LLC
Zimmerman Associates, Inc.
Zipcar
ZMA Development

MEMBERSHIP as of September 1, 2015

WWW.FAIRFAXCHAMBER.ORG
In 2015, the Fairfax Chamber celebrated its 90th Anniversary at its new headquarters at the Silver Line Center in Tysons Corner, Virginia. Founded in 1925, the Chamber has grown to be the preeminent Northern Virginia membership organization for businesses. The event was a celebration of leaders past and present and honored the Chamber’s profound impact on the Northern Virginia business community including its role in the creation of Leadership Fairfax, Northern Virginia Technology Council, The Foundation for Fairfax County Public Schools, and Visit Fairfax.

More than 300 business leaders, community representatives, and elected officials were in attendance. Local restaurants provided tasting samples for guests who enjoyed a successful networking event. The Chamber was also proud to feature the Children’s Science Center as a charity partner, for which $5,000 was raised.

Local legislators honored the Chamber with recognition and congratulations for this momentous occasion. Delegate Tim Hugo (R-40) patroned a resolution honoring the Chamber for its 90th Anniversary; Senator Mark Warner (D) produced a video that can be viewed on the Chamber’s YouTube page; and Congresswoman Barbara Comstock (R-10) recognized the Chamber in the Congressional record.
For more than 90 years, the Fairfax Chamber, the Voice of Business in Northern Virginia™, has been working hand-in-hand with companies in Northern Virginia to build a strong business community. In 2015, the Fairfax Chamber Board of Directors and Executive Committee went through a strategic planning process to complete the 2015-2018 Strategic Plan.

The Fairfax Chamber is widely regarded as the region’s premier forum for access to:

- **BUSINESS DEVELOPMENT**
- **THOUGHT LEADERSHIP**
- **PROFESSIONAL DEVELOPMENT & MENTORING**
- **ADVOCACY**
- **STRATEGIC COMMUNITY PARTNERSHIPS**
- **BUSINESS TO BUSINESS SERVICES**

The Fairfax Chamber vision is to be the preeminent Northern Virginia membership organization for businesses to grow through relationship building with stakeholders and through engagement in partnerships throughout the Metropolitan Washington Region.

The Fairfax Chamber is the largest Chamber of Commerce in Northern Virginia, according to the Washington Business Journal’s Book of Lists. With revenue of more than $2.65 million, the Fairfax Chamber represents nearly 700 members companies with more than 500,000 employees in the region. Fairfax Chamber membership delivers connections and access for new business relationships and exposure within target industries. Members have the opportunity to impact public policy and discover critical issues and trends affecting their businesses.

The Fairfax Chamber’s mission is to offer business development opportunities to organizations interested in growth through knowledge, access and influence in Fairfax County, Northern Virginia, the Commonwealth of Virginia and the Metropolitan Washington Region. The Chamber leads the business community by: engaging in thought leadership; strengthening industry knowledge; advocating for business positions; and supporting key partnerships.

In 2015 and 2016, the Chamber hopes to continue the trajectory of previous years, which have yielded unprecedented membership growth. More than 115 companies joined as members in 2014. While new organizations join the Fairfax Chamber, the current member retention rate is nearly 85%, which is more than 10% higher than the national average.
The Fairfax Chamber provides member organizations with the tools necessary to amplify their communications and marketing efforts in the Northern Virginia market.

DIGITAL MEDIA
Doing Business, a bi-weekly e-newsletter, is distributed to over 18,000 members, business leaders and elected officials. Original articles spotlight members and highlight their community involvement and business success. The Chamber’s new website, unveiled in 2014, is a source for business intelligence and thought leadership. It also features an interactive blog. Members are encouraged to contribute content. Advertising opportunities are available for all digital and print media. Please contact Becky Graham, bgraham@fairfaxchamber.org, 703.752.7515, or Molly Boyce, mboyce@fairfaxchamber.org, 703.752.7508, to place an ad.

MEDIA RELATIONS & PR
The Chamber regularly connects national, state and local media outlets to Northern Virginia businesses of all sizes and industries for news articles. We mentor and assist members in utilizing public relations opportunities including awards events as a creative, free option to spotlight your business success, community engagement and brand.

SOCIAL MEDIA
The Fairfax Chamber is a leader in social media and has the proven record of creating buzz for Chamber members and their events. Members actively engage with the chamber on Facebook and LinkedIn as well as on Twitter where we boast more than 6,500 followers. In particular, the Chamber received significant social media coverage of the 2014 Senatorial Debate. Our hashtag #VASenDebate had a 1.5 million reach and received 2.5 million impressions. It was in the top 2% of tweets nationally from 7-8 PM and was trending #1 in DC/Northern Virginia for 2.5 hours and trending top 5 in DC/Northern Virginia for 4 hours.

You can find the Chamber on Twitter: @FairfaxChamber. You can also find us on Facebook and LinkedIn by searching Fairfax County Chamber of Commerce.

TRADITIONAL MEDIA
Major annual events, such as the Valor Awards, Greater Washington Innovation Awards, Outstanding Corporate Citizenship Awards and Greater Washington Government Contractor Awards™, offer advertising opportunities in commemorative programs to generate visibility for members to key audiences and influencers. Our NOVABizGuide, the only online business guide in Northern Virginia, features additional opportunities for brand recognition and advertising.

RESEARCH PAPERS
The Fairfax Chamber’s nearly 700 member companies represent a wealth of knowledge in the business community. The research papers submitted to the Chamber through sponsorships focus on topics related to one of our thought leadership councils—Corporate Social Responsibility, Economic, GovCon, Innovation & Entrepreneurship, NOVAForward, Veteran and Military Business, and Women in Business.
LARGE COMPANY REPRESENTATION

A Majority of businesses with 1,000 or more employees in Northern Virginia engage with the Fairfax Chamber.

- More than 70% of the Chamber’s membership is comprised of small businesses with less than 50 employees.
- 30% of members are located outside of Fairfax County.
- In 2015, the Fairfax Chamber had more than 10,000 registrants for its 100 meetings/events.
- Membership is comprised of companies from all industries located in the region.

BUT... DID YOU KNOW?

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- In 2015, the Fairfax Chamber had more than 10,000 registrants for its 100 meetings/events.
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BUSINESS ADVOCACY

The Fairfax Chamber is THE VOICE OF BUSINESS IN NORTHERN VIRGINIA™ before the local, state and federal government.

BUSINESS ADVOCACY

The Fairfax Chamber’s robust legislative program advances pro-business policies in critical areas like transportation, technology, health care, government contracting, hospitality, taxation and more.

GENERAL ASSEMBLY SESSION

During the 2014 and 2015 Virginia General Assembly sessions, the Fairfax Chamber achieved a number of legislative victories, including:

- Securing passage of legislation intended to protect the integrity of a major transportation reform and funding plan.
- Defeating legislation to alter the Public-Private Transportation Act that would have discouraged private companies from investing in Virginia infrastructure projects.
- Successfully opposing a countywide meals tax proposal that would have adversely affected Fairfax County restaurants, caterers, hotels and residents.
- Securing passage of legislation that would end a two-year moratorium on the use of unmanned aerial vehicles.
- Defeating legislation to increase Virginia’s minimum wage from its current federally mandated level of $7.25 per hour.
- Led a coalition to secure more state funds for Northern Virginia public schools, including Fairfax County Public Schools (FCPS).
- Securing passage of legislation to direct the Virginia Department of Transportation (VDOT) to amend its regulations to permit food truck vending on state highway rights-of-way.

ACCESS TO DECISION-MAKERS

Providing members with access to elected officials at all levels of government is paramount to the Chamber’s advocacy program. In 2014, the Chamber hosted 4 political debates and town halls, including the marquee race for U.S. Senator from Virginia with Republican candidate Ed Gillespie and Democratic incumbent Senator Mark Warner. The debate aired live in primetime on NBC4 and NBC affiliates across the Commonwealth as well as on C-SPAN 2 and was moderated by highly respected journalist and host of NBC’s Meet the Press, Chuck Todd. The debate was streamed live on NBCWashington.com, NBC Washington News App, and the Fairfax Chamber’s website. The event was also available on COX On Demand and Comcast On Demand.

In addition, Chamber members participated in the Fairfax Chamber’s annual Viva Virginia event in Richmond with policymakers, including the Governor, Lieutenant Governor, and Speaker of the House of Delegates.

The business advocacy offerings of the Chamber also include opportunities to participate in events such as bipartisan congressional roundtables and meetings with elected officials, Virginia cabinet members, and other policymakers across the Commonwealth.

NOVABIZPAC

Ensuring that Northern Virginia has a voice in the legislative process, the Chamber established the Northern Virginia Business Political Action Committee (NOVABizPAC) in 2002 to support Virginia legislators and policymakers who promote a favorable business climate and a high quality of life in Virginia.
COMMUNITY PARTNERSHIPS

VALOR AWARDS
The Valor Awards honor the bravery and dedication of first responders in Fairfax County from the Police and Fire & Rescue Departments and Office of the Sheriff. In 2015, NBC4 Morning Anchor Aaron Gilchrist served as emcee for the event, held March 26th at the Westfields Marriott.

The Valor Awards are one of the most anticipated events among the public safety community. Nearly 500 attendees come out annually to honor those who protect Fairfax County businesses and citizens daily.

CHAR-A-OKE
Since 2011, Char-a-oke (charity karaoke) has quickly become one of the most exciting traditions at the Fairfax Chamber. This annual fundraiser brings together the region’s most prominent businesses, executives and elected officials who let their hair down and belt out their best karaoke tunes.

LOOKING AHEAD
The Fairfax Chamber encourages its members to participate in strategic community partnerships as a part of their business model. Our partnerships align to key national issues of concern to the business community including:

- Regional Cooperation
- Education (particularly STEM)
- Workforce Development
- Veteran’s Employment & Business Opportunities
- Preventing & Ending Homelessness
- Innovation & Entrepreneurship
- Young Professional & Leadership Development
COUNCILS & COMMITTEES

CORPORATE SOCIAL RESPONSIBILITY COUNCIL

The Fairfax Chamber’s Corporate Social Responsibility Council (CSR) provides thought leadership on corporate social responsibility as a critical component of business strategy. Specific areas of focus include best practices in social responsibility, ethical accountability, economic viability, and environmental stewardship.

The CSR Council kicked off 2015 with an event titled “How Your CSR Efforts Can Impact Your Community,” moderated by Patricia Stevens, Executive Director, Fairfax County Office of Public Private Partnerships. The event focused on how businesses can create both social value and corporate value through strategic CSR integration into core business processes and stakeholder management. In the fall, the council will hold “Why Hiring Veterans Makes Cents” in collaboration with the Veteran and Military Business Council and the Innovation and Entrepreneurship Council. Other areas of focus in 2015 will include corporate sustainability reporting.

ECONOMIC COUNCIL

The Economic Council works to promote the economy of Northern Virginia to the regional, national and international community, thus raising awareness of economic trends and issues facing our region and equipping businesses with the information needed to make informed decisions.

Each year this group convenes for an Economic Outlook featuring a high profile economist or entrepreneur and a panel of regional executives discussing the outlook for the coming year for the region and its highest profile industries. In 2015, the Fairfax Chamber partnered with the Washington Business Journal and hosted a panel that included:

- Robert Blue, President, Dominion Power
- Jeff Detwiler, President and COO, Long & Foster
- Martin Regalia, Senior Vice President for Economic and Tax Policy & Chief Economist, US Chamber of Commerce
- Joan Dempsey, Executive Vice President, Booz Allen Hamilton
Other featured speakers have included David Rubenstein, founder and co-CEO of The Carlyle Group and Steve Case, co-founder of AOL; now Chairman of Case Foundation and Revolution.

To kick off 2015, the Economic Council hosted a hugely successful event titled, “Expanding Into Fairfax County’s International Marketplace.” The event included an industry-diverse panel and allowed the Chamber to engage with a new group of businesses. The following groups attended the event:

- Asian American Chamber of Commerce
- British-American Business Association
- French American Chamber of Commerce
- Netherlands America Chamber of Commerce
- The Swedish-American Chambers of Commerce
- Turkish American Business Network
- Virginia Hispanic Chamber of Commerce

GOVERNMENT CONTRACTING COUNCIL

The Fairfax Chamber’s Government Contracting (GovCon) Council is the Chamber’s largest and most active council. This group is the region’s best forum for engagement with Northern Virginia’s robust government contracting community.

Always ahead of the curve, the GovCon Council kicked off 2015 by convening a Symposium which focused on positioning yourself and your company for growth in the years to come. This program also concentrated on navigating the GovCon industry roller coaster and managing the twists and turns ahead. This half-day session featured a keynote address from Don Baptiste, Co-founder and Head, of Bloomberg Government, followed by breakout sessions with more than 20 C-level executive panelists.

Recognizing that the ties between the government contracting industry and other business sectors are close and solid, the GovCon Council will continue to collaborate with all Chamber councils including the long standing partnership with the Women in Business council to create the Women at the Top of Government Contracting program.

Other programming areas of focus for the GovCon Council include: Mergers & Acquisitions, Cyber Security, Business Development, Teaming & Subcontracting and much more.
INNOVATION AND ENTREPRENEURSHIP COUNCIL

The Innovation and Entrepreneurship Council promotes, enhances and facilitates the growth of innovative and entrepreneurial organizations in Northern Virginia through the facilitation of networking and educational programs, strategic public relations and communications, and advocacy for favorable corporate environments.

This new council kicked off 2015 with an event titled, “Growing and Promoting Entrepreneurship and Innovation within our Region.” A distinguished panel shared their perspectives on what drives entrepreneurship and innovation regionally and how Fairfax County can enhance its economy by becoming a thought leader in these arenas. The discussion centered on how policy incentives, contributions from higher education, infrastructure growth, grass roots resources and more can contribute to our region as a growing core for entrepreneurship and innovation.

NEXT GEN COUNCIL

The Next Gen Council is a leadership development program for the rising stars within your organization. Young professionals will participate in a variety of programs focusing on leadership behaviors and skills, and personal and professional growth while gaining access to renowned speakers and facilitators, collaborating with leaders from the Chamber and its councils, and exploring mentoring opportunities.

The Next Gen council provides engagement in two ways. All companies and individuals can participate in bi-monthly series events on topics such as the impacts of positive leadership, conflict resolution, and understanding the multi-generational workplace. Companies sponsoring the council at the Signature, Gold, and Silver levels may choose one representative to serve on the Council Leadership Team. These representatives form an elite group of 20, who are invited to attend monthly facilitated private programs, the Chamber’s bi-monthly Board of Directors meetings and serve on the council planning committee.

Next Gen kicked off 2015 with a program titled “Understanding and Embracing the Four Generations” which hosted panelists from each generation and engaged a diverse audience in a discussion about the new ways we must communicate in the workplace. The Council Leadership Team has held roundtable discussions facilitated by area executives, including:

- Jenn Aument, Group General Manger, North America, Transurban
- Dr. Ed Bersoff, Managing Director, PFF, LLC
- Adrian Chapman, President & COO, Washington Gas
- Lovey Hammel, President & Co-Founder, Employment Enterprises, Inc.
- Mehul Sanghani, President, Octo Consulting Group
- Todd Stottlemeyer. CEO, INOVA Center for Personalized Health

NOVA FORWARD COUNCIL

The NOVA Forward Council addresses regional issues impacting the business community, including education, workforce development, transportation, healthcare and more.

Through the NOVA Forward initiative, the business community plays a leadership role in addressing the issues key to enabling Northern Virginia to experience the same level of success and growth in coming years that it has over the past several decades. Issues of focus for 2015 include: workforce development, health care and transportation.

To kick off 2015, the NOVA Forward council hosted a widely successful event titled “Responding to Shifts in Northern Virginia’s Labor Market” which addressed the state of the region’s workforce and how employers
and employees alike can achieve success. Panelists shared perspectives on employer hiring trends within select Northern Virginia business sectors. Additionally, they discussed the challenges facing both jobseekers and employers seeking specific skills in new workers.

VETERAN AND MILITARY BUSINESS COUNCIL
Formed in 2015, The Veteran and Military Business Council works to promote and strengthen Fairfax Chamber member companies by facilitating relationships and information exchange between the business and the veteran/military communities throughout Northern Virginia. The Council focuses on the following areas:
(i) Increasing the awareness of resources and information helpful to Fairfax Chamber businesses and veterans;
(ii) Providing information and facilitating relationships necessary for businesses to access the veteran/military communities to help Fairfax Chamber member civilian and veteran-owned businesses grow;
(iii) Providing a rallying point for veteran members to successfully navigate the maze of support and opportunities available to them;
(iv) Collaborating with other Fairfax Chamber committees and councils to ensure veterans and military issues are addressed, as necessary, as part of their agenda.

WOMEN IN BUSINESS COUNCIL
The Women in Business Council leverages the power of women by providing access to programs, thought leadership, networking and mentoring opportunities for professional development, and recognition and promotion of role models benefiting the professional careers of our members. The Women in Business Council also convenes CEOs for programming on their personal stories of success.

In 2015, the Women in Business Council again partnered with the GovCon Council to produce the Women at the Top of Government Contracting Event. They also hosted an event titled, “Women in Business: Meet the TRUE Transformers!” The event hosted a panel of successful women business owners who have been able to grow and evolve with the ever-changing economy.

Other areas of focus include career management, keeping cool under fire, the coach approach to communications and more.

OPERATIONAL COMMITTEES
Member involvement is what continues to make the Fairfax Chamber a dynamic and growing organization. Our Operational Committees, which meet regularly and oversee our strategic direction, include:

- Audit
- Finance
- Governance & Nominations
- Policy
- Strategic Growth Council
The **OUTSTANDING CORPORATE CITIZENSHIP AWARDS & CHAIR LUNCHEON**, hosted each June, is the premier annual gathering of the “who’s who” of the Northern Virginia business community.

In 2015, the Awards attracted members of the business community, elected officials and other community leaders. 2014-2015 Fairfax Chamber Chair Phil Panzarella, Co-Founder and Partner, SGS LLC passed the gavel to 2015-2016 Chair Mitch Weintraub, Managing Partner, Cordia Partners.

The Lifetime Achievement Awards, selected by past Chamber chairs for lifelong dedication and service to the Northern Virginia business community, were presented to Edward Bersoff, Ph. D., Managing Director, PFF, LLC and James Dyke, Senior Advisor, McGuire-Woods Consulting, LLC.

The NOVAForward Award, which recognizes exceptional work to move Northern Virginia businesses and the community forward, was presented to Alex Orfinger, Executive Vice President, American City Business Journals.

Outgoing Fairfax Chamber Chairman Phil Panzarella presented Chairman’s awards for exemplary service to the Chamber over the past year.

2015 AWARD WINNERS:

**Outstanding Corporate Citizen of the Year**

(Large Business)

Booz Allen Hamilton

(Mid-Size Business)

Interstate Moving | Relocation | Logistics

(Small Business)

Commonwealth Consultants

Non-Profit of the Year

PRS, Inc.

Partnership Award

Deltek

Sustainability Award

Verizon

Emerging Influential of the Year

Dr. Charles Thomas, Jr., LMI

Executive Leader of the Year

Mary Agee, Northern Virginia Family Services

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Recipients of this year’s Chairman’s Awards included:

- Kathy Albarado, President & CEO, Helios HR
- Doug Brammer, Area Manager, Verizon
- Wayne Corini, Partner, Grant Thornton LLP
- Sam Ibrahim, Shareholder, Buchanan, Ingersoll & Rooney PC
- Harry Klaff, Managing Director, JLL
Celebrated each November and hosted in partnership with the Professional Services Council, the GREATER WASHINGTON GOVERNMENT CONTRACTOR AWARDS™ is the premier awards program honoring the leadership, innovation, and commitment to excellence of the individuals and businesses in the Washington, DC region’s government contracting sector.

In 2015, the affectionately dubbed “Academy Awards of Government Contracting” celebrated its 13th anniversary before an enthusiastic audience of nearly 1,000 government contracting professionals.

Paul Lombardi, longtime industry leader and former CEO of DynCorp, International, was inducted into the Greater Washington Government Contractor Awards™ Hall of Fame.

Additionally, Anne Rung, Administrator, Office of Federal Procurement Policy, was recognized as the 2015 Public Sector Partner of the Year. The nominations period for the 2016 Awards takes place from March – June 2016.

2015 WINNERS:

**Contractor of the Year** (up to $25 million)
Atlas Research

**Contractor of the Year** ($25-75 million)
OGSystems

**Contractor of the Year** ($75-300 million)
CALIBRE Systems

**Contractor of the Year** (greater than $300 million)
Accenture Federal Services

**Executive of the Year** (up to $75 million)
Ben Edson, VariQ

**Executive of the Year** ($75-300 million)
Y. Michele Kang, Cognosante

**Executive of the Year** (greater than $300 million)
John Heller, PAE

**Program of the Year:**
PAE
Clinical and Non-Clinical Management of Ebola Treatment Units
United States Agency for International Development
Because of the magnitude of business volume that occurs on a daily basis in our region, innovation is inherent to our culture.

But what defines innovation? Innovation can take the form of: new-to-market offerings; breakthrough solutions addressing complex business or societal problems; or a revolutionary approach to a problem that drastically improves the efficiency and effectiveness of one business or our business community as a whole.

Join us to celebrate the people and organizations who introduce new methods, ideas and products to improve our lives and challenge the status quo. Their innovations create new consumers and markets, and ultimately transform the way we do business. Learn what makes a Greater Washington area innovator.

2015 AWARD WINNERS:

**Tech Innovator of the Year**
Clarabridge

**Public Sector Innovator of the Year**
Fairfax County Public Private Partnerships and Neighborhood and Community Services/ SySTEMic Solutions Partnership

**Professional Service Innovator of the Year**
cove

**Hospitality, Tourism & Entertainment Innovator of the Year**
Wolf Trap Foundation for Performing Arts

**Health & Life Sciences Innovator of the Year**
Inova Fairfax Hospital

**Marketing & Advertising Innovator of the Year**
AOL

**Innovator of the Year**
Emanuel F Petricoin, Ph.D, University Professor and Co-Director, Center for Applied Proteomics and Molecular Medicine in the School of Systems Biology, George Mason University

**Lifetime Innovator**
Joe T. May, Founder, Chairman of the Board and Chief Technology Officer, EIT, LLC
2015 HIGHLIGHTS
2015 HIGHLIGHTS
No chart or graph can adequately convey what makes this the ideal location for your business. Companies, organizations and individuals thrive here because of the robust, welcoming business environment. Its creative atmosphere fosters motivating challenges and inspired solutions. The strong, stable and diverse workforce here enjoys many cultural and recreational options and some of the best schools in the country. To see how your business can benefit from a move to Fairfax County, visit www.powerofideas.org.