

MAY/JUNE 2011



PRINCE WILLIAM
CHAMBER
OF COMMERCE

The Prince William Chamber of Commerce is pleased to offer you, our members, a newly streamlined Calendar of Events. Look for these designations that indicate where events are being held:

Chamber Headquarters

9720 Capital Ct.,
Suite 203
Manassas, VA 20110

Woodbridge Office- MEC

Mason Enterprise Center
14059 Crown Ct.
Woodbridge, VA 22192

Gainesville Office

7450 HeritageVillage Plz.,
Suite 202
Gainesville, VA 20155

Phone: 703-368-6600

RESERVATION FORM- MARK YOUR CALENDAR

Please check the events you plan to attend then fax or email this page to Lynn Andresen to register in advance. You can also call 703-368-6600 or email landresen@pwchamber.org:

- Small Business Roundtable, Mon., May 2, Gainesville Office
- Monthly Business Building Breakfast (MB³), Fri., May 6, Uno's Chicago Grill-Gainesville
- Small Business Roundtable, Mon., May 9, Woodbridge Office-MEC
- Next Level Business Builder Series, Wed., May 11, Chamber Headquarters
- Prince William Chamber Business Awards, Tues., May 17, Four Points by Sheraton
- YP NOVA Monthly Mixer, Wed., May 18, Bertucci's Italian Restaurant
- Monthly Business Building Breakfast (MB³), Fri., May 20, Uno's Chicago Grill-Woodbridge
- Small Business Roundtable, Mon., May 23, Chamber Headquarters
- Commercial Real Estate Showcase, Tues., May 24, Hylton Performing Arts Center
- Government Contracting Business Council Breakfast, Thurs., May 26, Marine Corps Museum
- Business After Hours, Thurs., May 26, Virginia Gateway at Uno's Chicago Grill and Bungalow Alehouse
- Leadership Series-Customer Service, Thurs., June 2, City Palace
- Monthly Business Building Breakfast (MB³), Fri., June 3, Uno's Chicago Grill-Gainesville
- Small Business Roundtable, Mon., June 6, Gainesville Office
- Leadership Series-Congressional Reception, June 6, Center for the Arts
- Next Level Business Builder Series, Wed., June 8, Chamber Headquarters
- New Member Showcase, Fri., June 10, Prince William Association of Realtors
- Small Business Roundtable, Mon., June 13, Woodbridge Office- MEC
- YP NOVA Monthly Mixer, Wed., June 15, Cock & Bowl
- Monthly Business Building Breakfast (MB³), Fri., June 17, Uno's Chicago Grill-Woodbridge
- Speed Networking, Tues., June 21, OWL Station 2
- Chamber ROI, Fri., June 24, Chamber Headquarters
- Chairman's Reception, Fri., June 24, Hylton Performing Arts Center
- Small Business Roundtable, Mon., June 27, Chamber Headquarters
- Business After Hours, Thurs., June 30, PotomacNationals Pfitzner Stadium

All events are complimentary for members unless otherwise stated. Refer to interior of calendar for cost. Reservations required. RSVP to Lynn Andresen by email at landresen@pwchamber.org or call 703-368-6600.

Attention Board Members:

- Thurs., May 12, 11:00 a.m., Executive Committee Meeting-Chamber Headquarters
- Wed., May 18, 10:30 a.m., Board of Directors Meeting- Chamber Headquarters
- Thurs., June 9, 11:00 a.m., Executive Committee Meeting-Chamber Headquarters
- Wed., June 15, 10:30 a.m., Board of Directors Meeting- Chamber Headquarters

Company: _____

Attendee(s): _____

Check MasterCard VISA American Express Discover

Card No.: _____ Exp. Date: _____

Cardholder's Signature: _____

Please fax/email this form to: **Prince William Chamber of Commerce** at 703-368-4733 or landresen@pwchamber.org
You may also mail it along with your payment to: **PW Chamber of Commerce**, 9720 Capital Ct., Ste. 203; Manassas, VA 20110. Reservations/cancellations must be received 24 hours in advance to be honored.

Calendar of EVENTS

Cornerstone Partners

www.PWchamber.org

MAY

Monday, May 2

SMALL BUSINESS ROUNDTABLE

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

Series Sponsor: **The Growth Coach- Northern Virginia**

Local Sponsor: **Prince William Chamber of Commerce**

Topic: **“Website Do’s-What Should Be on Your Website”**

Small group setting where members have an opportunity to introduce themselves and discuss topics of interest to small business.

Friday, May 6

MONTHLY BUSINESS-BUILDING BREAKFAST (MB³)

8:00 - 9:30 a.m.

Host: **UNO’s Chicago Grill-Gainesville,**

7390 Atlas Walk Way, Gainesville

Sponsor: **Internet Ad Management, Inc.**

Early morning networking and business building breakfast provided by Uno’s Chicago Grill.

Reservations requested.

Monday, May 9

SMALL BUSINESS ROUNDTABLE

Noon - 1:00 p.m., Woodbridge Office- MEC

Series Sponsor: **The Growth Coach- Northern Virginia**

Local Sponsor: **NextCare Urgent Care**

Topic: **“Ways to Say Thank You to Clients”**

Share ideas and best practices with other small business owners, managers and staff. A facilitator helps encourage an open discussion.

Wednesday, May 11

NEXT LEVEL BUSINESS BUILDER SERIES

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

Topic: **DIY Internet Advertising**

Speaker: **Sherri Arnaiz, Sherri Arnaiz Web Design**

Series Sponsor: **Couragio Consulting**

Track Sponsor: **Internet Ad Management, Inc.**

You’ll learn how to boost your site in the search results with just a few simple tricks! Plus you don’t have to spend a bundle to get your name out there (unless you want to!)

Tuesday, May 17

PRINCE WILLIAM CHAMBER BUSINESS AWARDS

Noon-2:00 p.m.

Host: **Four Points by Sheraton,**

10800 Vandor Lane, Manassas

Main Event Sponsor: **Northern Virginia Community College**

Join us in recognizing the best of the business community at the annual business awards.

Celebrate the nominees and finalists for the Chamber’s Business Awards and share in the

excitement as the winners are announced at the event! Cost: \$40/members and guests prepaid; \$45/members and guests at-the-door or billed; \$50/nonmembers. Cost includes lunch, dessert bar & coffee service. Reservations required.

Sponsorships available! Contact Kris Johnson or Suzanne Lewis at (703) 368-6600. For a complete list of sponsors, go to pwchamber.org/businessawards.

Wednesday, May 18

YPNOVA MONTHLY MIXER

5:30-7:00 p.m.

Host: **Bertucci’s Italian Restaurant,**

8114 Stonewall Shops Sq., Gainesville

YPNOVA Sponsor: **Advantage Physical Therapy & Rehabilitation, LLC**

Join the young professionals of the Prince William Chamber and the Fauquier Chamber for complimentary networking and appetizers.

Friday, May 20

MONTHLY BUSINESS-BUILDING BREAKFAST (MB³)

8:00 - 9:30 a.m.

Host: **UNO’s Chicago Grill-Woodbridge**

2680 Prince William Pkwy., Woodbridge

Sponsor: **FastSigns**

Early morning networking and business building breakfast. Reservations requested, no charge to attend. Hot breakfast provided by Uno’s Chicago Grill-Woodbridge.



THE MARKETPLACE at MADISON CRESCENT

CRESCENT PARK DRIVE, GAINESVILLE, VA 20155 (PRINCE WILLIAM COUNTY)

Adjacent to the 42-acre Madison Crescent planned community, The Marketplace at Madison Crescent is strategically located at the intersection of Route 15 (James Madison Highway) & Route 20 (Lee Highway). Anchored by Harris Teeter, available spaces range from 858 sf to 3,000 sf, ideal for restaurant, coffee shop, spa, home furnishings, children’s boutique, game shop, medical/dental and other uses.



Space 10: 1,741 sf - outdoor seating available



Space 12: 3,000 square feet



Space 16: 858 sf - Adjacent to newly opened Eggspectation



Space 3: 2,901 square feet

Monday, May 23

SMALL BUSINESS ROUNDTABLE

Noon - 1:00 p.m., Chamber Headquarters
Series Sponsor: **The Growth Coach- Northern Virginia**

Local Sponsor: **Realty World Select-Manassas**
Topic: **"Cost Saving Tips for Businesses"**
Participants are invited to introduce themselves and a facilitator helps guide open discussion. Share ideas and best practices.

Tuesday, May 24

COMMERCIAL REAL ESTATE SHOWCASE

8:30-11:00 a.m.

Host: **Hylton Performing Arts Center**,
10960 George Mason Circle, Manassas
Presenting Sponsor: **Prince William County Economic Development**
Platinum Sponsors: **City of Manassas, First Potomac Realty Trust and Vanderpool, Frostick & Nishanian, PC**
Gold Sponsors: **City of Manassas Park and Norman Realty, Inc.**

Media Sponsor: **PW Business Magazine**
Features an exclusive preview of commercial real estate in five different areas in Prince William County, Manassas, Manassas Park and the surrounding area. Aerial and land photos of the area are presented in a narrated presentation. Specific projects and office space are highlighted along with a guidebook that presents property details. Hear the inside scoop on new projects and who's looking in our area. This event is a must-attend for commercial realtors, developers and business people planning for future growth and/or relocation. Cost to attend: \$75/members; \$95/non-members - includes breakfast, guidebook and jumpdrive with aerial photos and property information. Reservations Required.

Thursday, May 26

GOVT. CONTRACTING BUSINESS COUNCIL BREAKFAST

7:30-9:30 a.m.

Host: **Marine Corps Museum**,
18900 Jefferson Davis Highway, Triangle
Series Sponsor: **NextCare Urgent Care**
Session Sponsor: **Spriggs Consulting Services**
Speaker: **Major General George Allen, USMC, US Cyber Command**
US Cyber Command Briefing on the progress of this agency established less than a year ago.
Reservations Required. Cost is \$25/members; \$45/nonmembers

Thursday, May 26

BUSINESS AFTER HOURS

5:00-6:30 p.m.

Host: **Virginia Gateway at Uno's Chicago Grill-Gainesville and Bungalow Alehouse-Gainesville**
Food provided by Uno's Chicago Grill and Bungalow Alehouse. Complimentary networking event.

JUNE

Thursday, June 2

LEADERSHIP SERIES- CUSTOMER SERVICE

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

Host: **City Palace**
9720 Capital Ct., Manassas
Series Sponsor: **Couragio Consulting**
Session Sponsor: **R.E. Daffan, Inc**
Host Sponsor: **Creating Results, LLC**
Keynote Speaker: **Bobbie Walker, Director of Education Partnership Alliance Marketing, Virginia Tourism Corporation**
Create opportunity for your business by learning to focus on Attitude, Consistency, Service and Teamwork. With a positive attitude and sincere desire to serve others, you will earn the loyalty of your customers and the respect of your teammates. Cost: \$30/members prepaid; \$35/members at-the-door or billed; \$45/nonmembers. Includes lunch.
Exhibit tables also available, cost is \$85 and includes 1 seat to the luncheon.

Friday, June 3

MONTHLY BUSINESS- BUILDING BREAKFAST (MB³)

8:00 - 9:30 a.m.

Host: **UNO's Chicago Grill-Gainesville**,
7390 Atlas Walk Way, Gainesville
Sponsor: **Spriggs Consulting Services**
Early morning networking and business building breakfast provided by Uno's Chicago Grill.
Reservations requested.

Monday, June 6

SMALL BUSINESS ROUNDTABLE

Noon - 1:00 p.m., Gainesville Office
Series Sponsor: **The Growth Coach- Northern Virginia**

Local Sponsor: **Prince William Chamber of Commerce**

Topic: **"Branding - Avenues to Promote Yourself"**

Attendees encouraged to bring examples, research and questions on the topic. A facilitator helps to guide the discussion. Topics selected by attendees.

Monday, June 6

LEADERSHIP SERIES: CONGRESSIONAL RECEPTION

5:00-7:00 p.m.

Host: **Center for the Arts**,
9419 Battle St., Manassas
Series Sponsor: **Couragio Consulting**
Session Sponsor: **NOVEC-Northern Virginia Electric Cooperative**
Meet and greet the Congressmen who represent our area: Congressman Frank Wolf, Congressman Gerald Connolly, and Congressman Robert Wittman. Cost: \$30/members prepaid; \$35 at the door or billed; \$45/nonmembers. Includes appetizers and 1 drink ticket, cash bar available.

Wednesday, June 8

NEXT LEVEL BUSINESS BUILDER SERIES

Noon-1:00 p.m., Chamber Headquarters
Topic: **"Lessons Learned -Opportunities in Today's Economy"**
Speaker: **Bennett Whitlock and Taylor Briscoe, Whitlock & Associates**
Series Sponsor: **Couragio Consulting**
Track Sponsor: **Pangea Global, LLC**
Learn ways to find opportunities in today's economy and what it takes to be a more prudent investor.

Friday, June 10

NEW MEMBER SHOWCASE

8:00-10:00 am

Host: **Prince William Association of Realtors**,
4545 Daisy Reed Ave., Prince William
Series Sponsor: **FastSigns**
Session Sponsor: **Ziplocal**
All members are invited to attend this complimentary networking event to meet and network with new members who have joined in the past six months.

Monday, June 13

SMALL BUSINESS ROUNDTABLE

Noon - 1:00 p.m., Woodbridge Office-MEC
Series Sponsor: **The Growth Coach- Northern Virginia**

Local Sponsor: **NextCare Urgent Care**
Topic: **“Referral Systems for Your Client Base”**
Roundtable discussion on topics of interest to small business. Topic will be selected at previous roundtable session. No charge to attend. Bring a brown bag lunch. Limited to 25 participants.

Wednesday, June 15

YPCNOVA MONTHLY MIXER

5:30-7:00 p.m.
Location: **Cock & Bowl**,
302 Poplar Alley, Occoquan
YPCNOVA Sponsor: **Advantage Physical Therapy & Rehabilitation, LLC**
Join the Young Professionals of Northern Virginia (YPCNOVA) for complimentary networking and appetizers. Cash bar with 60 varieties of beer!

Friday, June 17

MONTHLY BUSINESS-BUILDING BREAKFAST (MB³)

8:00 - 9:30 a.m.
Host: **UNO’s Chicago Grill-Woodbridge**

2680 Prince William Pkwy., Woodbridge
Sponsor: **Spriggs Consulting Services**
Early morning networking and business building breakfast provided by Uno’s Chicago Grill.
Reservations requested.

Tuesday, June 21

SPEED NETWORKING

3:00-5:00 p.m.
Host: **OWL Station 2**, 1306 F St., Woodbridge
Series Sponsor: **ZipLocal**
Make contacts that last-fast! Bring business cards and prepare your one-minute elevator speech. Light refreshments will be served.
Cost: \$10/members; \$25/nonmembers.

Friday, June 24

CHAMBER ROI

8:00-9:30a.m., Chamber Headquarters
Series Sponsor: **Internet Ad Management, Inc.**
Session Sponsor: **goSmallBiz.com**
Learn how to get a solid return on investment from your Chamber membership. New and veteran members alike can benefit from attending this session.

Friday, June 24

CHAIRMAN’S RECEPTION

6:00 p.m.
Host: **Hylton Performing Arts Center**
10960 George Mason Circle, Manassas
Presenting Sponsor: **TML-A Xerox Company**
Save the Date! Details Available Soon!

Monday, June 27

SMALL BUSINESS ROUNDTABLE

Noon - 1:00 p.m., Chamber Headquarters
Series Sponsor: **The Growth Coach- Northern Virginia**
Local Sponsor: **Realty World Select-Manassas**
Topic: **“In-House vs. Outsourcing”**
Roundtable discussion on topics of interest to small business. Topics are selected by the group and a facilitator helps guide the discussions. No charge to attend. Bring a brown bag lunch. Limited to 25 participants.

Thursday, June 30

BUSINESS AFTER HOURS

5:00-6:30 p.m.
Host: **Potomac Nationals**
7 County Complex Court, Woodbridge
Complimentary networking event. Thursday Cheers-discounted beverages. Stay for the game at 7:05 p.m. against Winston-Salem Dash.

See your ad here!

Contact Kris Johnson at
703-368-6600 or email
kjohnson@pwchamber.org



THE MARKETPLACE at MADISON CRESCENT
CRESCENT PARK DRIVE, GAINESVILLE, VA 20155 (PRINCE WILLIAM COUNTY)

Adjacent to the 42-acre Madison Crescent planned community, The Marketplace at Madison Crescent is strategically located at the intersection of Route 15 (James Madison Highway) & Route 29 (Lee Highway). Anchored by Harris Teeter, available spaces range from 858 sf to 3,000 sf, ideal for restaurant, coffee shop, spa, home furnishings, children’s boutique, game shop, medical/dental and other uses.



JOIN NEWLY OPENED EGGSPECTION, BALANS YOGA, TWIN DRAGON MARTIAL ARTS & MARKETPLACE CLEANERS!

THE MARKETPLACE AT MADISON CRESCENT MARKET FACTS

- Most convenient and accessible shopping center in the market due to excellent signalized access on both Rt. 29 & Rt.15
- The 42-acre Madison Crescent upscale planned community will feature: 144 residential townhomes, 12 live/work units, 60 single family homes, 242,000 square feet of office space, a 160,000 square foot hotel and conference center, and 124,000 square feet of retail space
- Anchored by a 52,160 sf Harris Teeter, Marketplace at Madison Crescent is the dominant shopping center destination for the Northwestern gateway of Prince William County

THE MARKETPLACE AT MADISON CRESCENT TRADE AREA DATA

Demographics	3 miles	5 miles	10 miles
Population	16,406	46,166	152,142
Median family Income	\$94,741	\$92,927	\$86,660
Daytime Population	3,733	7,937	51,775

THE MARKETPLACE AT MADISON CRESCENT SITE DETAILS

Retail Space Available	Spaces available are from 858 sf to 3,000 sf, suitable for restaurants, coffee shop, medical/dental, game shops, children’s boutique, card shop, and other uses
Total GLA	202,050 SF
Traffic Counts	Route 29 (Lee Hwy): 41,800 (2008, ADT) Route 15 (James Madison Hwy): 13,090 (2008, ADT)

* This report was produced using data from private and government sources deemed to be reliable. The information herein is provided without representation or warranty.

FOR LEASE
IMMEDIATE DELIVERY

For more information, please contact:
Jeff Handler
703.425.0605
jeff@asaretail.com

Coming Soon

Your Chamber's New Website



PWC chamber.org is getting a brand new look, soon to be unveiled!

Just one more sign that the Prince William Chamber is on the move; your Chamber will have a more interactive, easy-to-navigate and informative web presence in early May! The new PWchamber.org will draw thousands of businesses, residents and visitors seeking information on:

- Business News & Resources
- Community & Relocation Information
- Chamber & Community Events Calendars
- Directory of Trusted Businesses
- Committee & Council Updates
- .. and more!

Contact Kris Johnson
for prices and availability of
ads and packages.

Phone: 703-368-6600
Email: kjohnson@pwchamber.org.

Get Involved: Join a Chamber Committee or Council!

Make a positive difference for your own business and the entire community by getting involved in one of the Chamber's Committees or Councils. Through participation, you'll gain insights that will help you in your business, you'll make good business connections, and you'll have a chance to work for a stronger business climate.

View the most current listing online at: www.pwchamber.org/committees.
You can also attend any of the meetings listed here. Not sure which one is right for your business?
Contact Lynn Andresen at landresen@pwchamber.org.

BUSINESS GROWTH

Business Growth Committee- Tues., May 17 & Tues., June 21; 8:30- 9:30 a.m.; Chamber Headquarters

YPNOVA- Thurs., May 5 & Thurs., June 2; 8:30-9:30 a.m.; Chamber Headquarters

Government Contracting Business Council - See Prince William Government Contractors Breakfast on Thurs., May 26. Contact Pete White for details at pwhite@pwchamber.org

Science & Technology Business Council -
Contact Pete White for details at pwhite@pwchamber.org or call 703-368-6600.

Construction & Utilities Business Council-
Contact Pete White for details at pwhite@pwchamber.org or call 703-368-6600.

Hispanic Business Council- Tues., May 17 & Tues., June 21; 3:00 p.m.; Chamber Headquarters

ECONOMIC DEVELOPMENT

Economic Development Committee- Thurs., May 26 & Thurs., June 23; 10:30 a.m.; Chamber Headquarters

GOVERNMENT AFFAIRS

Government Affairs Committee- Wed., May 11 & Wed., June 8; 8:00- 9:00 a.m.; Chamber Headquarters

COMMUNITY OUTREACH

Health & Wellness Business Council-
Contact Suzanne Lewis for details at slewis@pwchamber.org or call 703-368-6600.

Not-for-Profit Business Council-

Contact Suzanne Lewis for details at slewis@pwchamber.org or call 703-368-6600.

EDUCATION

Education Committee-
Contact Emily Guerrero for details at eguerrero@pwchamber.org or call 703-368-6600.

AMBASSADORS

Tues., May 10 & Tues., June 14; 8:30- 9:30 a.m.; Chamber Headquarters

Ribbon Cuttings

Thursday, May 5; 8:30 a.m.
Home Instead Senior Care,
9303 Center St., Ste. 200
Manassas

Friday, May 13; 12:00 Noon
Planet Auto Wash
9101 Centreville Rd., Manassas

Wednesday, May 25; 11:00 a.m.
The Children's Place
8300 Sudley Rd. (Manassas Mall)
Manassas

Thursday, June 16; 9:00 a.m.
Todos Super Market-Woodbridge
14428 Jefferson Davis Hwy.,
Woodbridge

Contact Diana Tringali for details or to schedule your own Ribbon Cutting at dtringali@pwchamber.org. Updates are online at www.pwchamber.org.