

# Mount Vernon-Lee

## CHAMBER of COMMERCE

March / April 2011

[www.MtVernon-LeeChamber.org](http://www.MtVernon-LeeChamber.org)

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## Installation 2011 Features Supervisor McKay

With a message highlighting economic development, Lee District Supervisor Jeff McKay said, "There's plenty of good news for the Richmond Highway corridor and Lee District," at the annual Installation Extravaganza on February 23.

Another feature of the evening was the installation of new chamber officers for 2011 with Tim Sargeant, Dominion Virginia Power, as the Chairman, Michael Gailliot, Hilltop Golf Club, as President; Barbara Doyle, Inova Mount Vernon Hospital, as Vice President; Diane Moery, Hollin Meadows Partnership for Science & Math Education, as Secretary; and Tony Riolo, Burke & Herbert Bank, as Treasurer.

Outgoing Chairman Jeff Todd delighted the audience with a new chamber logo featuring his photo and a Roy Rogers banner on the Mount Vernon Mansion.

Supervisor McKay talked about some of the new commercial developments slated for Lee District including the proposed Costco. "We have a lot to gain in the Route 1 corridor and we've come a long way," McKay said. "BRAC is an opportunity,



**Incoming Chairman 2011, Tim Sargeant (right) presents plaque to 2010 Chair Jeff Todd.**

not a liability for this community."

McKay also spoke about the County's FY 2012 budget saying the priority was to preserve school funding and public safety budgets. "My goal has always been to protect the core values of our community," McKay said.

## Chamber Opposes "Thru Truck" Restrictions

In comments sent to VDOT responding to possible "thru truck" restrictions in the Groveton area of Richmond Highway, MVLCC said, "This proposal would be a burden to businesses and inhibit economic activity and growth in the entire southeast Fairfax County sector."

While being sensitive to the communities impacted by traffic, "there are already insufficient connector roads between the Richmond Highway corridor and the rest of Fairfax County. Memorial Street and Harrison Lane / Lockheed Boulevard are critical connectors to important commercial

nodes on Richmond Highway," the letter stated.

The Chamber continued by saying, "We urge you to consider this proposal from a regional perspective, re-affirm the importance of these connectors in the economic viability of Richmond Highway, and keep these roads open to commercial vehicles."

Comments may be sent to Mr. Kamal S. Suliman, Program Manager, Traffic Engineering Section, 14685 Avion Parkway, Chantilly, VA 20151-1104.

## Business Expo May 6 at the Hampton Inn

"Business Link" the 2011 Chamber Business Expo is your connection to businesses in southeast Fairfax County. This exciting event will be Friday, May 6, at the Hampton Inn & Suites, Alexandria, 5821 Richmond Highway.

"Business Link" will combine business displays with the Chick-Fil-A Leadercast broadcast live from Atlanta, Georgia. The Leadercast is for every leader at every level who aspires to articulate and demonstrate the power of change through positive leadership.

The Leadercast will feature nationally known leaders Seth Godin, John Maxwell, Mack Brown, Suzy Welch, Erin Gruwell, Robin Roberts, Muhtar Kent, Dan Cathy, Dave Ramsey and more.

The "Business Link" Expo hall will be open during registration, lunch, and the breaks between broadcast sessions to enhance the visibility of your business.

Business Link is sponsored by Four Sales Inc.

## Chamber Calendar

March / April 2011

Thursday, March 3

8:00 - 9:30 am

AM Network with the Greater Springfield Chamber of Commerce

Hosted by Burke & Herbert Bank

5519 Franconia Road, Alexandria, VA 22310

No Cost

Tuesday, March 8

Noon to 1:00 pm

Professional Development Seminar

"Develop Your Network of Professional Contacts"

presented by Dana Winbush, Intelligent Ethos

Hosted by Genuario Construction Co.

8400 Radford Avenue, Alexandria, VA 22309

No Cost.

Thursday, March 24

6:30 - 9:00 pm

General Assembly Report

Confirmed: Senator Linda "Toddy Puller,

Senator George Barker, Delegate Dave Albo,

Delegate David Englin, Delegate Mark Sickles,

Delegate Scott Surovell

Mount Vernon Country Club

5111 Old Mill Road, Alexandria, VA 22309

Cost \$35

Thursday, April 7

11:30 am - 1:00 pm

Newsmaker Biz Lunch with Col. Susan Annicelli

Commander of the Fort Belvoir Hospital

Fort Belvoir Officers Club

5500 Schultz Circle, Fort Belvoir, VA 22060.

Cost \$25

Thursday, April 28

5:30 - 7:00 pm

Networking Reception

Hosted by Hollin Hall Meeting House/Nina Tisara

1909 Windmill Lane, Alexandria, VA 22307

No Cost.



6911 Richmond Highway, Suite 320  
Alexandria, VA 22306

703-360-6925  
703-360-6928 (fax)

Info@MtVernon-LeeChamber.org

## Welcome New Members

### Bernstein Global Wealth Management

**Brendon Dibella**

703-283-4979

800 Connecticut Avenue, NW

Washington, DC 20006

www.bernstein.com

Financial Planners and Investment Counselors

Sponsor: Chamber of Commerce

### Cedric Leighton Associates

**Cedric Leighton**

703-801-5862

7142 Point Replete Circle

Fort Belvoir, VA 22060

Consultant

Sponsor: Dr. Tom Cleary

### Fulcra Solutions Consulting Inc.

**Matteo Recanatini**

703-402-7999

www.fulcrasolutions.com

Consultants

Sponsor: Chamber of Commerce

### On Our Own of Fairfax County

**Rev. L. William Yolton**

703-799-0020

8794-S Sacramento Drive

Alexandria, VA 22309

Non-profit organization helping the homeless

Sponsor: Chamber of Commerce

### Dyan Dobbyn & Associates

**Jack Dobbyn**

703-549-8100

www.dyandobbyn.com

Realtors

Sponsor: Jeff Todd, Roy Rogers

### Alexandria Times

**Patrice Culligan**

703-739-0001

110 S. Pitt Street

Alexandria, VA 22314

www.alextimes.com

Newspaper published weekly

Sponsor: Chamber of Commerce

### American Board of Opticianry and National Contact Lens Examiners

**Jim Gandorf**

703-719-5800

www.abo-ncle.org

Trade Association

Sponsor: Karen Jupiter, Good Shepherd

Housing & Family Services

### DeCosta's

**Richard DeCosta**

703-768-7590

1205 Belle Haven Road

Alexandria, VA 22309

www.decostasinc.com

Sponsor: Chamber of Commerce

## Golf Classic May 23 at New Location

Breaking news from the Golf Committee: The Chamber Golf Classic will be held Monday, May 23, at the beautiful Osprey Golf Club on Belmont Bay.

The presenting sponsor for the 2011 event will be Fort Belvoir Residential Communities LLC, with grand sponsor Hilltop Golf Club.

The Chamber Golf Classic is the main fundraiser for the Chamber Scholarship Fund. More than \$84,000 has been donated to local high school students pursuing further education in a business related field.

Just 10 miles from Interstate 495 and minutes from Interstate 95 in Woodbridge – Osprey is among Northern Virginia's most memorable and challenging golf courses. Overlooking the Occoquan River, The Os-

prey's is a beautiful layout and shot makers paradise.

In 2009, the golf course received full Audubon Certification and continues to be rated as one of the "Top 100 Must Play" in the Mid-Atlantic region according to GolfStyles Magazine.

This 13th annual Chamber Golf Classic will feature 18 holes of golf, specialty contests, souvenir gifts, a complimentary beverage cart, and dinner and awards when the golfing is done.

This year's event is chaired by Rick Genuario and George Ksenics. Also on the committee are Dan Convery and Daisy Figueroa, Burke & Herbert Bank; Nick Andrus, GSH; Harvey Boltwood, and Holly Dougherty.

## Membership Renewals

Continued from page 3

### 4th Year Anniversary

Antik Estate Sales, Gabriele Tyler  
Creative Builders Inc., Roger Simmons  
Bob Kuletz, Realtor

### 3rd Year Anniversary

Rachel M. Carter LLC, Rachel Carter Realtor  
Frank Begovich, Individual Member

### 2nd Year Anniversary

Wymond Associates, Vincent Burgher

### 1st Year Anniversary

Unwined, Vanessa Moore

# Vision and Leadership



**Tim Sargeant**  
Chamber Chairman

*These remarks were delivered by the new Chamber Chairman, Tim Sargeant, at the Installation Dinner, on Wednesday, February 23, 2011. Tim is a State and Local Affairs Manager with Dominion Virginia Power.*

Let me start with a brief discussion of two words: Vision and Leadership.

Vision is defined as "The act or power of anticipating that which will or may come to be". The other word is leadership. Leadership is defined as "An act or instance of leading: guidance or direction."

Both of these words are appropriate and important as I begin my term as the new Chairman of the Mt. Vernon-Lee Chamber of Commerce. I think we can define vision as: The ability to see where you want to go.

And leadership? Once you know where want to go, leadership should help you develop the consensus, the will and the direction to get there.

We have heard a lot about vision these past several months, as we begin to consider the future of the Richmond Highway corridor and the communities and businesses of the two magisterial districts that we serve. Many of us have spent a significant amount of time through Supervisor Gerry Hyland's visioning task force, developing a sense of where we want to go and how our community should be reshaped in the future. The 75 members of the Visioning Task Force created short-term and long-term goals and objectives that, if realized, can create a thriving, walkable, sustainable corridor that is attractive to residential and business owners alike. We are fortunate that our elected officials share the vision of a sustainable and even more commercially viable Richmond Highway corridor.

But how to get there! That's where leadership and the Mt. Vernon-Lee Chamber come in. Every chamber has a role to play in contributing to the direction of its business community. We are at a turning point where the direction is changing and the pace is about to accelerate.

Starting this September, thousands of new workers will descend upon our two districts from the north and south. They will pass through the gates of Fort Belvoir or the site formerly known as the Engineer Proving Ground. And with them will come new businesses: Defense contractors and other support services with highly trained workforces. How will we prepare for their arrival? It is our opportunity to make our business and civic communities as attractive as possible to our new arrivals.

That is the task at hand for the Chamber: Making sure we have prepared for the influx of new businesses and workers by providing the types of services that meet their needs, and promoting the Richmond Highway corridor as a great place to live and work.

And what about the current members of the Chamber and the existing business community? We cannot take for granted that their needs are met. In these challenging economic times, we cannot assume that all is well if the dues are paid.

We must continue reaching out to our members in anticipation of the challenges they face in the new economy. We must help promote and lobby for the continued revitalization of our area, and help to shape its future.

And what about our community? The Mt. Vernon-Lee Chamber is a place for civic-minded business people. Our outgoing Chairman good friend, Jeff Todd, is one of the best examples of the civic-minded business leader.

Civism, as some call it, helps shape our community for the better. That is why we will not stop listening to the voices of our non-profit leaders, as we shape our civic role for this year and beyond.

So as I begin this year as your Chairman, I am reminded of the power of vision and the role and responsibility of leadership. And I am reminded of the task at hand: To grow our Chamber while meeting the needs of our current and future members.

With your help and support, I will work to set our direction for the future while keeping an old proverb in mind. You'll actually find an amended version of this saying at the end of the Mt. Vernon Visioning Task Force report. But I'm going to close now with the original:  
A vision without a task is only a dream;  
A task without a vision is drudgery;  
A task with a vision is the hope of the world.

I look forward to working with you to shape the vision for our Chamber. Thank you.

## Membership Renewals

Thank you to these members who renewed their membership in January and February.

### 55th Year Anniversary

Howard Marler Museum, Helen Marler

### 32nd Year Anniversary

Woodlawn Kennels, Brock Benson

### 28th Year Anniversary

Alexandria Quality Inn Mount Vernon, Carmen Fierro

### 26th Year Anniversary

A&A Rental Station, Steven Skidmore

### 19th Year Anniversary

Hawaiian Pool & Spa, Frank O'Connor Sr.  
Inova Mount Vernon Hospital

### 16th Year Anniversary

Redmon, Peyton & Braswell LLP  
Kramer & Sons Plumbing Service Inc.

### 15th Year Anniversary

Steward McKnight, Individual Member  
Service Distributing Inc., Buddy Buckner  
Old Country Buffet, Matt Lemmiksoo

### 14th Year Anniversary

Richard F. Neel, Jr., Individual Member  
Woodlawn Plantation, Stacey Hawkins  
Hilltop Golf Club, Michael Gailliot  
Hollin Hall Automotive, Tom Harvey

### 13th Year Anniversary

R.C. Fields Jr. & Associates PC, R.C. Fields Jr.

### 11th Year Anniversary

Cox Communications, Mike Leone  
Mount Vernon Athletic Club, Aaron Volbrecht  
Lighting Resources, Peter Phillips

### 10th Year Anniversary

Belvoir Federal Credit Union, Jason Lindstrom  
Kingstowne Lawn & Landscaping, Krisjan Berzins

### 9th Year Anniversary

Maryann Dunn, Weichert Realtors

### 7th Year Anniversary

Clarke & Sampson Inc., Bill Howard

### 6th Year Anniversary

Alexandria Security Patrol, Bob & Sandy Moy  
Solo Flooring, Jose Dieguez

### 5th Year Anniversary

Surovell, Markle, Isaacs & Levy PLC, Scott Surovell



## It's Time to Unwined!



Unwined Gourmet Wine and Cigars opened at Bradlee Shopping Center on King Street in 1996 and more recently opened its second location

at Belle View Shopping Center (next to the Italian Deli).

The shops are locally owned and operated. Building long-term, personal relationships with their customers has provided the basis for their ongoing success. Extraordinary customer service is an everyday event at Unwined.

The friendly, dedicated staff understands that wine preferences are subject 100% to individual taste and they offer selections of all styles, regions and prices.

Owner, Vanessa Moore is at the Belle View location on Sundays when the shop is open from 12:00 noon – 5:00 p.m. and Brian Adams, Partner, Cheesemonger & Pairing Specialist, is onsite at Belle View Tuesdays through Saturdays. The shop is open from 10:00 a.m. – 8:00 p.m. during the week.

You would expect to find extraordinary wines – and you will. You will also find a broad selection of cheeses and gifts for the wine lover in your life. Whether you are new to wine or have a vast cellar, you will find the helpful and knowledgeable staff ready to help.

Reflecting every geography and price range, the wine selection is extensive. If you want the perfect wine for a special dinner or event or if you are trying to choose a perfect gift, you have come to the right place.

You can go in, describe what you are looking for and the wine crew will identify several good choices for you. Whether you're just developing an interest in wine, or you're already a connoisseur, they can be your ultimate wine source.

The staff tastes dozens of new wines each week, looking for the best small production, estate wines that offer the most selection and value for your individual preference.

Cigar aficionados will find much to like in the broad selection of cigars and accoutrements available as well.

Take a virtual tour of the store to check out the events schedule, meet the staff, and contact them with questions or special requests.

The monthly calendar of special tastings and events is also featured on the website [www.unwinedva.com](http://www.unwinedva.com)

In addition to the schedule of special events, they offer the opportunity to taste new arrivals and staff picks every Saturday from 1:00-5:00 p.m. with the UNWINED Crew.

## The Law Office of Deborah G. Matthews



**Deborah G. Matthews**

For many, estate planning means making arrangements and leaving directions about what is to happen after one's own death. Local estate planning attorney and Mt. Vernon resident Deborah Matthews is a strong advocate for estate planning that includes life planning too.

In her practice she has found that most people don't think to plan for what is to happen if they cannot make their own medical decisions or handle their own finances. Yet, when asked they often have very strong preferences. Those preferences might be for who is to make those decisions as well as who should absolutely not.

Many people fret because they don't have an estate plan. Often they don't realize that the Virginia General Assembly has created a

default plan for them. If they don't like that one-size-fits-all plan though, they can create a individualized plan for them and their unique situation.

Ms. Matthews is devoted to working with her clients and their loved ones. Her law practice focuses on estate planning, trust and estate administration, probate, and guardianship matters in the Commonwealth of Virginia, the State of Maryland, and the District of Columbia. She provides continuity of legal services throughout the region.

Ms. Matthews has been honored by her peers for her legal ability and adherence to ethical standards with an AV rating by Martindale-Hubbell. She is also admitted to practice before the U.S. Supreme Court and the U.S. Tax Court. She has been a presenter at the American Bar Association's Annual Meeting, the ABA's GP, Solo and Small Firm Division's National Solo and Small Firm Conference, the Fairfax Bar Association, and the Alexandria Bar Association's Tax Committee.

Her bar association memberships include American Bar, Virginia, Maryland, District of Columbia, City of Alexandria, Fairfax County, and Montgomery County. She is a member of the National Academy of Elder Law Attorneys (NAELA) and the Virginia Women Attorney's Association.

She served as co-chair of the Fairfax Bar Association's Wills, Trusts, and Estates Section for many years and chaired the ABA's GP|Solo and Small Firm Division's National Solo and Small Firm Conference. She received her J.D. from Catholic University of America and her B.S. from Georgia State University. While a college student, Ms. Matthews joined the staff of CNN and was one of the "originals" when it went on the air. She continued to work as a journalist in local

television news and then The Atlanta Constitution. After moving to Alexandria, she became a Congressional staffer for U.S. Representative Michael A. Andrews, U.S. Senator Wyche Fowler Jr., and U.S. Senator John Heinz.

Ms. Matthews opened her home to foster children and helped organize the Fairfax Foster Parent Association.

She served United Community Ministries (UCM) as a member of the Board of Directors, President, and Vice President and was a Founding Board member and officer of the Friends of UCM. She is a past member of the Development Committee for Burgundy Farm Country Day School, where her daughter attended. She is a graduate of the Leadership Alexandria Class of 2007.

She is a Co-Chair of the Alexandria TRIAD, established by the Alexandria Sheriff to protect elderly citizens and has served as Secretary and Member, Board of Directors of the Ivy Hill Cemetery Historical Preservation Society.

As you consider planning for the "what if's" that might happen to you or your loved ones, if you are seeking someone who will take the time to listen to and carefully plan for you, consider working with Ms. Matthews. Her gifted intellect and sensitivity coupled with her dedication to making the lives of those less fortunate in our community are the perfect combination.

The Law Office of Deborah G. Matthews is located in Old Town Alexandria at 110 North Royal Street, Suite 575, Alexandria, Virginia 22314. For more information, contact her at 703.548.3699 or visit her website [www.DMatthewsLaw.com](http://www.DMatthewsLaw.com)