

biz CONNECT

A publication of the Loudoun County Chamber of Commerce

Congratulations Small Business Awards 2008 Winners

Ag/Equine Business of the Year
Notaviva Vineyards

Franchise Business of the Year
Pump It Up Leesburg

Home Based Business of the Year
MakeUp Artistry by Tracie

Product of the Year
Edibles Incredible

Retail Business of the Year
Go Bananas

Service Business of the Year
Loudoun Family Practice

Technology Business of the Year
Zillion Technologies, Inc.

Entrepreneur of the Year
Hulya Aksu
Modern Mom Media Corporation

Small Business of the Year
Go Bananas

"The real source of wealth and capital in this new era is not material things.. it is the human mind, the human spirit, the human imagination, and our faith in the future."

Steve Forbes

LOUDOUN COUNTY
CHAMBER OF COMMERCE®

Small Business of the Year Goes Bananas!

The premier small businesses in Loudoun County were honored when the Loudoun County Chamber of Commerce unveiled the winners in the 2008 Small Business Awards.

To a packed room of more than 350 business and community leaders at The National Conference Center, nine companies were honored in front of their colleagues, families and peers as the top performing small businesses in Loudoun County.

Dave Trosko of Smith Barney and Co-Chairman of the Small Business Awards, along with Chris Charron of Charron Consulting, 2006 Small Business of the Year Winner and Co-chair of the Small Business Awards Committee and 2007 Small Business Award Winners announced the names of each of the winning businesses. The honorees were selected by blue ribbon panels of area business leaders in secret ballots that kept the winners' names confidential until the announcement on November 6th.

"These businesses and the entrepreneurs that lead them represent the very best that Loudoun's small business community has to offer. The passion, drive and courage these entrepreneurs exhibit in

ribbon committees of business leaders and industry experts.

"These are human stories that are as compelling and inspirational as any movie you'll see," Howard said. "These are the stories of the power of dreams, of perseverance."



Tim & Mary Holmes, Go Bananas
2008 Small Business of the Year

Top honor - Small Business of the Year - went to Go Bananas, a specialty toy store offering educational toys that spark your child's imagination and creativity, inspire and challenge their young mind, and are fun to play with! (Please view the list of winners on the left panel.)

pursuit of their dreams and ideas are truly awe-inspiring and the Loudoun County Chamber is honored to be associated with them," said Trosko.

Chamber President Tony Howard said that the competition for the Small Business Awards, now in its 14th year, is incredibly fierce. More than 245 businesses were nominated for these awards and just 33 finalists were by blue

"Chosen by their peers and other business leaders for this honor, the winners of the 14th Annual Small Business Awards are clearly among the most dynamic, innovative and successful companies in the region. The Loudoun County Chamber of Commerce is proud to award them the most prestigious recognition for business excellence in Loudoun County," Howard said. •

Loudoun Chamber Celebrates 40 Years of Leading Businesses

On December 4th, the Loudoun County Chamber of Commerce will celebrate its 40th anniversary with a gala dinner that will honor many of the businesses and individuals that helped create what has become Northern Virginia's largest, most dynamic chamber of commerce.

This special gala event at The National Conference Center in Lansdowne will include a special salute to the Chamber's leadership over the past four decades, with a special presentation to the men and women that have served as

Chairmen of the Chamber's Board of Directors.

The 40th Anniversary Gala will also offer high level networking, a gourmet dinner, a historic



commemorative program, and plenty of time for dancing to the music of the popular local band The Moonlighters.

In addition, organizers are planning for a special surprise entertainment that will have to be seen to be believed.

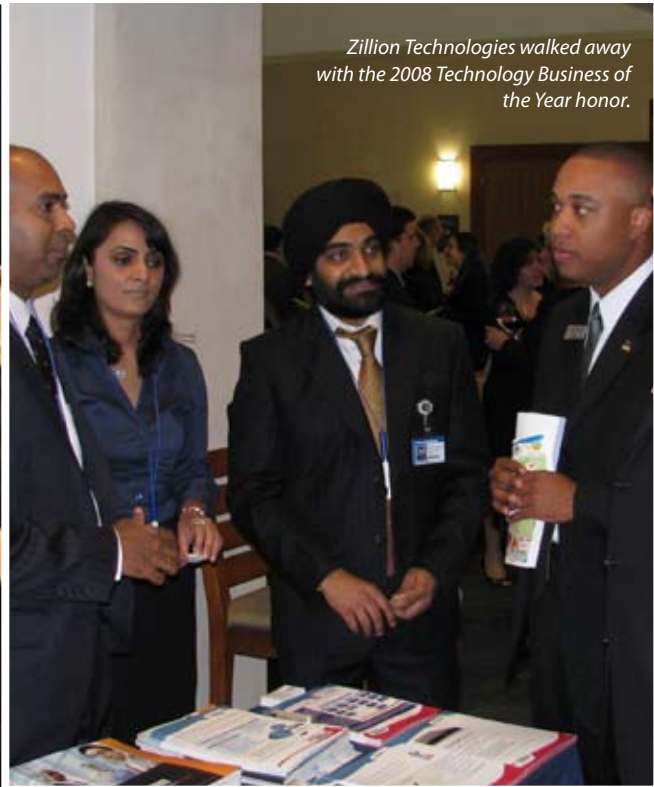
"The Loudoun County Chamber's 40th anniversary is a historic event and we plan to mark this special milestone by making some new history for our 1,250 members. The 40th Anniversary Gala is a "can't miss" event that will honor those leaders that built this great Chamber of Commerce, while celebrating the

Chamber's unique role in creating the world class community that Loudoun County has become," said Chamber President Tony Howard.

For registration information, visit www.loudounchamber.org or call 703.777.2176. •



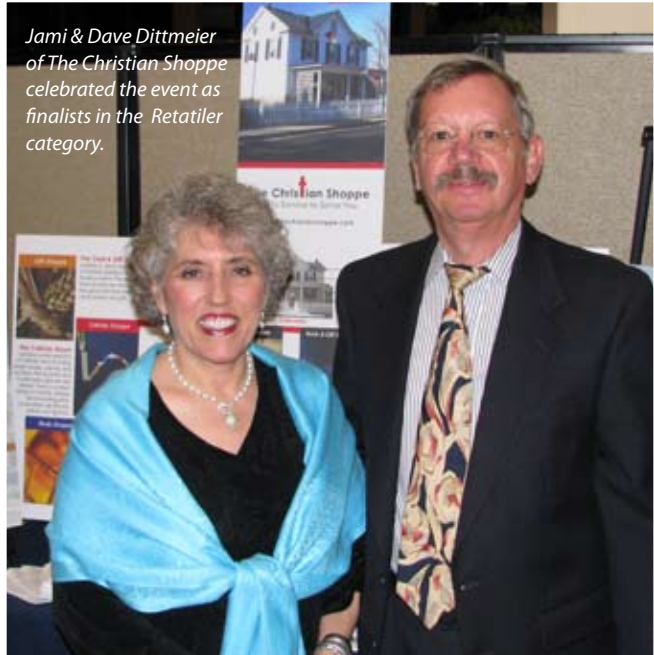
Dave Trosko, Smith Barney & Chris Charron, Charron Consulting & 2006 Small Business of the Year - congratulating each other for a job well done as their second year as Emcees of the Small Business Awards Gala comes to a close.



Zillion Technologies walked away with the 2008 Technology Business of the Year honor.



John Wolff & Pamela Pine of Loudoun Insurance Group, Dee Cook, Loudoun Farm Bureau celebrate with finalists and winners at the 2008 Small Business Awards Gala.



Jami & Dave Dittmeier of The Christian Shoppe celebrated the event as finalists in the Retailer category.



Paul & Anita Gilbert of NetQwik, finalists in the Technology category for the 2008 Small Business Awards.



Friends of Charron Consulting enjoying the Small Business Gala!

CHAMBER EVENTS

November 2008

13th, Thursday
Business Showcase Breakfast
 Belmont Country Club, Ashburn
 7:30 a.m. ~ 9:00 a.m.
 Tickets: \$20/\$30M; \$30/\$40NM
Gold Sponsor: Capital Hospice

18th, Tuesday
WIBA After Hours Exchange
 Holiday Inn Carradoc Hall,
 Leesburg
 5:30 p.m. ~ 7:00 p.m.
 Tickets: \$10M

20th, Thursday
After Hours Business Mixer
 Middleburg Bank, Ashburn
 5:30 p.m. ~ 7:00 p.m.
 Tickets: \$10M

Register online at www.loudounchamber.org. All sales are final. No refunds or credits will be issued. No-shows will be charged. Prices shown reflect pre-registration options.

December 2008

2nd, Tuesday
Lunch & Lean: Dulles South
 Moore Cadillac Hummer,
 Chantilly
 11:45 p.m. ~ 1:30 p.m.
 Tickets: \$30M

4th, Thursday
40th Anniversary Gala
 National Conference Center
 6:00 p.m. Cocktails
 7:00 p.m. Dinner & Dancing
 Tickets: \$125M

11th, Thursday
Business Showcase Breakfast
 Belmont Country Club,
 Ashburn
 7:30 a.m. ~ 9:00 a.m.
 Tickets: \$20/\$30M; \$30/\$40NM
Gold Sponsor: Ashburn Vision Source



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Lisa Peklo of Divafit, LLC, (center) with friends at the 2008 Small Business Award Gala



Friends & family of Edibles Incredible - 2008 Product of the Year.



Friends & family of Notaviva Vineyards - 2008 Ag/Equine Business of the Year.

NEW MEMBERS

Acuity Vision Care
Peyam Mojallal
www.mojvision.org

American Moving & Storage, Inc.
Mike Eybers
www.americanmoving.com

Boston Properties
Meredith Konrad
www.bostonproperties.com

Boy Scouts of America
Brian McGuire
www.boyscouts-ncac.org

Chantal's Personal & Business
Conceirge Services
Chantal Ross

Creative Memories
Mary Lombard
www.ImageMediaPress.com

Cynthia Anne Interiors
Cindy Fortin
www.cynthiaanneinteriors.com

FedEx Kinko's
Carolina Fuentes
www.fedexkinkos.com

Good Taste! Tours
Andrea Falzarano
www.goodtastetours.com

Guard-A-Kid
Dick Duvall
www.guardakid.com

James M Wright

Kids With Purpose
Anna Mitchum
www.kidswithpurpose.org

Law Office of Stephen Robin
Stephen Robin

Mar Meg LLC
Mark Albright

Mirror Ridge Office Building
Alan C Gault Jr

Morgan Stanley
Stephen Schwanke
www.morganstanley.com/fa/
stephen.schwanke

Pony & Pooch Therapeutic
Massage, LLC
Hollie Shan
www.ponyandpooch.us

Pools By Young, Ltd.
Robbie Keri
www.poolsbyyoungltd.com

Pump It Up Leesburg
Pat Flynn
www.pumpitupparty.com

SETEC
Christina Viar
www.setecinc.com

SMCI
Christopher J LeFevre
www.smconst.com

Southern Living At Home
Marcia Swartz

Sublime Logo Products, LLC
Sarah Konkel
www.sublimelogo.com

Swartz & Associates
Roger D Swartz

Sweetest Chef Cafe
Samantha Mairano
www.sweetestchefcafe.com

Tally Ho Theatre
David Wright
www.tallyholeesburg.com

The Bin Butler
James Lee
www.binbutler.biz

The Ray Burt Appraisal Company
Ray Burt

UNIGLOBE Ultimate Travel
Patty Logan

Uniquely Sea Glass
Liane MacDonald
www.uniquelyseaglass.com

WesMar HR Consulting, LLC
Sharon Boyce
www.wesmarconsulting.com

Chamber Election Day

About a week after the Nation's historic presidential election, Loudoun Chamber of members went to the polls to approve the slate of candidates for the Chamber's 2009 Board of Directors.

As stipulated in the Chamber's Bylaws, the election for Board of directors was conducted at the November 13th Business

A Chat with the Chairman

The second installment in our "Chat" follows below with his thoughts on the current state of our economy and his strive for excellence.



What advice would you give to your small businesses customers in light of the country's economic concerns?

Our economy is definitely in a precarious situation. All of us need to strengthen relationships with clients and vendors. Never try to hide from the issues at hand – don't just hope they are OK, spend some time researching their company and spend time with them. Also, always have a plan if things get worse, stay ahead of the downturn through expense reduction, consolidation and continued sales. Ask yourself the hard questions concerning clients, vendors, employees, benefits. This is currently a survival mentality and you can't stick your head in the sand, run away or ignore it. One final thing – ask for help – there are a number of organizations that are available to help – The Small Business Development Center to name one.

What drives you to strive for excellence in your business endeavors? I found out early on that a banker has the ability to truly help businesses and individuals that are in need. I have the opportunity to sit down with different people every day and get to know their story: Why they do what they do, How they

got started, What jazzes them and What bums them out – I have the opportunity to hear their success story – Everyone has one – you just have to have the time and willingness to want to hear it. Once I have established that connection, I better understand their drive, passion and plans for the future – then I can apply my strengths to the picture and help create something that is viable and successful.

There is nothing better than sitting down with someone and over time watching their business grow and succeed – it's not always easy and not always successful – but that is when I am able to counsel and help them make tough decisions. I do not claim to provide the Midas touch to people, but I will provide a relationship. I guess to answer your question – it's the relationships with people that drives me to strive for excellence.

What is your favorite comfort food? Obviously, I have a couple – Grilled Cheese and Tomato Soup with saltines crumbled in. And whenever and wherever Cheetos are perfect. •

New Chamber Directors include John Wolff, Loudoun Insurance Group, Jared Melvin, New York Life Insurance Company and Catherine Hogan Lewis of Verizon.

To view the full 2009 Board of Directors ballot, visit the Chamber web site at www.loudounchamber.org. •

RENEWING MEMBERS

- AAA Recycling & Trash Removal Services
- Abbey Carpet Flooring & Design Center
- Allstate - Booth Insurance Agency, LLC
- Alltranspack, Inc.
- Aquaman Pool Service, Inc.
- Aryis, LLC
- Aunt Becky's Candle Shoppe
- Business Interchange Group
- Capital Hospice
- Cascades Center for Dental Health
- Church of the Holy Spirit
- Country Inn & Suites
- David G. McWatters
- Edibles Incredible, Inc.
- Evergreen Partners, LLC
- Flooring by Saunders
- FunBus
- Giovanni's New York Pizza
- Glen Research Corporation
- Goose Creek Golf Club
- Great Country Farms
- Greg Wells
- Guest Room, Inc.
- Hafer Construction, Inc.
- Hall Funeral Home Inc.
- Hansen, Staub & Associates, LLC
- Haymarket Transportation
- Henze Communications
- John Akridge Company
- Leesburg Paint
- Lembert Enterprises, LLC
- Lightfoot Restaurant
- Loudoun County Volunteer Rescue Squad
- Loudoun Water
- M & WR Cleaning Contractors
- Mayflowers, LLC
- MetLife Home Loans
- Mimi's Cafe
- National Institute for Automotive Service Excellence
- NEXTSTEP Commerce, Inc.
- Offutt Plumbing, Inc.
- OlympiaWest Mortgage Group
- PTI Communications
- Red Fox Inn
- SGO Designer Glass of Loudoun
- Sign-A-Rama of Leesburg
- Sterling Playmakers
- Stone Ridge Association, Inc.
- Touching Hearts at Home
- Town of Leesburg
- Tuscarora Title Corporation
- Vintage 50 Restaurant & Brew Lounge
- Wal-Mart, Dulles
- WD Designs LLC
- Zillion Technologies, Inc.



Nina Flowers, Counseling Solutions, Inc. & John Flynn, Allegra Printers, both exhibited at 2008 Loudoun EXPO.



Sam Howlader, PNC Bank (back row, right) and the PNC Business Banking Team, proud sponsors of the 2008 Loudoun EXPO.

AMBASSADOR OF THE MONTH



CAROL KEARNEY
NEW YORK LIFE INSURANCE CO.



Kevin Jeter, Headmaster- Christian Faith & Fellowship School greets a young student at the 2008 Loudoun EXPO, where the school was one of the Gold Sponsors of the event.

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



BizConnect Editorial Team
 Tony Howard
 Lorna Campbell Clarke
 Tom Simmons, The Thomas Simmons Agency
 Ashlie Vickers

2008 Executive Committee

Chairman, 2008
 Paul Bice, John Marshall Bank

First Vice Chair, Chair-elect 2009
 James Rohrbaugh, Inova® Loudoun Hospital

Second Vice Chair, Secretary, Chair-elect 2010
 Ralph Buona, Telos Corporation

Immediate Past Chair, VP, Technology
 Brian Chavis, ARGroup

General Counsel
 Robert Sevila, Sevila Saunders Huddleston & White, P.C.

VP Finance/Treasurer
 Thomas Moler, Yount, Hyde and Barbour, P.C.

VP, Small Business
 Dave Trosko, Smith Barney

VP, Events
 Georgia Graves, Bridgman Communications, Inc.

VP, Membership Retention
 Greg Jay, Virginia Commerce Bank

VP At-Large
 Kathy Renton, Lighthouse Concepts, LLC

VP, Membership Development
 Mike Otto, John Marshall Bank

VP, Public Policy
 Mindy Williams, Access Point Public Affairs, LLC

VP, Communications
 Tom Simmons, The Thomas Simmons Agency

VP At-Large
 Tracey White, HCA Virginia

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BizConnect 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. © 2008 Loudoun County Chamber of Commerce. BizConnect 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 PRINTING: Allegra Print & Imaging, Chantilly, VA.

Make Wishes Come True for Local Kids!

This year, send holiday cards that make wishes come true! The Make-A-Wish Foundation® of the Mid-Atlantic, Inc. offers non-denominational holiday cards that capture the spirit of the season and show your dedication to supporting the community.



The Foundation needs your help in fulfilling the wishes of area children fighting life-threatening medical conditions. As 2008 comes to a close, there are more than 200 local children waiting for their greatest wish to come true.

season, a donation has been made in your honor to the Make-A-Wish Foundation, a nonprofit organization that fulfills the wishes of children battling life-threatening medical conditions."

The design for this year's card was inspired by twelve-year-old Ted, who wished to see the rare birthing of his favorite animal, the harp seal. We hope the story of Ted's wish will spread the joy that he experienced upon seeing the baby harp seals to all who receive cards this season. Each card reads: "In the true spirit of the holiday

The cards can be personalized with your name or company's logo for no extra charge. Please contact Katie at kdankowski@midatlantic.wish.org or 301.962.9474 with any questions, or visit www.midatlantic.wish.org and click on "Order Holiday Cards to Make Wishes Come True for Local Children" to download the order form. •



The Loudoun Chamber presented a check in the amount of \$2500 to the Make-A-Wish Foundation of the Mid-Atlantic, Inc. on behalf of the exhibitors and sponsors of the 2008 Loudoun EXPO. From left to right are James Rohrbaugh, Inova Loudoun Hospital, Nicol Pomeroy, Make-A-Wish Foundation of the Mid-Atlantic, Inc. & Tony Howard, Loudoun Chamber.



Representatives of Middleburg Bank - 2008 Grand Sponsor of the Loudoun EXPO - at the October 11th event held at the Dulles Town Center. Lana Heaslip, second from right, served as Chair of the 2008 Loudoun EXPO Committee.

Tim Holmes of Go Bananas who not only walked away with the Retailer of the Year honor, but was also named 2008 Small Business of the Year. Congratulations to Go Bananas and all the winners!



Tracie Rosales, Home Based Business of the Year - Makeup Artistry by Tracie



Robin & Alan Furman, Product of the Year - Edibles Incredible



Pat & Cary Flynn, Franchisee of the Year - Pump It Up Leesburg

Mariya Irudnayanathan, Technology Business of the Year - Zillion Technologies, Inc.



Dr. Peter Chopivsky, Service Business of the Year - Loudoun Family Practice

Stephen & Shannon Mackey, Ag/Equine Business of the Year - Notaviva Vineyards



Huly Aksu, Entrepreneur of the Year - Modern Mom Media Corporation



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