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LEADERSHIP

REDSKINS' HEAD COACH HEADLINES LEADERSHIP LUNCHEON SERIES

"We were looking for a man who is passionate about football and passionate about the Redskins history." Someone who could lead our team on and off the field and lead our coaches on and off the field to the greatest of heights. Ladies and gentlemen, we got our man." **Washington Redskins Executive Vice President/General Manager Bruce Allen**

With those words, Mike Shanahan, one of the most accomplished head coaches in the National Football League, assumed the role as the 28th Head Coach in franchise history. Regarded as one of the game's brightest minds, Shanahan is now faced with the task of returning the Redskins back to a perennial championship contender.

"This franchise has great history and is a very special place," said Shanahan. "You take a look at the history and you take a look at the Hall of Fame - the great coaches and players, as well as the Super Bowls and World Championships and it is a great honor for me to be the head coach of this franchise."

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.

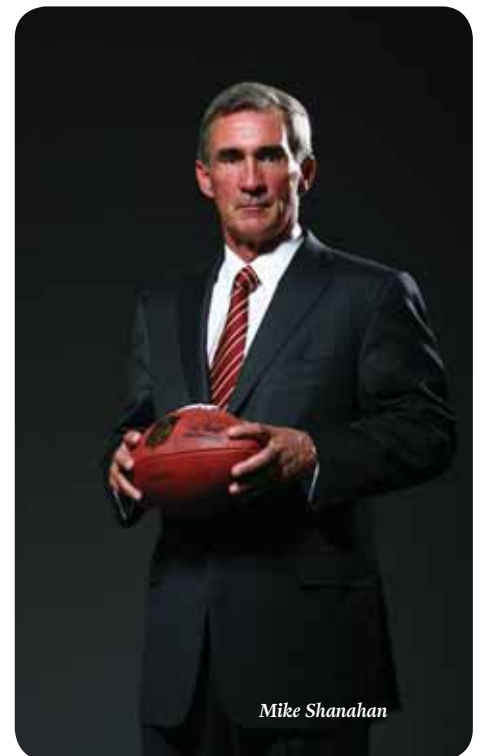
During his 25-year NFL coaching career, Shanahan has been a part of teams that have played in 10 AFC or NFC Championship Games. He has coached in six Super Bowls

– 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.

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.

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



Mike Shanahan

OF NOTE: In early 2009, Loudoun County entered a marketing and tourism partnership with The Washington Redskins which includes advertising, trademark rights, and labeling Loudoun County "The Corporate Home of the Washington Redskins". Read more at loudoun.gov





Tanya McInnis, Sage Consulting, Wayne Wyatt, Loudoun Bible Church & Harvetta Spann, BLS Management attending the Loudoun Chamber's Leadership Luncheon Series debut featuring Sheila Johnson



Dr. Ed Hatrick, Superintendent - Loudoun County Public Schools enjoys some face time with Sheila Johnson who kicked off the highly successful Leadership Luncheon Series



Amy Bobbeck, Comcast Spotlight/Comcast Business Services attending the Loudoun Chamber's Leadership Luncheon Series debut



Rich & Sally Vaaler of Sperry of Van Ness/Vaaler Real Estate played hosts as the Village @ Leesburg hosted the Loudoun Chamber's monthly after hours mixer



Larry Kutner, Jack Kent Cooke Foundation; Miriam Nasuti, Talk Loudoun; Karen Krei, Piedmont Foundation & Cheryl Olson, Center for Media & Health at the Loudoun Chamber's Non Profit Initiative Finding Funds workshop. Cooke and Olson served as presenters.

VIRGINIA POST LEGISLATIVE SUMMARY

With the recent finish of the 2010 Virginia General Assembly session, the Loudoun County Chamber concluded its second year of effectively advocating for the interests of the Loudoun business community in Richmond.

Demonstrating a strong commitment to partnership, the Loudoun County Chamber formed the Northern Virginia Chamber Partnership with the Dulles Regional and Greater Reston chambers to pursue our region's business agenda in Richmond.

Though the legislative session was dominated by budget deliberations and funding reductions, the Northern Virginia Chamber Partnership still scored several victories.

Chief among these was the growing recognition of the Chamber Partnership credibility with key legislative, executive branch and agency leaders, and their staff, a crucial factor in the Partnership's effectiveness in future legislative sessions.

Among the Chamber Partnership's successes in the 2010 session were:

- Defeating a proposal to cut school funding for Loudoun County by \$34 million;
- Expanded funding and activities for economic development programs, including those focused on tourism, funding for small businesses and recruiting large business investments from national and international companies;
- Expansion of Virginia's Offshore Energy Policy, to produce additional tax revenues and economic development in future years;
- Delayed the implementation of the new storm water regulations that would have imposed onerous costs on all businesses;
- Defeated several unwise attempts to increase the unemployment insurance costs for all Virginia businesses;
- Helped adopt several of pro-business healthcare policies and defeated costly health insurance mandates.

For a very detailed report of the Northern Virginia Chamber Partnership's wins and challenges in the 2010 legislative session, visit loudounchamber.org and click on the Public Policy section. ■

CHAMBER EVENTS

May 2010

12TH Wednesday
STATE OF TRANSPORTATION
8:30 a.m. ~ 10:00 a.m.
Admission: \$30M; \$45NM

13TH Thursday
BUSINESS SHOWCASE
BREAKFAST
Belmont Country Club, Ashburn
7:30 a.m. ~ 9:00 a.m.
Admission: \$22/\$33M; \$33/\$43NM

Gold Sponsor:
Loudoun Insurance Group

20TH Thursday
LEADERSHIP LUNCHEON
FEATURING WASHINGTON
REDKINS' HEAD COACH MIKE
SHANAHAN
The National Conference Center
11:30 a.m. ~ 1:30 p.m.
Admission: \$45M; \$60NM

20TH Thursday
AFTER HOURS MIXER
Briar Patch Bed & Breakfast
Middleburg
5:30 p.m. ~ 7:00 p.m.
Admission: \$10; \$15 at door

25TH Tuesday
WIBA LEADERSHIP
MANAGEMENT WORKSHOP
7:30 a.m. ~ 10:30 a.m.
Admission: \$30M; \$45NM

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

SAVE
THE
DATE

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

REGISTER ONLINE WWW.LOUDOUNCHAMBER.ORG

GROW
YOUR
BIZ

ACCESS THE EXPERTS!

Get up close and personal with industry experts, willing to share their knowledge and experience with you at the Grow Your Biz Luncheon Series. These BYO lunch sessions are held the third Tuesday of each month in the at the Loudoun Chamber headquarters. For more details, contact the Committee Chairman Frank Stitely, Stitely & Karstetter at 703-818-8284.

REFERRAL = REWARDS PROGRAM UPDATE



The REFERRAL = REWARDS PROGRAM allows chamber members the opportunity to put real money back into their pocket for simply referring a new member to the Loudoun Chamber. The Chamber will award members referring a new business that joins the Loudoun Chamber "credits" to be used on event admissions and sponsorships during the year.

The following list of members referred NEW members this quarter.

- Jodi Daniel, Tutored By A Teacher
- Keith Adams, Loudoun Insurance Group
- Harley Renner, Capitol Financial
- Brad Hoffman, Yount, Hyde & Barbour, P.C.
- Jared Melvin, New York Life

- Gale Paige, Northern Virginia Roofing
- Scott Ward, Ward Martin Renovations
- Kathleen Mallampalli, Arbonne International
- Susan Lee, Rainbow International
- John Pouy, Mercury Web Design
- Larry Miller, Larry Miller Window Cleaning
- Bryan Casey, SIRMS LLC
- Mitch Sproul, Toth Financial

Credits will be awarded based on the size of the company joining the Chamber. Other restrictions apply.

To enroll in this highly rewarding referral program, contact Grafton deButts @ 571.209.9021. ■

AMBASSADOR OF THE MONTH

JARED MELVIN

NEW YORK LIFE

Jared has served on the Ambassador Committee for over 3 years and currently is the Director of Membership appointed to the Loudoun Chamber Board of Directors. This year Jared has lead the charge in the newest Membership Initiative the "Referrals = Rewards" program by referring two new members to the Loudoun Chamber in February, as well as creating the first ever Board of Directors vs. Ambassadors membership competition. As a Leesburg resident, Jared also invests in his community through providing for the financial needs of his clients through New York Life, and serving on the Board of Directors for Loudoun Youth.



Alice P. Frazier

THE CARDINAL FINANCIAL Corporation's Board of Directors appoints Alice P. Frazier as executive vice president and chief operating officer of Cardinal Financial Corporation and Cardinal Bank. Ms. Frazier joined the Cardinal organization last March as an executive vice president/office

of the chairman. Prior to joining Cardinal, Ms. Frazier worked as the Loudoun County area executive for BB&T Corporation. She previously served as chief financial officer for Middleburg Financial Corp. from 1993 – 2004, then as its chief operating officer until 2007. For additional information, visit our Web site at www.cardinalbank.com or call 703.584.3400.

FRANK STITELY AND PAUL Karstetter, Partners, Stitely & Karstetter (S&K) CPAs, are pleased to announce the firm's 20th anniversary. This year-long celebration recognizes two decades of helping clients optimize their earnings, grow their businesses and work toward their financial goals. To celebrate 20 years strong, S&K will make a donation to Western Fairfax Christian Ministries for each new tax client as well as tax referrals from current clients through November 2010. Stitely & Karstetter is a

MEMBER NEWS & ANNOUNCEMENTS

Certified Public Accounting and Business Advisor firm offering the same advanced planning and analysis services to small and mid-sized businesses that are available to Fortune 1000 companies. From income tax planning to accounting software implementation and financial services, we help businesses and individuals reach their financial goals. Visit www.skcpas.com or call 703-802-2309.

THE LOUDOUN FREE Clinic of Leesburg recently received a \$10,000 grant from the Community Foundation for Northern Virginia/Chin Family Fund. This endowment is a donor fund of the Community Foundation for Northern Virginia designated to provide direct grants and others forms of assistance that support education, children's health, and medical care. The Free Clinic serves the uninsured residents of Loudoun County, between the ages of 18 and 64, at no charge. Governed by an all-volunteer board of directors and supported by the volunteer services of area physicians, healthcare organizations, businesses and individuals, the Clinic's mission is to improve access to healthcare services for the uninsured, thereby improving the overall health status of this segment of Loudoun's population. ■

MIDDLEBURG BANK CELEBRATING COMMUNITY LEADERSHIP

What comes to mind when you think of Middleburg Bank. Do you think of that friendly branch on the corner? Their red & white "foxy" logo?

What about the 85 year-heritage of community banking?

The Chamber's NonProfit Initiative, led by Tracey White, HCA Virginia and Carol Kost, Loudoun Youth, Inc., knows well that Middleburg Bank is a "Community Leader" in serving local nonprofits, which is why they are the second business to be celebrated as such in 2010!

At the heart of Middleburg Bank, there is a realization that nonprofit organizations play an important role in our community, providing support, promoting causes and being advocates for change. At Middleburg Bank, contributions to these organizations are valued and the challenges nonprofits face

are understood. The Bank is so committed to supporting nonprofit organizations, they even asked the locals what they wanted in a banking

made Middleburg Bank the bank their choice.

Not only does Middleburg Bank provide an array of financial services to their

historic preservation and fire & rescue. Their individual offices support more than 100 local groups, including churches, Boy Scouts and Girl Scouts, elementary, middle and high schools as well as Parent Teacher Associations. More than 150 individual employees give their own time and resources to community groups throughout the area.

"Whether a nonprofit needs financial solutions or simply volunteers to support their day-to-day needs, our bankers are quick to lend a hand," said Robert Miller, Senior Vice President of Marketing. "We live here too and it's important that we all support our communities and neighbors."

To nominate an outstanding "Community Leader", a Chamber member business who has been instrumental in assisting a nonprofit achieve its mission, contact Ashlie Vickers at 571 209 9036. ■



Representing Middleburg Bank from left Doug Ward, Kristina Reid & Eileen Kennedy. Tracey White of HCA Virginia & Carol Kost, Loudoun Youth are the co-chairs of the Loudoun Chamber's Non Profit Initiative

relationship. Thus began Community Cares BankingSM – a suite of financial services designed specifically to meet the unique needs of nonprofits. Since the launch of Community Cares BankingSM, nearly 400 nonprofit organizations have

nonprofit clients, but the institution proudly lends financial support to more than 60 civic and community organizations across the region, focusing on five distinct categories: education, the arts, health & human services,



JK Moving & Storage



Tony Howard & Harmon Killebrew



Mitch Sproul, Toth Financial (c) & Mike Otto, John Marshall Bank with guest

The third annual and successful B2BIZOPS BUSINESS OPPORTUNITY FORUM

showcased over 46 companies from major corporations to local and state government agencies to smaller business, hoping to expand partnership opportunities. VIP Baseball was on hand to show case their new ball park in Loudoun and introduce to many former Washington Senator and baseball Hall of Famer Harmon Killebrew. Photos courtesy of Dave Galen, Galen Photography. ■



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

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Tony Howard
Lorna Campbell Clarke
Ashlie Vickers

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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.

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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

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RELATIONSHIPS

NEW MEMBERS

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americancapitalplanning.com

American Learnership Forum, Inc.
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www.alforum.org

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www.hubertco.com

JLR Construction Management, LLC
James L. Robinson
www.weconstruct4u.com

KING PINZ/Mall Amusements LLC
Gary Reedy
www.kingpinzbowl.com

KME Internet Marketing
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www.kmeinternetmarketing.com

Liz Weaver
www.paprikacreative.com

Loudoun Concierge, LLC
Elizabeth Fisher

Loudoun Valley Restaurants, LTD
Chris Arrington

NeoSystems Corporation
Richard Kirby
www.neosystems.net

Nikken
Maria Knapik
www.optimalnewyou.com

Patient First
Ian Slinkman
www.patientfirst.com

RK Realty LLC
Bruni Peters
www.rkrealtyva.com

Service Master of Fairfax,
Leesburg & Prince William
Stephen Simmons
www.waterfireclean.com

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www.skvisuals.com

State Farm
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www.mikelockhartins.com

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www.thesaleslounge.com

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Westline Commercial Realty
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www.WLRE.co

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Backflow Technology, LLC
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Blooming Spaces
Blossman Gas
Blue Ridge Area Food Bank Network
Blue Ridge Thunder Cloggers
BOWA Builders, Inc.
Bowman Consulting Group, Ltd.
Briar Patch Bed & Breakfast Inn
Cardinal Bank
Carried Away Gift Expressions
Cartridge World
Claude Moore Charitable Foundation
Commissioner of the Revenue
CoxHollidaPrice, LLP
Customer Marketing International
Drama Coach
eTitle Agency, Inc.
Fine Earth Landscape, Inc.
Genesis Solutions, LLC
George Mason University
Girl Scout Council/Nation's Capital
Goose Creek Financial
Holiday Inn Washington Dulles
Law Office of Betsy Sue Scott
Leesburg Moose Lodge & Family Center
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Loudoun Bible Church

Loudoun Country Day School
Loudoun Interfaith Relief, Inc.
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Nonprofit Risk Management Center
Northern Virginia Dermatology, Vein & Surgery Center
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Patty Schuchman Photography
Phillips Resources
PuroClean Emergency Restoration Services
RE/MAX Leaders/Sherry Wilson & Co.
Sam's Club
Security Storage Company of Washington
Sonabank
Sportrock Climbing Centers
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Summit Community Bank
Sunbelt Business Brokers of NOVA Synergies
Trump National Golf Club
United Bank, Leesburg
UPS Store
Veatch Commercial Real Estate
Virginia Gold Cup Association, Inc.
Virginia Regional Transportation Association
Wal-Mart, Leesburg
Walsh, Colucci, Lubeley, Emrich & Walsh, P.C.
Washington Dulles Airport Marriott

OMNILERT: 2009 TECHNOLOGY BUSINESS OF THE YEAR

Ara H. Bagdasarian, Omnilert flanked by Tony Howard, Loudoun Chamber & James Rohrbaugh, Inova Loudoun Hospital at the 2009 Small Business Awards Ceremony. Photo Dave Galen 2009

OMNILERT develops and supports the patent-pending Omnilert Network™- the most advanced multimodal mass notification ecosystem in the world. Every day, millions of subscribers rely on the Omnilert Network to deliver emergency alerts, breaking news, and other critical information. Information is delivered via SMS (text messages), voice calls, email, web, social network sites, and many other communications technologies.

Today, over 2,000 organizations including universities, corporations, government, media, sports, and military depend on Omnilert. Customers include Harvard University, Boeing, Sanofi-Aventis, U.S. Army, and Shenandoah University.

Omnilert is sold under the following service brands:

- Amerilert
- e2Campus
- NewsRocket
- RainedOut

How does Omnilert benefit Chamber members and our community?

The community benefits from Omnilert's services in a number of ways. Sports leagues use RainedOut to announce game cancellations and real-time announcements. Local colleges use e2Campus to notify students and the community of campus emergencies.

Businesses use our Amerilert service for continuity of operations communications, time-sensitive notifications, and emergency alerts.

What opportunities/benefits has Omnilert received by being a member of the Loudoun Chamber?

Omnilert has benefited from the networking and making new contacts.

What drives you to be successful?

Omnilert is driven to constantly improve our (local, national) communities through our services. We create an operational framework that fosters the creativity and entrepreneurship of our team. This allows us to constantly grow and innovate every day while maintaining the agility needed to maintain a leadership position in our markets.

What words of wisdom would you share with other small businesses?

Always trail blaze. Rather than compete head-on in a market full of competitors, it is best to innovate on new and novel remedy to an untreated market pain. Then, once that new market is created, take care of your customers like there is no tomorrow. Deliver a remarkable experience. ■

www.omnilert.com

According to Forbes.com,

Loudoun County is the richest county in America, with median household incomes that top anywhere else in the country.

Families in Loudoun take home a median \$110,643 annually, says Forbes, claiming that it isn't the people living in major metro areas that are making the most money but rather suburb residents just outside big-industry centers who are soaking up the big-city money.

"I think this is an indication that the Loudoun County economy is still very strong and vibrant," said Loudoun County Chamber of Commerce President, Tony Howard. "We have a very talented workforce and business base here. Loudoun is rich in cultural and history; it has all the components of a top-notch life. The people that live here work hard, and many are able to command a higher salary."

Not all Loudoun residents share Howard's enthusiasm for the county's high-ranking status.

"I really wish the various reporters on this thing, from Forbes on down, would stop saying we're the wealthiest county and start saying we have the highest median income, because there is a difference," said Loudoun County Board of Supervisor Stevens Miller (D-Dulles). "People have got to stop thinking that the government has unlimited money to spend."

To composite their list, Forbes takes data from the U.S. Census Bureau, which conducts the annual American Community Survey, a smaller-scale version of the decennial census. The most recent data are from the calendar year 2008 and include 1,889 counties.

"I've said it before and I'll say it again, this is ridiculous," said a Loudoun County Government employee, who asked to not be named. "My family does not make the listed income by a long shot. Maybe that's because we haven't gotten pay increases for the past few years."

Forbes.com's list states that 19 of the 25 richest counties in the country are on the east coast, six of which lie on the outskirts of Washington, D.C. Neighboring Fairfax County ranked second on the list, with a median income of \$106,785. Arlington County fell at number nine, with a median income of \$96,390. ■

~ Alex Withrow Loudouni.com

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MIDDLEBURG BANK

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