



**IN THIS ISSUE**

- Member News & Announcements PAGE 4
- Leadership Management Conference PAGE 5
- Ambassador of the Month PAGE 5
- Ten Tech Tips PAGE 7

KNOWLEDGE

**LOUDOUN CHAMBER'S FALL PICKS**

From high value marketing opportunities for small businesses to the chance to entertain your best clients at Loudoun's premier golf tournament, the Loudoun County Chamber of Commerce is offering great events this Fall that will drive your business success in 2010.

**The Market Place**

Loudoun County businesses are hungry for effective, low cost opportunities to market their products and services to reach the customers they want. The Market Place will be the premier business marketing trade show in Loudoun County, providing businesses of every size, industry and offering to reach the business, consumer and non-profit customers they are seeking. With low-cost exhibit booths and high value sponsorship opportunities, plus special events focused on important business topics and valuable prize giveaways, The Market Place will pack more fun and value into one day than any other event you will attend this year. If your business is doing business in Loudoun County, then secure your booth for The Market Place TODAY! The Market Place committee is also looking for volunteers to help plan this ground-breaking event. For details, contact Ashlie Vickers at [avickers@loudounchamber.org](mailto:avickers@loudounchamber.org).

**Small Business Awards**

Loudoun County finest entrepreneurs and their ground-breaking companies will again be honored at the Loudoun Small Business Awards on November 4, 2010. Hundreds

of local business and community leaders will gather at the Lansdowne Resort for this "Academy Awards-style" gala, where they will learn which businesses and their owners are chosen as the "best of the best" in Loudoun small business. This signature Loudoun County Chamber event offers some of the most highly valued marketing opportunities for businesses that want to be associated with this annual salute to Loudoun County's premier small businesses. The nomination process for the 2010 Small Business Awards will open next month, so get ready to nominate your best customers, partners and colleagues for this prestigious award. Check back at [www.loudounchamber.org](http://www.loudounchamber.org) for details.

**28th Annual Golf Classic**

Loudoun's oldest, most popular business golf tournament offers valuable opportunities for companies that enjoy entertaining clients and business partners on the golf course. In addition, the Golf Classic offers cost-effective ways to target your marketing message to reach those top Loudoun business executives that have a passion for golf. Best of all, foursome and sponsorship costs have been reduced significantly, providing businesses of every size an opportunity to participate in Loudoun County's finest business networking golf tournament. Scheduled for September 13th, at the Belmont Country Club, the Annual Golf Classic is partnering with Loudoun's only food bank to help families in our community that are struggling in a tough economy. Proceeds

■ CONTINUED ON PAGE 4

LEADERSHIP

**STATE OF TRANSPORTATION**



Sean T. Connaughton

Northern Virginia's transportation crisis is the biggest challenge to our region's economy and quality of life. No one understands our region's transportation needs better than Sean T. Connaughton. On May 12th, join Loudoun's top business, political and community leaders in a discussion with Secretary Connaughton, as he shares the McDonnell Administration's plans to fund, build and maintain the transportation infrastructure that Virginia needs to compete in the 21st Century economy.

Following Secretary Connaughton, Thomas Farley, Loudoun County's Dulles rail Coordinator, will present the status of the Dulles Corridor Metrorail Project and its impact on the economy and transportation network in Loudoun. Register online at [www.loudounchamber.org](http://www.loudounchamber.org). ■



**Jared Melvin, Old Town Insurance & Financial Services is all smiles flanked by Carla Denis, Loudoun Arts Council & Ritzya Mitchell, The Drama Coach at the Loudoun Chamber's best networking event, the Business Showcase Breakfast**



**Doug Ward, Lana Heaslip & Jamie Pearson of Middleburg Bank at the Annual LeadShare Luncheon where the bank served as the Gold Sponsor**



**Loudoun Chamber members gather on the terrace at Lansdowne Resort for the Chamber's monthly mixer. Guests include Bill Hornbeck, Capital Hospice; Michael Runde, One Loudoun; Carol Kost & Christina Druther of Loudoun Youth.**



**Delegate Tag Greeson, Dave Macfarlane, Innovative Information Solutions, Inc. & Jeanette Newton, DAAR; gather at the Virginia Legislative Post Session Breakfast in late April at Belmont Country Club.**



**Bree Benson of Lansdowne Resort welcomes Chamber members to enjoy the beautiful spring evening on the Terrace.**

## REDSKINS' HEAD COACH HEADLINES LEADERSHIP LUNCHEON SERIES

The Loudoun County Chamber proudly welcomes Coach Shanahan as he headlines the second installment of our highly successful Leadership Luncheon Series on Thursday, May 20th at The National Conference Center, who serves as the 2010 Series Sponsor. Other event sponsors include Comcast Business Class/Comcast Spotlight and Country Way Floral.

Regarded as one the game's brightest minds, Shanahan is now faced with the task of returning the Redskins back to a perennial championship contender.

Shanahan, 57, was named the Redskins' Executive Vice President/Head Coach on January 6, 2010, bringing with him a resume which includes two Super Bowl championships and a 146-98 regular season record as an NFL head coach. Additionally, he is one of 12 head coaches in league history to guide a club to a pair of Super Bowl victories and one of six to accomplish the feat in consecutive years.

During his 25-year NFL coaching career, Shanahan has been a part of teams that have played in 10 AFC or NFC Championship Games. He has coached in six Super Bowls – five with Denver and Super Bowl XXIX with San Francisco. In his nine seasons coaching at the collegiate level, Shanahan's teams participated in eight bowl games and won two national championships (Oklahoma – 1975 and Eastern Illinois – 1978).

Shanahan led Denver to 138 regular-season victories in 14 seasons in Denver, a win total that marks the 10th-most by a head coach with one franchise in NFL history. Among the nine coaches who have more wins with one club than Shanahan, all eight who are eligible for the Pro Football Hall of Fame have been honored with membership.

We anticipate a sold-out event and encourage you to secure your reservations online at [loudounchamber.org](http://loudounchamber.org) or call 703 777 2176 for sponsorship details. ■

**SAVE  
THE  
DATE**

**28TH ANNUAL GOLF CLASSIC**  
Monday, September 13th  
Belmont Country Club

REGISTER ONLINE [WWW.LOUDOUNCHAMBER.ORG](http://WWW.LOUDOUNCHAMBER.ORG)



Jennifer Abernethy



Fred Lear, Vantage Financial Services &  
Steve Boulter, AAA Mid-Atlantic

Jennifer Abernethy, author of the just released publication, *"The Complete Idiot's Guide to Social Media Marketing"* headlined the Annual Leadership Luncheon where she shared social media marketing tips. Abernethy encouraged business leaders to venture in the world of social networking and develop a global branding presence with while increasing profits locally. All of the Loudoun Chambers nine LeadShare groups were in attendance at the Luncheon held at Belmont Country Club. Visit the Loudoun Chamber website for more information on the LeadShare program - [www.loudounchamber.org](http://www.loudounchamber.org) ■



Lisa Svendsen,  
Tastefully Simply  
Independent  
Consultant

## CHAMBER EVENTS

June 2010

**3RD** Thursday  
STATE OF THE COUNTY  
Location to be determined  
8:00 a.m. ~ 10 :00 a.m.  
Admission: \$30M; \$45NM

**10TH** Thursday  
BUSINESS SHOWCASE  
BREAKFAST  
Belmont Country Club, Ashburn  
7:30 a.m. ~ 9:00 a.m.  
Admission: \$22/\$33M; \$33/\$43NM

Gold Sponsor:  
VeriSign

**15TH** Tuesday  
GROW YOUR BIZ LUNCHEON  
Loudoun Chamber Headquarters  
11:30 a.m. ~ 1 :00 p.m.  
Admission: \$10M

**17TH** Thursday  
AFTER HOURS BUSINESS MIXER  
1757 Golf Club  
5:30 p.m. ~ 7 :00 p.m.  
Admission: \$10M

**OF NOTE: ALL sponsorship and ticket commitments are final, no refunds or credits will be issued. Admission is \$10 higher at the door.**



**Kristina Bouweiri, President and CEO of Loudoun County-based Reston Limousine and Travel Service, Inc. of Sterling, has been named to Virginia Lawyers Media's Class of 2010 Influential Women of Virginia. Bouweiri is among 50 women from across Virginia being recognized from hundreds of nominations for the honor. Started last year by Virginia Lawyers Media, publisher of Virginia Lawyers Weekly and Virginia Medical Law Report, the awards program recognizes**

the outstanding efforts of women across the Commonwealth in all professions. Honorees were selected on the basis of notable contributions the women are making to their fields and communities, as well as society at large. Bouweiri heads award-winning Reston Limousine ([www.restonlimo.com](http://www.restonlimo.com)), the Washington, DC metropolitan area's largest limousine and shuttle provider, and the 17th largest in the country.

**The Loudoun Community Health Center** received a \$200,000 donation from Inova Loudoun Hospital to help the Health Center provide medical services to the community. The Health Center opened its doors in 2007 to care for anyone in need, regardless of age or ability to pay, and has seen more than 6,000 patients. "This gift comes at an important time in our short history," said Debra Dever, CEO, of the Loudoun Community Health Center. "The demand for our services continues to increase as the economy has declined. Many people coming to us have recently lost their jobs, homes and the protection of health insurance. Inova's support is essential to our ability to help our neighbors in need, and for that, we are very grateful." The charity has a nearly \$3

million operating budget. Even with some federal funding support, the Health Center still must raise 75% of its budget through its fundraising efforts in the community.

**To deliver on its commitment to find practical and innovative ways to reduce the carbon footprint of its global operations, Verizon has launched a comprehensive sustainability program consisting of a series of new initiatives and an expansion of existing efforts. The initiatives and expansion range from significantly increasing the number of alternative vehicles in the company's fleet to conducting a trial of energy-efficient FiOS-TV set-top boxes to using more green products and services. "Verizon partners with other businesses, suppliers, employees and our customers to dramatically increase the sustainability of its supply chain and operations. This approach positions the company for growth in future markets while creating lasting social value." For more information about Verizon's commitment to the environment, visit [newscenter.verizon.com](http://newscenter.verizon.com).**

## Member News & Announcements

■ CONTINUED FROM PAGE 1

to help Loudoun's food pantry meet this year's record demand for nutritious meals to feed our friends and neighbors in need. The Golf Classic Committee also is looking for volunteers to help plan this groundbreaking event. For details, contact Roxane Remley at [rremley@loudounchamber.org](mailto:rremley@loudounchamber.org) or call 703 777 2176. ■



**Loudoun Young Professionals met at Vintage 51 in South Riding for their monthly networking social**

Cash flow isn't just important to business. It's everything.

PNC knows that cash flow is the lifeblood of your business. That's why we're committed to offering cash flow options that help improve your cash position. Our relationship managers will help you develop a total cash flow solution customized to your specific needs.



**PNC CFO**  
cash flow options

For more information, call Shafiq Alam at 703-547-7001 or visit [pnc.com/cfo](http://pnc.com/cfo).

Business Checking<sup>1</sup> | Remote Deposit<sup>2</sup> | Merchant Services<sup>3</sup> | Lines of Credit<sup>4</sup>



<sup>1</sup> Banking and lending products and services and bank deposit products are provided by PNC Bank, National Association. **Member FDIC** <sup>2</sup> Remote Deposit is subject to bank approval. <sup>3</sup> Merchant services are provided by PNC Merchant Services Company and subject to credit approval. <sup>4</sup> All loans and lines of credit are subject to credit approval. ©2010 The PNC Financial Services Group, Inc. All rights reserved. BB PDF 0709-062

## WHAT WOMEN DO: LEAD | INSPIRE | ACCOMPLISH

Administrator. Manager. Vice President. Entrepreneur. Small Business owner. Come one, come all to the first ever Women in Business Alliance (WIBA) half-day conference, "What Women Do: Lead. Inspire. Accomplish." This event serves as the second installment in WIBA's 2010 Women in the Workplace Series.

On Tuesday, May 25th from 7:30 a.m. – 11:30 a.m. at the Hilton Garden Inn Dulles North Hotel, Ashburn, WIBA will proudly

host three dynamic female speakers who will reach a record audience on managing, leading and inspiring other women to accomplish the most in the workplace.

The morning will begin with a hot buffet breakfast and a special opportunity for a limited number of guest to meet & greet the speakers

in a private roundtable session. Attendees will be met by Bonnie Hughes, Principal, American Capital Planning; Debra Orbacz, President & CEO, Orbacz Strategy Group, LLC and Dr. Grace Keenan, Medical Director, Nova Medical & Urgent Care Center, Inc. The remainder of the morning will comprise of three breakout sessions, giving attendees the unique opportunity to hear from all three highly acclaimed, Loudoun based speakers. Sufficient breaks and a brief closing Q & A session with the panel will round out the morning!

One session offered at the "What Women

Do" Conference will be Managing Clients: Get them, Keep them, Love them or Leave them by Bonnie Hughes.

"How you manage clients can mean the difference between loving your business and celebrating your work or dreading interactions with those that should not have become clients in the first place," Hughes said. She will share nearly 20 years of managing clients through 3 businesses: a tax practice, and two financial planning and



WIBA proudly presents a wealth of knowledge and experience in Bonnie Hughes, American Capital Planning; Dr. Grace Keenan, Nova Medical & Urgent Care Center, Inc., & Debra Orbacz, Orbacz Strategy Group

wealth management businesses. She will give you clear guidance on how to attract clients that love you but just as importantly that you will want to be part of the growth of your business. You'll even find out why Hughes once fired a \$6 million dollar client!

A second session focuses on Managing Employees, led by Dr. Grace Keenan, who will focus on how she's grown her company from a sole proprietorship to the largest primary care practice in Loudoun County with four different facilities and more than 160 employees. She will speak about Nova's structure, the hiring process

and how she has effectively maintained employee relationships and loyalty over the years. Dr. Keenan will also propose a "check list" of key initiatives/tasks that she thinks are necessary when running a successful business and managing employees.

Debra Orbacz will lead a third session at the Conference titled Navigating the Leadership Labyrinth: Wisdom for Women in Leadership. Orbacz shares key information that all professional women

should possess such as critical knowledge as the basis for successfully navigating careers and becoming stronger, more effective leaders. Orbacz will present eye-opening research on women in leadership and some of the major differences in how men and women take charge and lead, both

in our personal and professional lives. Points of interest include - critical success factors for female leaders; leadership career derailers; emotional intelligence and how women operate; and how important is the image I project?

American Capital Planning, LLC proudly serves as the 2010 WIBA Series Signature Sponsor. There are additional key sponsorship opportunities for the What Women Do Conference still available for this event! Contact Ashlie Vickers for more information or visit the Chamber's website at [loudounchamber.org](http://loudounchamber.org). ■

## AMBASSADOR OF THE MONTH | SUSAN LEE



Susan Lee

*The Loudoun County Chamber of Commerce is proud to recognize Susan Lee as the Ambassador of the Month. Providing qualified business referrals is one of her strengths and this month she has referred two members to the Loudoun Chamber. Just as Susan greets every chamber member with a cheery and welcoming face, she also greets every one of her clients at Rainbow International Restoration & Cleaning with the same warmth and enthusiasm. For issues of flooding, fire, or just stains on your carpet, Rainbow International restores your home or office to its original form. Whether in business or as an Ambassador, Susan prides herself in helping each client and Chamber member alike make those necessary connections in the business community to help them succeed in Loudoun's competitive business environment. ■*



BigConnect is a monthly newsletter of the Loudoun County Chamber of Commerce.

**BIZCONNECT EDITORIAL TEAM**

Tony Howard  
Lorna Campbell Clarke  
Ashlie Vickers

**2010 EXECUTIVE COMMITTEE**

**Chairman**  
RALPH BUONA, TELOS CORPORATION

**First Vice Chairman**  
THOMAS MOLER, YOUNT, HYDE AND BARBOUR

**Second Vice Chairman**  
KURT KRAUSE, NATIONAL CONFERENCE CENTER

**Immediate Past Chair**  
JAMES ROHRBAUGH, INOVA LOUDOUN HOSPITAL

**Treasurer/VP Finance**  
GREG JAY, VIRGINIA COMMERCE BANK

**General Counsel**  
ROBERT SEVILA, SEVILA, SAUNDERS,  
HUDDLESTON & WHITE

Chris Charron, CHARRON CONSULTING  
Elyse Galik, COMMUNICATE BY DESIGN  
Scott Hamberger, FORTESSA, INC.  
Pamela Jones, LONG & FOSTER  
Jared Melvin, OLD TOWN INSURANCE &  
FINANCIAL SERVICES, INC.  
Mike Otto, JOHN MARSHALL BANK  
Tracey White, HCA VIRGINIA  
Mindy Williams, ACCESS POINT PUBLIC AFFAIRS  
John Wolff, CAPITAL FIDUCIARY ADVISORS

**CHAMBER STAFF**

**Tony Howard**, thoward@loudounchamber.org  
President x9020

**Donna Bailey**, dbailey@loudounchamber.org  
Administrative Coordinator x9026

**Lorna Campbell Clarke**,  
lclarke@loudounchamber.org  
Marketing & Communications Manager x9024

**Linda Coffey**, lcoffey@loudounchamber.org  
Controller x9022

**Grafton deBults**, gdebults@loudounchamber.org  
Membership Sales Manager x9021

**Roxane Remley**, rremley@loudounchamber.org  
Events Manager x9025

**Penny Swan**, pswan@loudounchamber.org  
Membership Coordinator x9038

**Ashlie Vickers**, avickers@loudounchamber.org  
Events Coordinator x9036

**Stacie Zakrzewski**,  
szakrzewski@loudounchamber.org  
Webmaster x9034

BigConnect is a production of The Loudoun County Chamber of Commerce to keep members up to date on its member businesses, initiatives and events. The Loudoun County Chamber of Commerce represents more than 1,300 businesses in Loudoun County and Northern Virginia. As Loudoun County's largest broad-based business organization, the Chamber serves to make the connection in the community. It is committed to ensuring the growth and development of new and existing businesses within the county.

©2010 Loudoun County Chamber of Commerce. BigConnect is published monthly by the Loudoun County Chamber of Commerce. Subscription rate of \$25 per year included in cost of Chamber membership. Send article submissions and news briefs to marketing@loudounchamber.org. Newsletter sent standard rate postage from Leesburg, VA.

ATTN: POSTMASTER: Send news articles & address changes to: Lorna Campbell Clarke, Marketing & Communications Manager, BizConnect c/o Loudoun County Chamber of Commerce, P.O. Box 1298 Leesburg, VA 20177 Phone: 703-777-2176; FAX: 703-777-1392

DESIGN CONCEPT: n2design www.n2wdesign.com  
PRINTING: Allegra Print & Imaging, Chantilly, VA.

RELATIONSHIPS

**NEW MEMBERS**

AFLAC  
Sina Djalili  
Insurance

Allergy Solutions of Reston  
DeBritt Ealey  
www.allergysolutionsnow.com  
Health Products/Services

Ashburn Indoor Self-Storage  
Tracy Williamson  
www.unitedstorage.net  
Storage

Chris Burke  
www.mrfaux.com  
Painting & Wallcovering

Compound Profit Advisors  
Anus Mehta  
www.cprofitdc.com  
Business Services

Comtech Aero Astro, Inc.  
Paul Lithgow  
www.aeroastro.com  
Engineers

Crown Relocations  
Kory Borde  
www.crownrelo.com  
Moving & Storage

Diamonds & Rust Enterprises, Inc.  
Marcia Hall  
www.shopdiamondsandrust.com  
Retail

Diana Geremia  
www.DianaGeremia.com  
Real Estate

Discovery Communications  
Catherine Carroll  
www.discovery.com  
Entertainment

Doug Corbett Voiceover  
Doug Corbett  
Telecommunications

Dulles Motorcars  
Jeff Collins  
www.dullesauto.com  
Automotive - Dealers

Enterwall, LLC  
John Walley  
www.enterwall.com  
Business Services

Fairway Independent Mortgage Corp.  
Kevin D. Morel  
www.morelfinancial.com  
Mortgage Banking

Friends of Loudoun Mental Health  
Stephanie Foran  
www.loudounfriends.org  
Non-Profit/Charitable Organization

Homestretch, Inc.  
Christopher Fay  
www.homestretch-inc.org  
Non-Profit/Charitable Organization

Horizon Consulting Inc.  
Wanda Alexis Alexander  
www.horizon-inc.com  
Government - Contract/Consulting

Incisive Learning Designs, LLC  
Lisa Ross  
Consultants

Joseph A. Bank  
Aida Kadric  
Retail

Lovettsville Home Assisted Living  
Nahid Shadrokh  
www.thelovettsvillehome.com  
Assisted Living

Modern Mechanical, LLC  
Shawn Mitchell  
www.modernmec.com  
Heating & Air Conditioning

Navy Federal Credit Union  
Stephanie Simpson  
www.NavyFCU.org  
Credit Unions

Office of the Commonwealth's  
Attorney  
Jim Plowman  
Attorneys/Law Firms

Olives by Jodi, LLC  
Jodi Goldberger  
www.olivesbyjodi.com  
Retail

Projet Aviation, LLC  
Shye Gilad  
www.projetaviation.com  
Airlines

QuoteMyHVAC.com, LLC  
Ashley Mitchell  
www.QuoteMyHVAC.com  
E-Commerce

R. A. Dobson, Inc.  
Justin A. Dobson  
www.radobson.com  
Heating & Air Conditioning

Simin Adham  
www.loudounconnections.com  
Real Estate

Solar Odyssey Inc.  
Michael Alba  
www.solarodysseyinc.com  
Solar Energy

Sprint  
Brian Hedlund  
www.sprint.com  
Telecommunications

The George Washington Hotel  
Suzi Smith  
Hotels

Tigerlily Foundation  
Maimah Karmo  
www.tigerlilyfoundation.org  
Non-Profit/Charitable Organization

**RENEWING MEMBERS**

Advanced Corrective Chiropractic

Allstate Insurance Co.

American Red Cross

ARGroup--Computer Network Professionals

Autostrade International of Virginia

Beacon Accounting Group  
Bean, Kinney & Korman, PC  
Blade Runners Inc.

Blue Ridge Title & Escrow, Inc.  
Brambleton Group L.L.C.

Brown-Carrera Realty LLC  
Business Bank

Campbell Associates, Inc.  
Cascades Comfort Services, LLC

CertaPro Painters of Loudoun  
Comcast Spotlight

Communication Systems, Inc.  
Cooley Godward Kronish LLP

Costco Leesburg

Dee Vinchey and Friends  
Dulles Corridor Rail Association

Dulles Golf Center & Sports Park, LLC  
East Coast Communications

Embassy Suites Hotel Dulles - North  
Everything & The Dog

Executive Counsel  
Fairfield Inn by Marriott

Fortessa, Inc.  
Griffin-Owens & Associates

Hill High Country Store  
Home Network Solutions

Home Solutions Network, LLC  
Jack Kent Cooke Foundation

Keller Williams - Leesburg  
Leesburg Title & Escrow

Lost Creek Vineyard & Winery  
Loudoun Cares

Loudoun County Public Schools,  
Pupil Services/Transition

Loudoun Credit Union

Loudoun Veterinary Service, Inc.  
Loudoun Workforce Resource Center

M & T Bank

M. E. Flow, Inc.

Magnolias at the Mill

Moore Cadillac Hummer

Parrish Services

Pohanka Lexus

Proshred of Northern Virginia

Reed & Barton

S. Boynton and Associates, LLC

Senior Staff, LLC

Steigerwald, Gordon & Koch, Inc.

SunTrust Mortgage, Inc.

SynaVista

Talk Loudoun, LLC

Top Quality Janitorial

Town of Middleburg

Unison Advisory Group

Value Blind & Heirloom Draperies

Wash. Area New Auto Dlr. Assn.

(WANADA)

Your Community PhoneBook

# Verizon Offers 10 Tech Tips for Being Greener

Thanks to today's broadband and wireless technologies, being green has never been easier. With the recent observance of Earth Day on April 22, here are 10 ways technology can help people reduce their carbon footprint:

**Recycle cell phones that are no longer used.** Donating these phones to the Verizon Wireless HopeLine® program will keep batteries out of landfills and help generate funds to assist domestic violence survivors.

**Telecommute when possible.** Whether it's one day a week or once a month, working from home and using broadband connections, like Verizon's ultra-fast FiOS Internet or reliable High-Speed Internet services, can help reduce traffic congestion, trim your fuel bill, and reduce GHG emissions while adding time to your day.

**Go paperless.** In 2009, Verizon customers replaced 110 million paper bills with online bills, saving 2,866 tons of paper. By opting to receive monthly bills electronically, Verizon wireline and wireless customers helped save the equivalent of 68,793 trees.

**Use video conferencing instead of travel.** (One flight between New York and Los Angeles produces 1,600 pounds of CO2 per person.) Verizon employees held more than 8,000 virtual meetings in 2009, saving the equivalent of taking nearly 700 passenger cars off the road for a year.

**Get the Go Green App.** Verizon Wireless customers can find out their Green IQ, take quizzes and learn about taking simple steps to become more environmentally conscious.

**Shop online using a high-speed Internet connection** instead of making a trip to the mall for a single item.

**Movie Night at Home.** Watch a movie with a theater-like experience by using Verizon FiOS TV's video-on-demand service instead of driving to rent a movie.

**Need a new light bulb?** Opt for a compact fluorescent bulb, which cuts carbon emissions and outlasts conventional light bulbs.

**Use a mapping tool, such as VZ Navigator,** to find the most direct route to your destination to help save on fuel.

**Visit the Environmental Protection Agency's Web site** to learn about additional steps you can take at home, work or school to help protect the environment (<http://www.epa.gov/>). Or visit Verizon Thinkfinity ([www.thinkfinity.org](http://www.thinkfinity.org)), a free educational Web site, to find a host of free educational resources to teach children about environmental stewardship.

*"When it comes to reducing carbon emissions, small steps add up," said James Gowen, chief sustainability officer for Verizon. "Every day, we're discovering new ways that Verizon's ultra-fast broadband and wireless networks help our customers reduce their carbon footprints."*

Verizon is committed to finding practical and innovative ways to increase energy efficiency and bolster conservation efforts. In 2009, Verizon's aggressive energy reduction measures reduced the company's CO2 emissions by more than 793 million pounds, approximately the amount of CO2 emitted by 46,700 homes in a year. The company also improved its rate of emissions per million dollars in revenue to 60.2 metric tons of CO2 in 2009, from 64.4 metric tons in 2008.

**VERIZON'S ONLINE NEWS CENTER:** Verizon news releases, executive speeches and biographies, media contacts, high-quality video and images, and other information are available at Verizon's News Center on the World Wide Web at [www.verizon.com/news](http://www.verizon.com/news) ■

## Grow Your Biz SPRING & SUMMER HOT PICKS! ✓

On the third Tuesday of each from, at the Loudoun Chamber headquarters, from 11:30 a.m. to 1:00 p.m. - chamber members that are Champions in their industry will present to other members key ideas and points on topics of interest all in an effort to help you grow your business.

Sign up today to attend the following:

**MAY 18: Selling –it's all about attitude**

**JUNE 15: Making your marketing event memorable**

**JULY 20: Niche networking targeting your networking efforts**

**AUGUST 17: Constant Contact – harvesting more dollars out of your existing customers**

Each session is \$10 and drinks are provided. You are invited to bring you own lunch!

For more information, or to register, visit the Loudoun Chamber website - [www.loudounchamber.org](http://www.loudounchamber.org) ■

# Your business reflects you. So should your banker.



Gale Waldron,  
*Executive Director, ArtSquare*



Having a banker who knows you means you have a valuable business partner who can help anticipate your needs. Talk to us about the business of running your business. Because the more we get to know you, the more we can help.



**Middleburg Bank**  
*Neighbors You Can Bank On.™*

Ashburn • Leesburg • Marshall • Middleburg • Purcellville • Reston • Warrenton

[MiddleburgBank.com](http://MiddleburgBank.com) ▶

© 2010 Middleburg Bank Member FDIC

703-777-6327 • 540-687-6377 • 540-878-2800

## 2010 PARTNERS IN MEMBERSHIP

• ALLEGRA PRINT & IMAGING

• BEST WESTERN LEESBURG HOTEL & CONFERENCE CENTER

• COMFORT SUITES LEESBURG

• GEORGE MASON UNIVERSITY

• GEORGE WASHINGTON UNIVERSITY

• LOUDOUN INSURANCE GROUP

• MIDDLEBURG INVESTMENT GROUP

• PARRISH SERVICES

• PNC BANK

• RAINBOW INTERNATIONAL RESTORATION & CLEANING

• VINTAGE RESTAURANT GROUP

• WINDWARD COMMERCIAL

• YOUNT, HYDE & BARBOUR, P.C.

• INDUSTRIAL DEVELOPMENT AUTHORITY OF LOUDOUN COUNTY | BUSINESS PARTNER

• DEPARTMENT OF ECONOMIC DEVELOPMENT | COMMUNITY PARTNER



P.O. Box 1298  
Leesburg, VA 20177