

Founded in 1935 – Celebrating 71 Years of Excellence!

**PRINCE WILLIAM COUNTY-GREATER MANASSAS CHAMBER OF COMMERCE**

# INPRINT

magazine

2006  
AUGUST

## Inside:

The GREATEST Trade Show in Prince William County is Coming Soon!

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Introducing Joe Martin, 2006-2007 Chamber Chairman – Page 11



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web site:  
[www.pwcgmcc.org](http://www.pwcgmcc.org)



**Friday, September 15th**  
**6:00-10:00 p.m.**

**Heritage Hunt Golf & Country Club**  
6901 Arthur Hills Drive, Gainesville

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# INPRINT: *Your Source for Chamber News*.....▶

## A Message from the Chair ...

It's hard to believe a year can go by so fast. It seems like just yesterday that I was standing beside our current Immediate Past Chair Kevin Kelley, Falcon Promotions and Print Solutions as he was about to begin his year as Chairman. I'm very excited to take over the reins of this wonderful Chamber.

I would like to take a moment to thank Kevin. He has been an outstanding Chamber leader and it is an honor and a privilege to be his successor. He has given very generously of his time and expertise and has been the kind of leader who exemplifies the mission and spirit of the Chamber. Thanks for a great year, Kevin!!!

I am very proud to be the first third-generation Chairman of the Prince William County-Greater Manassas Chamber of Commerce. I'm sure many of you did not know the two fine gentlemen who preceded me. (And actually, my father served as Chairman before my grandfather.)

My grandfather's was a rags-to-riches story. One day, he found himself sitting at the Manassas train station penniless and waiting to head back to Winchester after an unsuccessful trip to Florida to sell insurance. While waiting, he happened to meet a gentleman by the name of Bill Battle who was unloading Model T Ford cars, and after a short conversation, Mr Battle offered him a job selling cars and trucks. Before long, he was successful enough to buy his own Chevrolet dealership. Fortunately, he had the foresight to move from the comforts of Old Town Manassas and down Route 234, which at the time was just a two-lane road. The only other retail business around for miles was the Giant Food grocery store. I've heard stories about how his "old cronies" told him he was going to "starve to death out there in the country!" Grandfather's car dealership, Dudley Martin Chevrolet, is still thriving in the same location today. No wonder his nickname was "Kingfish"!

My father was an only child who sacrificed his love for military life to come home and help his father run the dealership. He also served the community as a member of the Manassas Town Council, Manassas Volunteer Rescue Squad and Manassas Volunteer Fire Department, to name a few. I can't tell you how many times that old siren would go off as my Dad and I were out shooting hoops. He would always run to his car and speed off to the firehouse – his love for the Manassas community was always on his sleeve.

I want to thank both of these gentlemen

**“Work as if you don't need the money, love as if you've never been hurt and dance like there is nobody watching.”**



**Joe Martin**  
*Focuspoint, Inc.*

posthumously for being strong examples of not just great businessmen but great human beings.

Next, I have a few words about the upcoming Chamber year. Actually it's just two words "Networking" and "Fun!" I am so excited about working with the best Chamber staff in the world and with one of the best Executive Committees and Board of Directors this Chamber has ever seen. We're kicking off the year with two gangbuster events that definitely encompass the two words I mentioned previously: the "Power of Partnership" networking event with the Fauquier County Chamber, held on July 20th at the Inn at Vint Hill and our "Chamber Challenge" softball game and networking event with the Prince William Regional Chamber to be held on August 24th at Pfitzner Stadium. The "Power of Partnership" event hosted more than 450 people and offered great networking, great food and great fun. The "Chamber Challenge" softball game is already shaping up to attract around 250 to 300 folks and will definitely involve some serious networking and a whole lot of fun. But that's just the beginning – we have already sold out exhibit booths for Connections ETC 2006, Prince William County's largest trade show, and we expect another year of more than 1,000 attendees at that event in October. If you haven't been as active as you want to be with your Chamber membership I can't think of a better time than now to start.

I also want to work closely with the past Chairs of this awesome Chamber, starting with Kevin. Past Chairs are a remarkable brain trust that I will consult and rely on as decisions and issues face our Chamber throughout the next year.

In closing, I would just like to leave you with this parting thought: "Work as if you don't need the money, love as if you've never been hurt and dance like there is nobody watching." God bless you all and now let's have some fun.

## 2006-2007 Prince William County-Greater Manassas Chamber of Commerce Leadership

### EXECUTIVE COMMITTEE

**CHAIRMAN**  
**Joe Martin**  
*Focuspoint, Inc.*

**CHAIRMAN-ELECT**  
**Rick Hendershot**  
*Hendershot-Burkhardt-Reed*  
*Certified Public Accountants and*  
*Campus Dean of Strayer University*

**VICE CHAIRS**  
**Lucy Beauchamp**  
*Prince William County*  
*Public Schools*

**Bill Flynn**  
*Flynn Video Services*

**Molly B. Grove**  
*George Mason University*

**Guy Hinkler**  
*V2 Systems, Inc.*

**Tom Lensis**  
*TML Copiers & Digital Solutions*

**Steve Nelson**  
*Junction Travel, Inc.*

**SECRETARY-TREASURER**  
**Debbie Bennett**  
*Bennett, Atkinson & Associates, P.C.*

**ASSISTANT SECRETARY-TREASURER**  
**Jerry Pankey**  
*Falcon Communications Solutions, Inc.*

**IMMEDIATE PAST CHAIRMAN**  
**Kevin P. Kelley**  
*Falcon Promotions and Print Solutions*

**PRESIDENT**  
**Deborah Jones**

### BOARD OF DIRECTORS

**Jonathan Arehart**  
*Caven do Corporation*

**Cheri Arnaiz**  
*Virginia Systems, Inc. (VASI)*

**Helen Azzano**  
*Raven Services Corp.*

**Lucy Beauchamp**  
*Prince William County Public Schools*

**Debbie Bennett**  
*Bennett, Atkinson & Associates, P.C.*

**Diane Bennett**  
*Bennett Insurance Services*

**Kenneth Collins**  
*Prince William Health System Foundation*

**Bill Daffan**  
*R. Edward Daffan, Inc.*

**Bill Flynn**  
*Flynn Video Services*

**Molly B. Grove**  
*George Mason University*

**Rick Hendershot**

*Hendershot-Burkhardt-Reed, Certified*  
*Public Accountants and*  
*Campus Dean of Strayer University*

**Fred Henney**  
*Lockheed Martin MS2*

**Guy Hinkler**  
*V2 Systems, Inc.*

**Dr. Hortense Hinton**  
*Northern Virginia Community College*

**Kevin P. Kelley**  
*Falcon Promotions and Print Solutions*

**Mike Kitis**  
*Potomac News/*  
*Manassas Journal Messenger*

**Tom Lensis**  
*TML Copiers & Digital Solutions*

**Joe Martin**  
*Focuspoint, Inc.*

**Sixto Naranjo**  
*Sans Screenprint, Inc.*

**Steve Nelson**  
*Junction Travel, Inc.*

**Rex Parr**  
*Didlake, Inc.*

**Jerry Pankey**  
*Falcon Communications Solutions, Inc.*

**Kelly Roth**  
*Temporary Solutions, Inc.*

**Kris Spitzer**  
*Vanderpool, Frostick & Nishanian, P.C.*

**Janice Sutton**  
*Janice S. Sutton Insurance Agency, Inc.*

**William White**  
*Synergy One Federal Credit Union*

**Barry Wright**  
*Wright Realty, Inc.*

### STAFF

**Deborah L. Jones**  
*President*

**Katie Clark**  
*Administrative Assistant*

**Anita Duecaster**  
*Operations Director*

**Ruth Gorgas**  
*Administrative Assistant*

**Kris Johnson**  
*Membership & Sales Director*

**Michaelene Ressler**  
*Membership & Events Coordinator*

**Laurel Vaughan**  
*PR & Events Director*

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## WELCOME, NEW MEMBERS!

JUNE 2006

### **BH Capital Funding LLC**

Mr. Bertie Hamilton  
14058 Golden Ct.  
Woodbridge, VA 22193-2438  
Phone: (703) 583-4797  
Fax: (703) 583-1474  
[www.bhcapfund.com](http://www.bhcapfund.com)

Business: Business & Management  
Consultants  
Sponsor: Staff - Kris Johnson

### **Chalmers Property Company**

Mr. Brian O'Hear  
11781 Lee Jackson Hwy., Ste. 320  
Fairfax, VA 22033  
Phone: (703) 392-7800  
Fax: (703) 273-3855  
[www.chalmersproperty.com](http://www.chalmersproperty.com)

Business: Real Estate-Commercial,  
Industrial & Land  
Sponsor: Staff - Debbie Jones

### **Mega Life & Health Insurance**

Mr. Jon Crone  
10004 Darnaway Ct.  
Bristow, VA 20136  
Phone: (703) 392-4115  
Fax: (877) 392-4115  
[www.joncrone.com](http://www.joncrone.com)

Business: Insurance  
Sponsor: Staff - Kris Johnson

### **Avalar - Cottages to Castles Realty**

Mr. Rob Marchi  
10751 "A" Ambassador Dr.  
Manassas, VA 20109  
Phone: (571) 437-6394  
Fax: (703) 656-4781

Business: Real Estate-Commercial &  
Residential  
Sponsor: Staff - Kris Johnson

### **Dancin Happy DJ Services**

Mr. Bruce VanDusen  
9312 Garst Dr.  
Manassas, VA 20110  
Phone: (703) 393-8434  
Business: Disc Jockeys  
Sponsor: Joe Martin  
Focuspoint, Inc.

### **RE/Max Allegiance**

Ms. Nancy Poe  
12531 Clipper Dr.  
Lake Ridge, VA 22192  
Phone: (703) 405-0775  
Fax: (703) 491-0444  
Business: Real Estate-Commercial &  
Residential  
Sponsor: Rayman Hamid  
Baskin Robbins

### **Sheehan Insurance**

Mr. Mathew Lee  
15018 Washington St., Ste.1  
Haymarket, VA 20109  
Phone: (703) 753-5488  
Fax: (703) 753-4878  
Business: Insurance  
Sponsor: Staff - Kris Johnson

### **M & T Mortgage**

Mr. Gary Martin  
9214 Center St.  
Manassas, VA 20110  
Phone: (571) 921-1221  
Fax: (703) 530-8919  
Business: Mortgage Loans & Bankers  
Sponsor: Jackie Velez  
M & T Bank

### **Clipper Magazine**

Ms. Jill Saupp  
6045 Bonnie Bern Ct.  
Burke, VA 22015  
Phone: (703) 869-3590  
Fax: (703) 913-7339  
Business: Advertising  
Directories/Guides  
Sponsor: Staff - Kris Johnson

### **Community Performing Arts Center**

Ms. Kristy Sandlin-Williams  
10900 University Blvd. MS 5D2  
Manassas, VA 20110  
Phone: (703) 993-8492  
Fax: (703) 993-8360  
[www.communityperformingartscenter.com](http://www.communityperformingartscenter.com)  
Business: Arts  
Sponsor: Molly Grove  
George Mason University

### **Tokyo Nails**

Ms. Sue Lac  
10993 Nokesville Rd.  
Manassas, VA 20110  
Phone: (703) 257-5361  
Business: Nail Salon  
Sponsor: Debbie Cormier Dunn  
Town and Country Shoes

### **First Horizon Home Loans**

Ms. Michele Bakke  
7794 Donegan Dr.  
Manassas, VA 20109  
Phone: (703) 530-9211  
Fax: (703) 766-5351  
[www.firsthorizonusa.com/michelebakke](http://www.firsthorizonusa.com/michelebakke)  
Business: Mortgage Loans & Bankers  
Sponsor: Ken Marshburn  
North American Digital  
Communications, Inc.

JULY 2006

### **AdZig Logo Promotions**

Ms. Sheri Sylvester  
1390 Chain Bridge Rd.  
McLean, VA 22101  
Phone: (703) 309-5502  
Fax: (703) 448-9667  
[adzig.com](http://adzig.com)  
Business: Promotional Products  
Sponsor: Staff - Kris Johnson

### **Blankenship Law, PLLC**

Mr. M. Keith Blankenship, Esq.  
2815 Hartland Rd., Ste.120  
Falls Church, VA 22043  
Phone: (703) 205-0044  
Fax: (703) 205-1238  
[www.blankenshiplawpllc.com](http://www.blankenshiplawpllc.com)  
Business: Attorneys  
Sponsor: Staff - Kris Johnson

### **Harold A. Logan Associates, P.C.**

Mr. Harold Logan Logan  
9114 Industry Dr.  
Manassas Park, VA 20111  
Phone: (703) 330-1988  
Fax: (703) 698-8132  
Business: Surveyors  
Sponsor: Jackie Velez  
M&T Bank

### **IPEC, Inc.**

Mr. Al Hernandez  
9300 Kevin Ct.  
Manassas Park, VA 20111  
Phone: (703) 330-2490  
Fax: (703) 369-7164  
Business: Video Production  
Sponsor: Staff - Kris Johnson

### **J.O.K. Services & Promotions**

Ms. Milvia Landaverde  
9410 Center Point Ln.  
Manassas, VA 20110  
Phone: (703) 335-9238  
Fax: (703) 842-8101  
[www.jokservices.com](http://www.jokservices.com)  
Business: Promotional Products  
Sponsor: Staff - Kris Johnson

### **Lighthouse Chiropractic**

Dr. Michael Gaitonde  
7100 Heritage Village Plaza - Ste.102  
Gainesville, VA 20151  
Phone: (571) 248-6488  
Fax: (571) 248-6488  
[www.lighthousechiro.com](http://www.lighthousechiro.com)  
Business: Chiropractor  
Sponsor: Staff - Kris Johnson

**MEMBERS Continued on Page 3**

## About INPRINT ...

*INPRINT Magazine* is published bi-monthly by the Prince William County-Greater Manassas Chamber of Commerce as a supplement to the Manassas Journal Messenger. INPRINT is an informational publication about the Chamber and is distributed to members and through newspaper subscriptions.

Advertising is limited exclusively to members. Please contact the Manassas Journal Messenger at 703-878-8031 for advertising information. For information on flyer inserts and all other inquiries, contact Laurel Vaughan at the Chamber, 703-368-6600, ext. 14, or [lvaughan@pwcgmcc.org](mailto:lvaughan@pwcgmcc.org).

Contributing writers: Liddy Heneghan, Bellaceph; Kris Johnson; Debbie Jones; Laurel Vaughan and Lyssa Walker

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## HABITAT FOR HUMANITY LAUNCHES IMPROVED WEBSITE

Habitat for Humanity, Prince William County, Manassas & Manassas Park invites you to check out their new website. Visit [www.habitatpw.org](http://www.habitatpw.org).

## SCHOLARSHIP RECIPIENTS

The CollegePlace would like to recognize Max Salazar, Jr. and Jacqueline Ramirez for winning a \$2,000 scholarship given to students who have shown academic achievement and financial need. This fall, Max will attend Duke University and Jacqueline will attend the College of William and Mary. For scholarship information, visit [www.thecollegeplace.com](http://www.thecollegeplace.com).

## LOCAL CHURCH FEATURED ON THE HISTORY CHANNEL

The restoration of the **Union Church**, located at the Brentsville Courthouse Historic Centre was featured on "Back to the Blueprint," a show on the History Channel that examines the history of building from the foundation to the front door. For more information, call 703-792-5546.

## TEEN SUMMER READING GOES CYBER

The Prince William Public Library System is the second library in Virginia to launch its Teen Summer Reading Program on the web. Teens can register for the program, log in their books and submit reviews.

## THE FIRST TEE EXPANDS OPPORTUNITIES FOR YOUNG GOLFERS

The First Tee Program, offered by the Prince William County Park Authority, not only teaches the sport of golf, it also provides young people the opportunity to develop character, education and life-enhancing values. Jenny Vogt was recently hired as the First Tee Coordinator and is excited to bring changes to enhance the program. For more information, visit [www.thefirsttee.org](http://www.thefirsttee.org).

## R.W. MURRAY CO. TO BUILD SEVERAL BANKS

R.W. Murray Co. has been awarded general contracting services for several banks in Northern Virginia. R.W. Murray Co. continues to build for several local and regional financial institutions. For more information, visit [www.rwmurray.com](http://www.rwmurray.com).

## PARK DEED TRANSFERRED TO PRINCE WILLIAM COUNTY

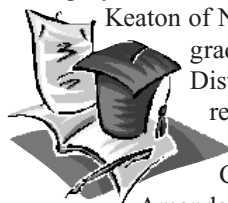
The Prince William Board of County Supervisors held a deed signing on Tues., June 27th for the transfer of Bristoe Station Battlefield Heritage Park to Prince William County in order to preserve and protect a significant section of the battlefield. For more information, call 703-792-5546.

## CONNAUGHTON TO HEAD U.S. MARITIME ADMINISTRATION

President Bush has nominated Sean T. Connaughton, Chairman of the Prince William Board of County Supervisors, to be the next Administrator of the U.S. Maritime Administration. Since the position is full-time, Chairman Connaughton will resign his position as Board Chairman upon being confirmed by the U.S. Senate.

## NVCC ANNOUNCES SCHOLARSHIP RECIPIENTS

Northern Virginia Community College recently announced the first Richard D. Semmler Commonwealth Legacy Scholarship recipients. Maria



Keaton of Nokesville, a recent graduate of Brentsville District High School, received the award for the Manassas Campus and

Amanda Cole of Woodbridge, a recent graduate from Gar-Field High School, received the award for the Woodbridge Campus. Based on academic record, leadership ability and service to others, the scholarships are open to students who plan to attend a community college.

## M&T BANK APPOINTS VELESZ

M&T Bank has appointed Jackie Velesz as Vice President for Business Banking in the Manassas area. Velesz will be helping business owners with commercial mortgages, lines of credit, term loans and new deposit relationships. For more information, visit [www.mandtbank.com](http://www.mandtbank.com).

## AMERICAN RED CROSS-PRINCE WILLIAM CHAPTER CELEBRATES ACCOMPLISHMENTS

The Prince William Chapter of the American Red Cross recently held its annual meeting at the Prince William Hospital Center to commemorate the 125th anniversary of the American Red Cross and the local chapter's 89 years of service. For fiscal 2006, the Prince William Chapter provided financial assistance and mental health support to 212 hurricane evacuee families, the training of 200 volunteers and the deployment of 140 volunteers to the Gulf States. Locally, the Chapter assisted 80 families devastated by home fires and served 559 military service members and their families and provided training and disaster preparedness to over 170,000 residents.

## POTOMAC NATIONALS ANNOUNCE NEW STADIUM VOICE

Washington Nationals announcer Jim Clarke will announce for the Potomac Nationals for the remainder of this season. Clarke, a resident of Burke, has been the voice of the Washington Nationals since their 2005 arrival. For tickets or more information, call 703-590-2311 or visit [www.potomacnationals.com](http://www.potomacnationals.com).



## MANASSAS MUSEUM WINS AWARD

The Manassas Museum System is the 2006 recipient of the Joseph L. Harsh Award in honor of its diverse programs which recognize and preserve the history of Manassas. The award was pre-

sent to the Manassas City Council on Mon., June 26th.

## GOLDEN WEB AWARD PRESENTED

Affordable Web Design and Hosting, Inc. has won the Golden Web Award, the most sought-after award available on the web. The award honors web designers and professionals that excel in web design, content and creativity. For more information, visit [www.affordablewebdesign.us](http://www.affordablewebdesign.us).

## DEPARTMENT OF HEALTH RECOGNIZES LOCAL GROUP

Project Mend-A-House received a 2006 Recognition Award for Innovative Prevention Projects from the Virginia Department of Health. The award cited the organization's significant contributions and dedication to reducing unintentional injury among the most vulnerable in the community.

## ROAD RENAMED IN HONOR OF HARRY PARRISH

The Prince William Board of County Supervisors and the Manassas City Council had a joint meeting to dedicate Harry Parrish Boulevard, formerly Airport Connector Road. For more information, call 703-792-6600.



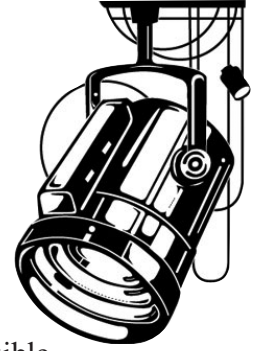
Taras Raggio

## PRESIDENT-ELECT OF LOCAL ROTARY CLUB INSTALLED

On June 29th at Evergreen Golf and County Club, Mrs. Taras N.K. Raggio, MS, HHP President/CEO of Taras Techniques, LLC, assumed the position

## **SPOTLIGHT ON BUSINESS**

# Comcast



Comcast, an industry leader of high-speed data communications, operates through a nationwide fiber-optic network. This robust service-delivery backbone allows Comcast to provide a streamlined, end-to-end provisioning process for faster scalability and delivery solutions. Local access is delivered entirely over the Comcast-built and-operated network, making it faster and easier to access than its competitors.

One benefit Comcast Business Services offers clients is Comcast Workplace. Workplace provides powerful and flexible Internet options, allowing professionals to take their businesses to the next level. Comcast recently announced an increase of speeds that now reach up to 8 Mbps downloads and up to 1 Mbps uploads. Comcast Workplace is faster than DSL and dial-up, so business executives can receive information online the moment they need it. Workplace also offers customizable options including static IP addresses, business website hosting and business-class e-mail. Although Comcast is a national provider, it has a local technical support staff that is specifically trained to handle all major operating systems. This highly skilled customer support staff is available to clients 24/7.

Comcast also offers businesses a telecommuter solution. Comcast Teleworker is designed for companies with off-site employees, making life easy for those employees and their administrators. For work-at-home professionals, Teleworker provides an online experience that rivals being in an office. It features a custom VPN, allowing employees to manage their own security and user-access policies, and provides business-class support, a dedicated account team and a high-speed Internet connection that is always on.

## *Thank You Chamber Support Team*

The Prince William County-Greater Manassas Chamber of Commerce is fortunate to have numerous members provide products, services and expertise in support of the Chamber. We are very grateful for their generosity and wish to recognize their efforts. Listed below is a select group of companies that provide their goods or services continuously in order to keep our office running efficiently.



**Berry Photography**  
**Coure Technologies, Inc.**  
**City of Manassas Office of Economic Development**  
**Custom Designers, Inc.**  
**Deem Printing Co.**  
**East to West Embroidery & Design, Inc.**  
**FastSigns of Manassas**  
**Flower Gallery of Manassas**  
**Focuspoint, Inc.**  
**L & L Delivery, Inc.**  
**Loyal Service**  
**Metro Sign & Design, Inc.**  
**Moon Shadow Photography**  
**Morningside Courier Systems, Inc.**  
**Potomac News**  
**Manassas Journal Messenger**  
**The Photo Bug**  
**Virginia Systems, Inc. (VASI)**



## **Member-To-Member Discounts**

The following businesses are offering you a special Member-To-Member Discount. To check them out, visit [www.pwcgmcc.org](http://www.pwcgmcc.org).

**Assist 2 Sell Jacobs Team Buyers & Sellers Realty**  
**The Bailey Team**  
**EuroBronze Tanning and Massage**  
**Focuspoint, Inc.**  
**Heltzel-Synergy One Mortgage Company**  
**Hickerson Brothers Electric Service, Inc.**  
**Prime Executive Limousines**  
**United Fairfax Travel - American Express**  
**The UPS Store #1717**  
**Vintage Moving & Storage Systems, Inc.**  
**Virginia Scuba, Inc.**

The Member-To-Member Discount Program is just one more way that your Chamber is helping you promote and grow your business! For more information contact Laurel Vaughan at 703-368-6600, ext. 14, or email [lvaughan@pwcgmcc.org](mailto:lvaughan@pwcgmcc.org).



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## Hendershot-Burkhardt-Reed, Certified Public Accountants Sponsors Joint Chamber Networking Event

On the evening of Thursday, July 20th, close to 450 people strolled the grounds of the Inn at Vint Hill during the Power of Partnership Networking Extravaganza, a joint networking event presented by the Prince William County-Greater Manassas and the Fauquier County Chambers of Commerce. Attendees enjoyed excellent food and music while meeting fellow business people. This marks the second time the two Chambers have teamed up to offer a free networking event to their members.

Sponsors, who set up exhibit tables inside the Inn at Vint Hill, were busy the entire evening meeting other business representatives and making contacts. Sharon Kennedy of MDA Technologies commented, "I thought it was fabulous. There were a lot of people and a lot of networking. We received good feedback and gained recognition for our company."

*Partnership Sponsor:* **Hendershot-Burkhardt-Reed, Certified Public Accountants.**

*Networking Sponsor:* **First Horizon Home Loans**

*Meet & Greet Sponsors:* **Assist-2-Sell Jacobs Team Buyers & Sellers Realty; the campaign for the Community Performing Arts Center at George Mason University; Focuspoint, Inc.; Linda H. Marlow Allstate Insurance Agency; MDA Technologies; Prince William Hospital; SYNERGY ONE Federal Credit Union; Title Associates of Virginia; TML Copiers & Digital Solutions; V2 Systems, Inc.**



**Donna Ballou of Prince William Hospital (left) networks with one of 450 Power of Partnership Networking Extravaganza attendees.**

*Follow-Up Sponsors:* **Bennett, Atkinson & Services; Miller Brothers, Inc.; Prince William Associates, P.C.; Evergreen Country Club; Falcon Health System Foundation Promotions and Print Solutions; Inova Blood Donor**

## The Inn at Vint Hill

The Inn at Vint Hill was built in 1860 by Bessie and Andrew Low, who managed to raise 15 children during their residence at the Inn. The Lows were a British couple who flew the Union Jack flag during the Civil War as a symbol of their neutrality. As a result, they managed to keep the structure intact and not a shot was fired within the house during the entire course of the Civil War.

Dawn and Scott Donaldson are the Inn's current owners, having been chosen from a pool of over 30 applicants in 2000 by the Vint Hill Economic Development Authority. They have since renovated the building and rejuvenated it to its current elegant state, fulfilling a life-long dream. Prior to taking over the Inn, Dawn and Scott owned Chandler's Classic American Deli in the Prince William County Courthouse.

In addition to hosting corporate events, such as the recent Power of Partnership Joint Networking Extravaganza, the Donaldson's offer many services at the Inn, including hosting and catering a wide variety of corporate, family and social events, and catering off-site at client locations. They are also firm believers in supporting non-profit organizations within their community, and offer tours of the building by appointment.



For more information about the Inn at Vint Hill or to schedule an event appointment, call Dawn Donaldson at 540-349-5700 or email her at [InnatVintHill@aol.com](mailto:InnatVintHill@aol.com). Additional information is also available at [www.InnatVintHill.com](http://www.InnatVintHill.com).

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## NEWS From Page 4

as President of the **Rotary Club of Gainesville-Haymarket**. Taras' aspirations are to improve health and decrease hunger of the homeless, at-risk children and young mothers without adequate healthcare. For more information, please call 703-636-4123.

### TWO P-NATS SELECTED TO ALL-STAR TEAM

Trey Webb and Brandon Powell were selected to represent the **Potomac Nationals** in the All-Star Game. The annual contest pits the best of the Carolina and California Leagues against each other.

### KSI SERVICES OFFERS ONLINE PRESS ROOM

**KSI Services, Inc.** is now offering an online press room, posting all news generated by the leading developer to their website. To access the news press room, visit [www.ksipressroom.com](http://www.ksipressroom.com).

### LOCAL PROFESSIONAL COACH CHAIRS DC CONFERENCE

Emily Cameron of **Focus Coaching** is the Chair for 2006 Capital Coaches Conference. The conference is filled with educational seminars, networking and other events designed to enhance and elevate coaching skills and techniques in order to benefit clients.

### PRTC MARKS MILESTONE

In May 2006, the **Potomac and Rappahannock Transportation Commission (PRTC)** carried an average of more than 10,000 riders daily - the first time that figure has been reached in the agency's 20-year history. For more information, visit [www.prtc-transit.org](http://www.prtc-transit.org).

### SENIOR CENTER AWARDS 2006 GRANT

Members of the **Prince William Senior Center at Manassas Council** presented a \$500 check to student Brian Bishop, the winner of the center's 2006 Grant Award. The money will help him pursue his degree at Christopher Newport University.

### LOCAL BOUTIQUE HELPS FUND LOCAL PROMS

A **Formal Affair Bridal and Formalwear Boutique** partnered with local high schools to donate a percentage of prom dress sales and tuxedo rentals to area schools. The local boutique hosted special prom events for each school and kept registries to ensure that no two classmates purchase the same dress.

### CPA FIRM CELEBRATES FIFTY YEARS

**Thompson, Greenspon & Co., P.C.** celebrates its 50th anniversary this year. To mark the occasion, the firm held a gala at the Westfields Marriott Hotel & Conference Center. The celebration was attended by Gerard G. Thompson and Irving L. Greenspon (both retired), who founded the firm in 1956.

### FORMER CHAMBER CHAIR TO JOIN GOVERNOR'S WORKFORCE COUNCIL

Lovey Hammel, President of **Employment Enterprises, Inc.**, has been appointed by Governor Kaine to the Virginia Workforce Council, a business-led board that acts as the principle advisor to the Governor and provides strategic leadership to the state regarding the workforce development systems and its efforts to create a strong workforce aligned with employer needs.

### SMALL BUSINESS OWNER PRESENTS AT TRAINING EVENT

Shirley Buchanan, President and founder of **Project Trailblazers, LLC** presented the top 10 basics of project management during a training event sponsored by the US EPA OSDBU Small Business Outreach Center. For more information, contact [info@project-trailblazers.com](mailto:info@project-trailblazers.com) or call 703-794-8345.

### LOCAL RECREATION CENTER NAMED

The **Prince William County Park Authority** recently unanimously voted to change the name of the Dale City Recreation Center to Sharron Baucom-Dale City Recreation Center in honor of Sharron Baucom, a community activist, volunteer and 15-year member of the Board of Directors of the Dr. William E.S. Flory Small Business Center, Inc.

### FINANCIAL REPRESENTATIVE RECOGNIZED FOR EXCELLENCE



Martin Cox

Martin Cox, a financial representative with **Thrivent Financial for Lutherans**, has qualified for the organization's prestigious Sierra level for 2005 achievements. In order to qualify for the Sierra level, Cox demonstrated outstanding sales and service to members.

### 2006 BUSINESS PARTNERSHIP AWARD PRESENTED

**Cardinal Bank** received its second consecutive Business Partnership award from Partnership Prince William. In other news, Cardinal Financial Corporation announced the appointment of James S. O'Donnell to senior vice

president and senior portfolio manager of Wilson/Bennett Capital Management, Inc., a wholly-owned subsidiary of Cardinal Bank, and Mark Wendell to Executive Vice President and Director of Finance and Accounting. John W. Fisher, chief executive officer of Wilson/Bennett Capital Management, Inc. is retiring.

### STUDENTS WITH DISABILITIES FIND SUMMER EMPLOYMENT

The U.S. Department of Labor's Workforce Recruitment Program has placed more than 300 qualified college students and recent graduates with disabilities in summer positions. The placements were made through a free database of 1,900 candidates seeking summer and full-time employment. To obtain the database, call 202-693-7880.

NEWS Continued on Page 10

## VIRGINIA SCUBA, INC. CHAMBER INPRINT SECTION

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## New Board Members Installed

Senator Charles Colgan swore in the 2006-2007 Executive Committee and Board of Directors for the Prince William County-Greater Manassas Chamber of Commerce at the Annual Dinner Dance held Saturday, June 24th at Heritage Hunt Golf & Country Club in Gainesville. The Executive Committee consists of Chairman of the Board: **Joe Martin, Focuspoint, Inc.**; **Chairman-Elect: Rick Hendershot, Hendershot-Burkhardt-Reed, Certified Public Accountants and Dean of Strayer University**; **Vice Chair of Events: Tom Lensis, TML Copiers & Digital Solutions**; **Vice Chair Community Development: Lucy Beauchamp, Chairman, Prince William County School Board**; **Vice Chair Membership Services: Bill Flynn, Flynn Video Services**; **Vice Chair Membership Development: Molly Grove, George Mason University, Prince William Campus**; **Vice Chair Government Relations: Guy Hinkler, V2 Systems, Inc.**; **Vice Chair Communications: Steve Nelson, Junction Travel, Inc.**; **Secretary-Treasurer: Debbie Bennett, Bennett, Atkinson & Associates, P.C.**; **Assistant Secretary-Treasurer: Jerry Pankey, Falcon Communications Solutions, Inc.**; **President: Debbie Jones and Immediate Past Chairman: Kevin Kelley, Falcon Promotions and Print Solutions.**



The 2006-2007 Prince William County-Greater Manassas Chamber of Commerce Board of Directors were sworn in at the Annual Dinner Dance held Saturday, June 24th at Heritage Hunt Golf & Country Club in Gainesville. Shown (from left to right): Chamber President, Debbie Jones; Immediate Past Chair Kevin Kelley, Falcon Promotions and Print Solutions; Debbie Bennett, Bennett, Atkinson & Associates, P.C.; Steve Nelson, Junction Travel, Inc.; Guy Hinkler, V2 Systems, Inc.; Molly Grove, George Mason University, Prince William Campus; Lucy Beauchamp, Prince William County Public School Board Chairman; Chair-Elect Rick Hendershot, Hendershot-Burkhardt-Reed Certified Public Accountants and Dean of Strayer University; Chairman Joe Martin, Focuspoint, Inc. and Cheri Arnaiz, Virginia Systems, Inc. (VASI).

The 2006-2007 Board of Directors for the

**Continued on Page 9**

*The Chamber would like to thank the following Dinner Dance sponsors, without whose contributions, the event would not have been possible:*

Master of Ceremonies Sponsor



**Cardinal Bank**

Red Carpet Sponsor  
**Vanderpool, Frostick & Nishanian, P.C.**

Get Up & Dance Sponsor  
**Freedom Aquatic & Fitness Center**

Award Sponsors  
Assist-2-Sell

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Dudley Martin Chevrolet  
Focuspoint, Inc.  
Lockheed Martin MS2  
Micron Technology Virginia  
Prince William Hospital  
Scott & Stringfellow, Inc.  
Synergy One Federal Credit Union

Green Room Sponsors:  
Metro Sign & Design, Inc.  
TML Copiers & Digital Solutions, Inc.  
Virginia Commerce Bank  
V2 Systems, Inc.

*We would also like to thank the following members who donated goods and services:*

- Custom Designers, Inc.
- Dancin Happy DJ Services
- FastSigns of Manassas
- Freedom Aquatic & Fitness Center
- Glory Days Grill
- Henn Workshops - Regina Jessop
- Heritage Hunt Golf & Country Club
- House of Bella Salon & Spa
- ImageWerks
- Lockheed Martin MS2
- Micron Technology Virginia
- Potomac Nationals
- RTZ Communications
- Temporary Solutions, Inc.



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## at the Annual Dinner Dance



The stars of pop music turned out for “A Night at the Grammys,” the theme of this year’s Dinner Dance. [Left]: Jan Sutton, Janice S. Sutton Insurance Agency, Inc. and Guy Hinkler, V2 Systems, Inc. pose with Elvis. [Below]: Fred Henney, Lockheed Martin MS2 and Joe Martin, Focuspoint, Inc. pose with Madonna impersonator, Chris America.

Prince William County-Greater Manassas Chamber of Commerce includes **Jonathan Arehart, Cavendo Corporation; Cheri Arnaiz, Virginia Systems, Inc. (VASI); Helen Azzano, Raven Services Corp.; Lucy Beauchamp, Prince William County Public Schools; Debbie Bennett, Bennett, Atkinson & Associates, P.C.; Diane Bennett, Bennett Insurance Services; Ken Collins, Prince William Health System Foundation; Bill Daffan, R. Edward Daffan, Inc.; Bill Flynn, Flynn Video Services; Molly Grove, George Mason University, Prince William Campus; Fred Henney, Lockheed Martin MS2; Guy Hinkler, V2 Systems, Inc.; Dr. Hortense Hinton, Northern Virginia Community College; Mike Kitis, Potomac News/Manassas Journal Messenger; Tom Lensis, TML Copiers & Digital Solutions; Joe Martin, Focuspoint, Inc.; Sixto Naranjo, Sans Screenprint, Inc.; Steve Nelson, Junction Travel, Inc.; Jerry Pankey, Falcon Communications Solutions, Inc.; Rex Parr, Didlake, Inc.; Kelly Roth, Temporary Solutions, Inc.; Kris Spitler, Vanderpool, Frostick & Nishanian, P.C.; Jan Sutton, Janice S. Sutton Insurance Agency Inc.; Bill White, SYNERGY ONE Federal Credit Union and Barry Wright, Wright Realty, Inc.**



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## NEWS From Page 7

### FLORY CENTER CLIENT WINS PRESTIGIOUS AWARD

Flory Small Business Center, Inc. client Rosemin A. Mohammed was awarded the 2006 "SBA National Home-Based Business Champion of the Year." Mrs. Mohammed, her husband and children were congratulated by President Bush in a ceremony held recently in Washington, D.C.

### LOCAL CHOIR WINS GRAND SWEEPSTAKES

Parkside Middle School's Concert/Show Choir won the Grand Sweepstakes at King's Dominion Showcase Festivals this spring, besting schools from across the region. This is the second year in a row it has taken the title. The choir is composed of eighth grade students and is directed by Debbie Schlechte and Larry Stanley.



Parkside Middle School's Concert/Show Choir

## October Networking Luncheon Tuesday, October 24th 11:30 a.m.-1:00 p.m.

Hosted by: **Best Western Battlefield Inn**  
10820 Balls Ford Rd., Manassas

Sponsored by: **A-1 Flood Tech**



Featured speaker, **Pierce R. Homer**, Virginia Secretary of Transportation for both Governors Timothy Kaine and Mark Warner will discuss transportation issues here in Prince William County and in the Commonwealth.

We warmly welcome Secretary Homer back to Prince William County where he served for 15 years in several senior management positions, including Deputy County Executive.

Reservations are required. Members: \$25 prepaid/\$30 at the door or billed. Non-members: \$35. To RSVP, call Katie Clarke at 703-368-6600, ext.10, or email [kclark@pwcgmcc.org](mailto:kclark@pwcgmcc.org).

## HICKERSON BROTHERS ELECTRIC CHAMBER INPRINT SECTION

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## MEMBERS From Page 3

### Minuteman Press

Mr. Brian Spence  
8718 Sudley Rd.  
Manassas, VA 20110  
Phone: (703) 365-9582  
Fax: (703) 365-9584  
[www.manassas.minutemanpress.com](http://www.manassas.minutemanpress.com)  
Business: Printers  
Sponsor: Charlene Welch  
Mary Kay

### Sound Meetings & Event Management, LLC

Ms. Jeanette Paschal  
9982 Marian Dr.  
Manassas, VA 20111  
Phone: (703) 330-1266  
Fax: (703) 330-5974  
[www.soundmeetings.com](http://www.soundmeetings.com)  
Business: Event Planning Coordinator  
Sponsor: Staff - Kris Johnson

### Gray Ghost Theatre Company

Mr. Ken Elston  
10900 University Blvd. MSN 5D2  
Manassas, VA 20110  
Phone: (703) 993-8482  
[www.grayghosttheatre.com](http://www.grayghosttheatre.com)  
Business: Theaters  
Sponsor: Rex Parr  
Didlake, Inc.

### Rita's Ices Cones & Shakes

Ms. Ann Burkholder  
7835 Sudley Rd., Ste. 101  
Manassas, VA 20109  
Phone: (703) 330-3220  
Fax: (703) 330-5294  
[www.ritasice.com](http://www.ritasice.com)  
Business: Ice Cream  
Sponsor: Lynn Irvin  
Cruise Holidays

### Friends of Jeanette Rishell

Ms. Jeanette Rishell  
P.O. Box 2174  
Manassas, VA 20111  
Phone: (703) 257-0309  
[www.Jeanette.Rishell.com](http://www.Jeanette.Rishell.com)  
Business: Nonprofit Organizations  
Sponsor: Senator Charles Colgan  
Colgan Air, Inc.

### The Studio at Opera Alley

Ms. Lu Harris  
9608 Gladstone St.  
Manassas, VA 20110  
Phone: (703) 361-4809  
[www.studioatoperaalley.com](http://www.studioatoperaalley.com)  
Business: Arts  
Sponsor: Staff - Debbie Jones

*It's just good business to do  
business with a member!*

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## *First Third-Generation Chamber Chairman*

BY BENNIE SCARTON, JR.  
Manassas Journal Messenger

As the 2006-07 chairman of the Prince William County-Greater Manassas Chamber of Commerce, Joe Martin becomes the first chair in the history of the organization to have three members of the same family to fill the top position.

He is following in the footsteps of his late father, Dudley J. Martin, Jr. who served from 1959-60 and his late grandfather, Dudley J. Martin, Sr., who filled the post from 1963-65.

“Our leaders, dating back to the founding of the organization more than 70 years ago, played an integral role in establishing the foundation of our success through the years and I want to continue that tradition,” said Joe Martin in a recent interview.

His term runs through June 30, 2007.

A Chamber member for the past eight years, Martin said that at the end of his year in office, “I want to look back and make sure we all had fun.”

Martin said he has three major objectives as chairman of the 1,200-member organization – to be involved in the community; to provide the resources necessary for membership growth and retention and to give members business development opportunities.

“The Chamber has been instrumental in the development of **Focuspoint, Inc.** of which I’m Vice President of Business Development. I want other businesses to have that same opportunity,” Martin said. Focuspoint, Inc. provides audio message on-hold programming.

Martin was urged by Chamber member Creston Owen with Falcon Communication Solutions,



**Joe Martin**  
*Focuspoint, Inc.*

Inc. once a parent company of Focuspoint, Inc., to join the Chamber as a way to increase his exposure in the business world. Owen is also a Past Chairman, serving in 2001-02.

Martin feels the Chamber offers the business community many opportunities to make valuable contacts with other members and, in the process, expand its business base.

“We organize one of the largest tradeshow in the county, Connections ETC., to showcase the best that both the community and the Chamber have to offer, we hold regular Business Before and After Hours events designed to expand members' business contacts, we offer new member orientation events where members can learn more about Chamber benefits and operations, as well as monthly breakfasts and luncheons and other programs and events geared to the business needs of our members,” Martin said.

“To really get the most out of your membership, you should take an active role by serving on one of the Chamber's many committees. Everyone benefits and profits

by it,” he said, noting that he has served on such committees as the Ambassador and Connections ETC. and took an active role in the Polar Bear Scramble which supports the Chamber's scholarship program.

Martin believes his job for the next year will be made easier by what he describes “as being blessed with a great Chamber staff, starting with President Debbie Jones.”

“Jones has won accolades all over the state for her work with the Chamber and the community,” said Martin, noting, “I just want to enhance the work of the staff.”

In addition to being an active member of the Chamber, Martin also

**“To really get the most out of your membership, you should take an active role by serving on one of the Chamber's many committees. Everyone benefits and profits by it.”**

belongs to the Bull Run Kiwanis Club, the George Brent Knights of Columbus, the Manassas Host Lions Club and the Greater Manassas Christmas Parade and St. Patrick's Day Parade. He is also Vice Chairman of the International On-Hold Messenger Association.

He and his wife, Kathy, are the parents of three daughters, Autumn, Mallory and

Sadie. He graduated from Osbourn Park High School in 1976 and received his Bachelor of Science degree in business administration from Averret University in Danville in 1980.

“The Chamber has always been an excellent source of information and referrals for the community and its members. I want that to continue,” he concluded.

### **THE SKILL SOURCE GROUP IN CHAMBER INPRINT SECTION**

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## Virtual Bus Tour Showcases New Commercial Real Estate

“Tour guides” **Steve Daves, R. W. Murray Co.**, and **Roger Snyder, RWS Consulting**, took nearly 200 people on a virtual bird's eye view of planned and existing commercial development throughout five “neighborhoods” within Prince William County and the cities of Manassas and Manassas Park during the second annual Virtual Bus Tour. The event was held on June 8th over breakfast at **Heritage Hunt Golf and Country Club** in Gainesville and was organized by the Economic Development Committee of the Prince William County-Greater Manassas Chamber of Commerce. All of the aerial photography used in the presentation was taken by **Roger Snyder**.

Each attendee received a handsome “Tour Book” listing information about each property mentioned in the tour. Additional books are available for purchase for \$50 at the Chamber office at 8963 Center Street in Manassas or email Debbie Jones at [djones@pwcgmcc.org](mailto:djones@pwcgmcc.org).



Virtual Bus Tour attendees network over breakfast prior to the commencement of the presentation.

### A Special Thanks to the Sponsors for the Virtual Bus Tour

Main Event Sponsor:  
**SYNERGY ONE Federal Credit Union**



Tour Book Sponsor: **Weber, Ghadban & Associates Realty, Inc.**

Exhibit Table Sponsors: **Dominion Valley Country Club; Group Goetz Architects; Northern Virginia Transportation Alliance**

Platinum Sponsors:

**City of Manassas Office of Economic Development; Potomac News/Manassas Journal Messenger**

In-Kind Sponsors: **Dewberry; George Mason University DOIT Classroom Technologies; Lake Litho; RWS Aerial Photography**

Gold Sponsors: **Buchanan Partners; Flory Small Business Center, Inc.; Grubb & Ellis Company; James Monroe Bank; M & T Bank; Norman Realty, Inc.; Prince William Health System; R. W. Murray Co.**

Door Prize Sponsors: **Bristow Manor Golf Club; Courtyard By Marriott; Fat Punks' Restaurant; Henn Workshops; Heritage Hunt Golf & Country Club; Mackey & Associates; Opera House Gourmet; Panino; Piedmont Club; Prince William Symphony Orchestra; Project Trailblazers LLC; R. W. Murray Co.; RWS Consulting; Shirley's Catering; Staples; SYNERGY ONE Federal Credit Union**

Silver Sponsors: **Alliance Bank; First Potomac Realty Trust; Landservices, Inc.; R. Edward Daffan, Inc.; SunTrust Bank; Weber, Ghadban & Associates Realty, Inc.; WTG Properties, Inc.**

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## UPCOMING EVENTS

### SEPTEMBER

#### Friday 8 "GREAT BEGINNINGS" NEW MEMBER ORIENTATION

8:00 - 9:30 a.m.

Hosted by: **Prince William  
Health System**

8650 Sudley Rd., 4th Floor,  
Conference Room

Sponsor: TBD

All members, rookies and veterans alike, are invited to attend this informative orientation and networking event. It's a great way to meet the Chamber staff, introduce your business or organization and familiarize yourself with all the Chamber has to offer. An informal presentation will be given by the Chamber staff, covering all you need to know to make the power of the Chamber to work for you. A special invitation is extended to members who were unable to attend in the past! Coordinated by the Ambassadors Committee

#### Monday 11 "Special Edition" BROWN BAG SEMINAR SERIES

Noon - 1:00 p.m., Chamber Office

Topic: "Overview: **Mason  
Enterprise Center**"

Speaker: **Keith Segerson  
Mason Enterprise Center**

Sponsor: **A-1 Flood Tech**

Learn how Mason Enterprise Center can help you grow your business. A specialist in the areas of business services, such as government contracting, international business development, mentor-protégé, entrepreneurship, technology commercialization, and telework initiatives, our speaker will outline the Center's unique combination of programs, services and resources.

#### Tuesday 12 BUSINESS AFTER HOURS

5:00 - 6:30 p.m.

Hosted by: **Winery At LaGrange**  
4970 Antioch Rd., Haymarket

Complimentary networking event

#### Thursday 14 BROWN BAG SEMINAR SERIES

Noon - 1:00 p.m., Chamber Office

Topic: "Tradeshow Exhibiting:  
**Turning Contacts into Clients**"

Speaker: **Joe Martin, Focuspoint, Inc.** and  
**Rob Hagman, FASTSIGNS of Manassas**

Sponsor: **A-1 Flood Tech**

If you have signed up to participate in Connections ETC 2006, you cannot afford to miss this Brown Bag Seminar! Trade shows offer your business an opportunity to stand out in a crowd. You can outshine your com-

petition with pre- and at-show promotion, eye-catching booth design, a well-trained booth staff and post-show follow-up. Attend this power-packed hour and learn tips and techniques that will help you turn contacts into clients and get the best return on your trade show investment.

#### Friday 15 ARTS ALIVE!

Presented jointly with the **Prince William  
County Park Authority Arts Council**

6:00 - 10:00 p.m.

Hosted by: **Heritage Hunt Golf &  
Country Club**

6901 Arthur Hills Dr., Gainesville

Event Sponsor: **Northern Virginia Electric  
Cooperative (NOVEC)**

This glittering, black tie-optional evening extravaganza kicks off an exciting new performance season for Prince William County's many arts organizations. The fun begins with a cocktail reception for networking and exhibits followed by dinner and sample performances from a variety of performing arts groups as the Arts Council presents its annual awards.

Members: \$45; Non-members: \$50

Table sponsorships are available for \$600 (includes 8 tickets)

RSVPs are required. RSVP to **Katie Clark** at 703-368-6600 ext.10 or email [kclark@pwecmcc.org](mailto:kclark@pwecmcc.org).

#### Thursday 21 BROWN BAG SEMINAR SERIES

Noon - 1:00 p.m., Chamber Office

Topic: "Creating a Circle of  
**Business Friends**"

Speaker: **Linda Decker, Flory Small  
Business Center**

Sponsor: **A-1 Flood Tech**

Creating a circle of business friends is essential for business professionals. It encourages business owners to invest the time and resources to develop, foster and maintain "working friendships." Exceptional, competent, long-term professional relationships allow you to continually market your business while preserving your sanity.

#### Tuesday 26 MEET THE MAYORS BREAKFAST

8:00 - 9:30 a.m.

Hosted by: **Best Western Battlefield Inn**

10820 Balls Ford Rd., Manassas

Sponsored by: **Lockheed Martin MS2**

The Chamber's Legislative Committee has invited the mayors of our local cities and towns to speak about the state of business and economic development in their respective jurisdictions. Enjoy breakfast with **Douglas S. Waldron, Mayor of the City of**

**Manassas; Frank Jones, Mayor of the City of City of Haymarket; Fred E. Yohey, Jr., Mayor of the Town of Dumfries; Earnest W. Porta, Jr., Mayor of the Town of Occoquan and Albert R. Gasser, Mayor of the Town of Quantico, and find out what their plans are for the future.**

Members: \$20; Non-members: \$25

Cancellations must be received 24 hours in advance to be honored.

#### Thursday 28 BUSINESS BEFORE HOURS

8:00 - 9:00 a.m.

Hosted by: **State Farm Insurance  
-Al Nasiri**

8704 Sudley Rd., Manassas

Complimentary networking event

### OCTOBER

#### Monday 02 "Special Edition" BROWN BAG SEMINAR SERIES

Noon - 1:00 p.m., Chamber Office

Topic: "Procurement Technical  
**Assistance Program (PTAP)**"

Speaker: **Jim Regan**

**Mason Enterprise Center**

Sponsor: **A-1 Flood Tech**

Whether you are just getting started or have been contracting with the government for years, GMU PTAP offers a number of services to assist your business in all aspects of government contracting. PTAP government business development and contracting assistance focuses on bid matching, business networking, procurement seminars and technical and business counseling.

#### Tuesday 10 BUSINESS AFTER HOURS

5:00 - 6:30 p.m.

Hosted by: **Beyond Wellness  
- Personal Fitness Training**

8990 McDowell Commons, Manassas

Complimentary networking event

#### Thursday 12 BROWN BAG SEMINAR SERIES

Noon - 1:00 p.m., Chamber Office

Topic: "Preventative Health Care  
**and the Workplace**"

Speaker: **Dr. Valencia Cobb**

**Heritage Village Internal Medicine**

Sponsor: **A-1 Flood Tech**

Increase productivity and experience a drop in sick days taken by encouraging your employees to make healthy lifestyle choices. Learn about preventative healthcare measures you can implement at your workplace that will impact employee health.

#### Thursday 19 BROWN BAG SEMINAR SERIES

Noon - 1:00 p.m., Chamber Office

Topic: "Fair Hiring and Firing:  
**Learn About Employment**

**Documentation"**

Speaker: **Sonya Jacob, B.E.A.C.O.N.**

Sponsor: **A-1 Flood Tech**

Worker citizenship status, national origin and legal documentation are becoming increasingly important issues for employers. Learn about the laws related to fair hiring, firing and employment practices, the classes of work authorization and types of documentation required for completion of I-9 forms.

#### Tuesday 24 OCTOBER NETWORKING LUNCHEON

11:30 a.m. - 1:00 p.m.

Hosted by: **Best Western Battlefield Inn**

10820 Balls Ford Rd., Manassas

Sponsored by: **A-1 Flood Tech**

Speaker: **Pierce Homer**

**Virginia Secretary of Transportation**

Our featured speaker, **Pierce R. Homer, Virginia Secretary of Transportation** for both Governors **Timothy Kaine** and **Mark Warner** will discuss transportation issues here in Prince William County and in the Commonwealth. We warmly welcome Secretary Homer back to Prince William County where he served for 15 years in several senior management positions, including Deputy County Executive. Reservations are required. Members: \$25 prepaid/ \$30 at the door or billed; Non-members: \$35

Cancellations must be received 24 hours in advance to be honored.

#### Thursday 26 CONNECTIONS ETC 2006

4:00 - 7:00 p.m.

Hosted by: **Freedom Aquatic  
& Fitness Center**

10900 University Blvd.

Event Sponsors: **COMCAST, MDA**

**Technologies, Potomac News/Manassas**

**Journal Messenger** and **SYNERGY ONE  
Federal Credit Union**

Connections ETC 2006 is a FREE event open to the public. It's the only event in the area offering exhibits, networking and the opportunity to "connect" with local businesses. As with any great Chamber event, there will be plenty of delicious FREE food as well as FREE parking. So mark your calendar and plan to attend this one-of-a-kind event!



Logo Design Courtesy of M&B Graphics and Marketing Inc.

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## 'Meet the Mayors' Breakfast

8:00 - 9:30 a.m.  
Tuesday, September 26, 2006

Best Western Battlefield Inn  
10820 Balls Ford Rd., Manassas

Sponsored by: Lockheed Martin MS2

The Chamber's Legislative Committee has invited the mayors of our local cities and towns to



speaking about the state of business and economic development in their respective jurisdictions. Enjoy breakfast with Douglas S. Waldron, Mayor of the City of Manassas; Frank Jones, Mayor of the City of Manassas Park; Pamela Stutz, Mayor of the City of Haymarket; Fred E. Yohey, Jr., Mayor of the Town of Dumfries; Earnest W. Porta, Jr., Mayor of the Town of Occoquan and Albert R. Gasser, Mayor of the Town of Quantico, and find out what their plans are for the future.

The cost for members is \$20, non-members \$25. To RSVP, contact Katie Clark at 703-368-6600, ext. 10, or email [kclark@pwcgmcc.org](mailto:kclark@pwcgmcc.org).

## Thank You to Our What's Happening Newsletter

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- North American Digital Communications, Inc.
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- Affordable Web Design, Inc.
- Clarke's Catering
- Pampered Chef - Hillier
- Intonations: Therapeutic Massage
- United Fairfax Travel
- Watson Family Lawn Care Inc.
- Cruise Holidays
- A Formal Affair Bridal & Formalwear Boutique
- Prince William County Public Schools Education Foundation
- Intihar Construction, LLC



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## The *GREATEST* Trade Show in Prince William County

Thursday, October 26th  
4:00-7:00 p.m.

Freedom Aquatic & Fitness Center  
10900 University Blvd., Manassas

### Sponsors:

- Comcast
- MDA Technologies
- Potomac News/Manassas Journal Messenger
- SYNERGY ONE
- Federal Credit Union

### Food Vendors:

- Capitol Chocolate Fountains LLC; Chick-fil-A; FPR Catering; Glory Days Grill; Kitchen Gourmet & A Company of Caterers Inc.;
- Old Country Buffet

Exhibitor Reception:  
Clarke's Catering

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Presented jointly with the Prince William County Park Authority's Art Council

Friday, September 15th  
6:00-10:00 p.m.

Heritage Hunt Golf and Country Club  
6901 Arthur Hills Drive, Gainesville

Event Sponsor: Northern Virginia Electric Cooperative (NOVEC)

Join us for a wine-and-cheese reception, dinner and performances that provide a taste of the abundant artistic offerings county-wide.

Tickets are \$45 or \$600 for a table of 8. Table sponsors also receive free tickets and their name in the event program.

RSVP by calling Katie Clark at 703-368-6600, ext. 10 or email [kclark@pwcgmcc.org](mailto:kclark@pwcgmcc.org).

## Support the GREATER Chamber P-Nets (Power Networkers)!

Thursday, August 24th  
4:00-7:00 p.m.

Chamber Challenge and Power Networking Event  
At Pfitzner Stadium,  
7 County Complex Ct., Woodbridge

Sponsored by:  
SYNERGY ONE Federal Credit Union

Bring your friends, co-workers and family members to see Your GREATER Chamber P-Nets (Power Networkers) take on the Prince William Regional Chamber of Commerce Regions' Rockets for a friendly game of softball at 4:00 p.m. Following the game, you can "power network" while enjoying food and beverages from 5:30-7:00 p.m. After the networking dinner is over, watch the P-Nats (Potomac Nationals) take on the Salem Avalanche at 7:00 p.m. All this for only \$10 per person, including free parking until 5:30 p.m.

To RSVP, contact Katie Clark at 703-368-6600, ext. 10, or email [kclark@pwcgmcc.org](mailto:kclark@pwcgmcc.org).



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