Future Housing Needs for Fairfax County
110,000 additional residential units by Year 2030

By: M. Callahan

By Year 2030, or a blink in revitalization time, the next wave of economic development is projected for the Washington area; and now is the time to start gearing-up.

According to a report from George Mason’s Center for Regional Analysis, Fairfax County, over the next eighteen years, is projected to add 168,833 new jobs (net) out of the 1.05 million forecast for the entire Metro area. This level of area-wide employment growth will require another 731,457 housing units; 110,000 needed in Fairfax County alone.

Traditionally, only half of the workforce lives close to their place of employment. The other half endure arduous commutes creating excessive demands on transportation resources and highways. Since Washington is already deemed the second most traffic-congested metropolitan area in the country, just consider what another half million commuters will add to this writhing traffic throng.

The success of the region’s economy has become the broad diversity of employment sectors. Even if one or more sector declines in any economy, the others help to level the odds against a full blown depression. Fairfax County, through their Economic Development Authority actively market new and larger companies to relocate to the county with the aim of maintaining a protective business base of broad diversity. Jobs are no longer dependent on federal government positions or even those in defense contracting. Instead, Fairfax County has almost 400 foreign owned firms, others in Information Technology, Telecommunications, Financial Services, Aerospace, and Internet focused start-ups along with all the support and professional service companies required in a robust business world. It is this strong commercial tax base, used to pay for public services, “That enables Fairfax County to withstand economic stresses better than virtually any other locality in the nation.” boasts, quite rightly, the FCEDA.

As to the future, new businesses may not open or relocate to Fairfax County if their workers are forced to live far from the company premises, and new workers may not apply for the same reason. To date, the cost of close-in housing and availability have driven more than half of all employees to commute 120 minutes or more per day. Consequently, smart growth advocates hammer the message that new housing units need to be multi-family, in mixed-use developments, and located close to areas of employment, shopping, and transportation. In order to keep the traffic manageable, older communities need to revitalize their business core to accommodate the mixed-
Greetings, 안녕하세요, Saludos,

Lady Bird Johnson once said that, “while the spirit of neighborliness was important on the frontier because neighbors were so few, it is even more important now because our neighbors are so many.” And with the hustle and bustle of modern life it is easy to retreat into our own homes and businesses rather than seek the connections we share with those who live and work around us.

The Annandale Chamber of Commerce gets that. Not only are we strong advocates for businesses, we also work hard to build the greater Annandale community, to foster the sense of belonging for residents and businesses alike. For example, we sponsored the 2011 Fall Festival and Parade - cheering crowds of Annandaleans gathered to watch the parade of local dancers, floats, performers, school kids, scouts, businesses and politicians weave its way along Columbia Pike to the festival grounds at Safeway. And then, many thousands of people came to enjoy the wide selection of food, visit the commercial booths and to challenge themselves (or their kids) on the games. In addition, the Chamber organizes and pays for the holiday wreaths installed on the lamp posts and the decorations at Toll House Park, and brings into town events such as the Bed Race and Spring Carnival.

It’s clear that we love Annandale and want to be a good neighbor. With the new year ahead, why not take a look how you personally, or your business, could become part of our successful community building effort. Sponsorship, membership and volunteer positions are all available. We couldn’t accomplish any of these events without the support of our members and residents who step-up to offer volunteer hours or financial backing. I’d like to offer particular thanks to those who’ve gone above and beyond this last year: Xoçai Healthy Chocolate, Beatty Property Management, Burke & Herbert Bank, Magill’s Famous Pizza, The AMF Annandale Bowling Lanes, Fairfax Investors, TD Bank, Roy Eppard, Carol Zach Reuss, Mary Rodney, Dan McKinnon, George Kresslein, Karen Fuentes, Hector Ochoa, Helen Winter, Richard Owen, Marilyn Hoosen, Jeff Levine, Debi Pyne, Kurt Langenwalter, Scott Force, Marc Henderson, Katie Stramel, the Virginia Defense Force, the Knights of Columbus and both the Annandale Lions & Woman’s Club.

Please don’t hesitate to contact me with your suggestions and comments, and remember, please “Buy Annandale.”

Gavin Dock
A Community of Cousins
Global Traditions and Customs

The advent of each New Year signifies a fresh beginning, and as clocks in every international time zone strike midnight on this widely celebrated holiday, we are given a chance to brush aside the foibles from the preceding twelve months, while taking an enthusiastic leap into the forefront of a brand new year.

This annual event is recognized by thousands of societies around the globe, and is commemorated through the practice of distinct, historical customs which reveal the meaningful features used by each community to usher in the New Year. Although New Year's traditions may vary from country to country, there is a familiar sense of optimism found in the spirit of this holiday.

The celebration of the New Year is one of the oldest anniversaries, and was first observed in Babylon about 4,000 years ago. The Babylonian New Year commenced at the first New Moon following the Vernal Equinox and corresponded with March 23-25 on the Julian Calendar. By 153 BC, the Roman calendar eventually grew out of synch with the sun causing the Roman government to proclaim January 1 as the beginning of the New Year.

January 1 is significant to the Grecian culture because it is both the first day of the New Year as well as St. Basil's day. Protophronia, the Greek word for New Year, is a more important holiday to the Greeks than is the Christmas holiday, and is the primary day of gift-giving. The Greek New Year also marks the commemoration of St. Basil who was a progenitor of the Greek Orthodox Church. Furthermore, St. Basil is believed to have died on January 1, therefore, the New Year is a day on which his life and achievements are honored.

One of the most well-known New Year's traditions practiced in Grecian culture is the distribution of a special dessert known as vasilopita or St. Basil's cake. A silver or gold coin is baked inside the confection, and each piece is allocated in a very solemn and strict order. The first slice is for St. Basil and the second goes to the house, while the remaining pieces are given in descending birth order beginning with the most senior member of the household. Whoever receives the coin in their individual portion is blessed with good luck for the coming year.

The Greeks also celebrate the New Year with a custom called pothariko, in which the hosts of the New Year's Eve dinner carefully choose who will be the first guest to cross the threshold into their home. Often a child is entrusted with this important deed since children are viewed as innocent, angelic beings.

Similar to the Greeks, the Chinese New Year (Yuan Tan) is vested in ancient customs and traditions. Occurring between January 21 and February 20, the Chinese New Year is set by the Lunar Calendar, during which a new moon represents the onset of each new month. The holiday lasts 15 days, and is based on a folktale about a mythical beast named Nian. The legend describes how this monster ransacked Chinese villages on the first day of the New Year, and was only thwarted by food placed on the doorsteps of each home. Nian was also frightened by the color red, and therefore the villagers would hang crimson-hued lanterns and window shades in their households.

The contemporary Chinese New Year celebration is meant to bring good luck, health, happiness, and wealth for the forthcoming year. Before the festivities commence, Chinese homes are thoroughly cleaned to eliminate all of the previous year's bad luck, as the New Year is an occasion for reconciliation and benevolence.

Menus for the family feast are arranged around dishes with positive sounding words or images such as fish which is a homophone for surplus or Mandarin oranges as they are associated with luck. Families will fly across the world to unite for this meal.

A long-standing tradition of the Chinese New Year is for married family members to bestow red envelopes containing lucky money to the junior members of the family in even numbered amounts as odd integers are associated with the money given during funeral services.

Chinese parades where masses congregate to watch the procession of floats, performers, and the infamous dancing dragon and lion costumes weaving through the cortège, are prevalent worldwide. Fireworks are an additionally intrinsic feature of the Chinese New Year. The firecrackers are rolled in red papers because the color epitomizes success and good fortune, and once ignited, the thunderous pyrotechnic presentation suppresses any evil spirits.

However you celebrate New Year, may it be blissful.
From Capitol Hill

Washington: Television Cameras should be Permitted in U.S. Supreme Court

Legislation would bring Increased Transparency & Openness to High Court

By: Congressman Gerald E. Connolly

Each year, the Supreme Court of the United States handles cases of monumental importance that affect the lives and livelihoods of all Americans, yet few of us ever get a glimpse of the oral arguments made before the high court.

In any given proceeding before the court, only 50 seats are allocated for the public. This restrictive policy makes it very difficult for the average American to gain access to or a full understanding of the arguments made before the court and the questions posed by the justices. The limited seating also suggests an elitism and propensity of secrecy unworthy of the third branch of our government.

Currently, cameras are forbidden in the courtroom. While the court has released audio recordings of oral arguments since 1955, they are made available only once a week and don’t provide the public with real-time access to the high court’s proceedings. In fact, prior to the 2010 term of the Supreme Court, audio recordings of proceedings were not released by the court until the next year’s term began.

We live in a time where information transfer from across the globe is near instantaneous, where a hand-held cell phone can provide world-wide video conferencing, yet access to momentous deliberations in the Supreme Court on cases like Bush v. Gore, Citizens United v. Federal Election Commission, and Kelo v. City of New London is limited to a few dozen citizens.

That is why I have sponsored the Cameras in the Courtroom Act to permit television cameras to cover open proceedings of the U.S. Supreme Court. My bill – H.R. 3572 – is bipartisan. Among the cosponsors are Congressmen Chris Van Hollen (D-MD) and Judge Ted Poe (R-TX), who is a long-time supporter of allowing cameras in the high court. Senators Chuck Grassley (R-IA) and Dick Durbin (D-IL) have introduced a companion bill in the Senate.

A Gallup/USA Today poll conducted after the introduction of this legislation determined that 72 percent of Americans support permitting cameras in the Supreme Court, particularly since the high court is scheduled in its 2012 term to hear arguments on the constitutionality of the health insurance reform law.

C-SPAN has provided Americans with the ability to watch gavel-to-gavel action on the floors of the U.S. House of Representatives and the U.S. Senate, as well as many committee hearings and other congressional activities. Television viewers can watch White House briefings from start to finish. Many state legislatures, including Virginia’s General Assembly, offer video access to their proceedings, as do local government bodies such as the Fairfax County Board of Supervisors and thousands of other jurisdictions across the country. And we have grown accustomed to being able to watch trials involving celebrities and other notables from courtrooms throughout the nation.

This legislation would bring sunshine into the high court’s deliberations and give the public direct access to watch and hear in real time the arguments pro and con that come before the Supreme Court on important constitutional issues that affect every American.

It is time to provide our citizens with a clear view of the Supreme Court’s proceedings, unfettered by the filter of the media and other observers. With strong bipartisan support for my bill in the House and a bipartisan companion bill in the Senate, we have a good chance of passing the Cameras in the Courtroom legislation and providing access to the Supreme Court for all.

Honorable Gerald E. Connolly
(VA 11th District)
434 Cannon HOB
Washington, DC 20515
202-225-1492
http://connolly.house.gov

District Director:
Sharon Stark
703-256-3071
On Tuesday, December 13, 2011 our Board was sworn in for a new four year term. This is the first time anyone can remember that all 10 members of the Board of Supervisors have been re-elected. I see this as a strong vote of confidence in the current leadership, both in guiding Fairfax County through the Great Recession and through the current recovery. I am committed to continuing our efforts toward fostering a strong sense of community in Fairfax County and maintaining the solid fiscal stewardship needed to protect the quality of life our residents value.

In four years I hope to look back with satisfaction at the progress we will have made toward achieving ambitious goals:

We will keep education as our highest priority. Our Board, working collaboratively with the School Board, will identify opportunities to deliver services to our constituents, children and families in ways that are holistic, supportive, cost-effective and efficient. We will continue to make the investment needed to keep the Fairfax County Public Schools system as one of the finest in the nation.

We will continue to identify creative, multimodal solutions to traffic congestion in our most traveled corridors like I-66, Route 1, the Beltway, and I-95/395. We will ensure the timely completion of Phase 1 of Rail to Dulles, and will begin construction of Phase II. To maximize the opportunities Metro presents, we will also be implementing new bus service to efficiently connect the Silver Line and the HOT Lanes to other areas of Fairfax County.

We will work to develop new industry sectors including translational medicine and we will bolster our efforts to enhance economic development in other areas such as the hospitality sector and sustainability related jobs. In particular I am excited about establishing a new conference center in Fairfax County that will attract local and national events and boost the hospitality and tourism sectors. We will continue to foster the business-friendly culture in Fairfax County that has resulted in our being able to secure every major corporate relocation in the U.S. in the last 3 years.

Using the successful model of my Private Sector Energy Task Force I will bring together the stakeholders needed to ensure growth and development occur in ways that meet our transportation and environmental goals. Workforce housing is a need identified by Fairfax County businesses as critical to their continued success. It is also critical to reducing congestion, protecting the environment, and improving the quality of life of our workforce.

Future growth and development in Fairfax County lies in revitalization and redevelopment of our older commercial and industrial areas. Our goal is to manage that growth in ways that will provide “smart” transit-oriented mixed-use communities where residents and workers can easily walk to recreation, shopping and employment.

Enjoy the new year and I look forward to working with you on these goals.

12000 Government Center Parkway, Suite 530, Fairfax, VA 22035
703-324-2321

If a convenience store is open 24 hours a day, 7 days a week, 365 days a year, why are there locks on the door?

If lawyers are disbarred and clergymen defrocked, doesn't it follow that electricians can be delighted, musicians demoted, cowboys deranged, models deposed, tree surgeons debarked, and dry cleaners depressed?
The Wearing of the Green
Local St. Patrick’s Day Celebrations

It no longer matters if you are of Irish decent or not; everyone is Irish on Saint Patrick’s Day….at least as they celebrate. If you are interested in a Pub Crawl, here is a list of the best known Irish Pubs in the metropolitan area.

THE DUBLINER
Number 4 “F” Street, Washington, D.C. 20001 · (202) 737-3773

DUFFY’S IRISH RESTAURANT AND PUB
2106 Vermont Ave N.W., Washington, DC (202) 265-3413

FADO IRISH PUB
808 7th Street N.W., Washington, D.C. 20001 (202) 789-0066

FOUR FIELDS (Formerly IRELAND’S FOUR PROVINCES)
3412 Connecticut Ave. NW. Washington, D.C. 20008 (202) 244-0860

HARP & FIDDLE
4844 Cordell Ave. Bethesda, MD. 20814 (301) 951-0015

JAMES HOBAN’S IRISH RESTAURANT
1 Dupont Circle NW, Washington, D.C. 20036 (202) 223-8440

IRELAND’S FOUR COURTS
2051 Wilson Blvd. Arlington, VA. 22201 (703) 525-3600

IRELAND’S FOUR PROVINCES OF FALLS CHURCH
105 W. Broad St. Falls Church, VA. 22046 (703) 534-8999

THE IRISH CHANNEL
500 H St. N.W., Washington, D.C. 20001 (202) 216-0046

THE IRISH TIMES
14 F St N.W., Washington, DC 20001 (202) 543-5433

MACKEY’S PUBLIC HOUSE
1823 L St. N.W., Washington D.C. 20036 (202) 331-7667

MCGINTY’S PUBLIC HOUSE
911 Ellsworth Drive, Silver Spring, MD 20910; (301) 587-1270

MURPHY’S OF VIRGINIA
713 King St. Alexandria, VA. 22314 (703) 548-1717

NANNY O’BRIEN’S IRISH PUB
3319 Connecticut Ave NW, Washington, D.C. 20008 (202) 686-9189

THE OLD BROGUE
760-C Walker Road Great Falls, VA 22066 (703) 759-3309

PAT TROY’S IRISH PUB
111 N. Pitt Street Alexandria, VA 22314 (703) 549-4535

PARADES:
41st Washington DC St. Patrick’s Parade
NOON - Constitution Ave from 7th to 17th Streets NW Saturday, March 11, 2012

What began as a small strolling procession in 1971 has turned into one of the largest St. Patrick’s Day parades in the country. Within three years a full-scale parade moved from Massachusetts Ave to it’s permanent home on Constitution Ave. Expect to see multiple Marching Bands, Pipe Bands, Police, Military, Novelty Floats, Fire Departments, and thousands upon thousands of marchers wearing the green.

Alexandria Parade—Saturday, March 3, 2012
12:30 – 2:30 PM—King Street from West Street to Fairfax www.saintpatricksdayparade.com/alexandria_va.htm
tion. The show starts at 10:00 AM with automobiles displayed for viewing on North Pitt Street just off of King Street.

The Fun Dog Show is scheduled from 10:30 AM to NOON in Market Square. All events are free to the public.

**Manassas Parade**
11:00 AM - Center St to Prescott to Quarry to Church St.
Saturday, March 17th, 2012
www.st.patparade.net

This is the 13th year Manassas has celebrated St. Pat’s Day with their very enthusiastic parade. The organizers suggest viewers park in municipal lots in Old Town Manassas.

**Shamrock Fest** -
**RFK Stadium**—Saturday, March 24, 2012
2400 E Capitol St
Washington, DC 20001
1:00 PM to 9:00 PM (ET)
Adult tickets: $24.99
www.shamrockfest.eventbrite.com

This festival is full of live musical entertainment as well as Irish Folk Dancing and strolling ballad-singers. Carnival rides, games, and activities for the entire family are being planned plus dozens of food vendors and quality craft vendors. Boisterous and hilarious fun takes place in the Irish Village where you can participate in the Shamrock Pub Games.

**An Irish Blessing**

May your pockets be heavy
Your heart be light
And may good luck pursue you
Each morning and night.

May your days be as sparkling
As an Irish smile,
The dew on a shamrock,
And the Emerald Isle.

May all the joy that echoes through
A happy Irish song
And all the luck the shamrock brings
Be yours the whole year long

May you have blessings, pleasures, friends,
To gladden all life’s way,
And may Saint Patrick smile on you
Today and every day.

May the lilt of Irish laughter
Lighten every load,
May the mist of Irish magic
Shorten every road,

May you taste the sweetest pleasures
That fortune ere bestowed,
And may all your friends remember
All the favors you are owed.

May the road rise to meet you,
May the wind be always at your back.
May the sun shine warm upon your face;
The rains fall soft upon your fields

And, until we meet again,
May God hold you in the palm of His hand.
Winter Yard Care  
*Broken Limbs and Deicers*

After raking leaves and cutting the grass short at the end of Fall, most yard chores have come to an end until Spring. Most, but not all. Since significant snowfalls are common in the Annandale area, watch both trees and shrubbery for damage caused when weighty masses of snow or ice accumulate on their limbs. Evergreens are particularly subject to breakage.

Very gently while sweeping in an upward direction, brush snow from the limbs. If ice has accumulated, walk away and let it melt on its own. Breaking off ice can do much more damage than the ice itself. When you do find broken limbs, remove as soon as possible.

Other tips for the winter gardener:

**Prune.** Late winter is a good time to prune and shape ornamental roses and trees. Remember that evergreens and Bradford Pears suffer most from heavily laden snowy boughs.

**Watering:** Well-hydrated plants will survive the winter better than dry ones. Watering should continue until the first hard freeze.

**Mulch:** To avoid the growth of pests in your perennial and shrubbery beds, spread a five inch insulating barrier of mulch just after the first frost. Don’t forget to mulch your container plants and insulate the containers with bubble wrap.

**Deicer Safety for your plants:**
Potassium chloride & CMA (calcium magnesium acetate) don’t work at extremely low temperatures but are kind to plants and concrete. Corn-based products, although expensive, contain chlorides and work in very low temperatures, yet are reported to be safe for yards and pets. Use all products in moderation.

Winter Bird Feeding  
*Provide a water source*

The best feeders for winter have wide covers that extend many inches over the base. The cover will keep seed from being buried in snow. Place all feeders in sheltered areas of the yard yet visible for bird watching. Because food is more scarce in winter, birds will flock to feeders which will need to be emptied and refilled daily. Mildew quickly forms on seed left more than a day.

Don’t bother to purchase mixed bird seed. It’s largely stuffed with red millet which most birds will not eat and simply scatter to the ground. Instead buy just the seeds most enjoyed. Nyger is the most popular seed for finches. It is a very small black seed best delivered to the bird table using a long narrow cylindrical feeder allowing a number to feed at once.

Black oil sunflower seeds are the hands-down favorite of all seeds. They attract most every bird in the Northern Virginia garden. They contain a higher oil content than the black with white stripe seeds humans eat and are less expensive and easier for the birds to shell.

Birds need concentrated energy in their winter seed in order to survive the freezing weather. The best form of concentrated energy is found in suet which is a solid fat rendered from beef or venison. It’s sold in blocks and hung in a cage-like feeder by itself.

Last, but possibly the most important thing to make available to your feathered friends, is water. Unfrozen water in winter is a necessity and can be provided with a heated bird bath. Use a heating coil in your current bird bath. Heated baths are also available for sale using either electricity or solar power as the heating source. Providing a water source will ensure you have the best possible variety of aviary visitors over the winter.
VIEW ON NATURE
Leaping Ahead

In a previous issue of Endeavor (Summer 2010) I wrote about the cyclical nature of our celebrations, and the events that led to our present day calendar. That calendar must include a leap day every 4 years (except those century years NOT divisible by 400) to compensate for our slightly-off 24 hour per day time system. Well here we are in Leap Year 2012 – one of the oddities and sacrifices to our imperfect view of nature when we try to pin it down a la on a butterfly board. (One of the fun facts about John Jay Audubon’s paintings of North American birds was that his specimens were – in the main – dead. So Britons and fellow continentals were treated to birds that look expertly photographically detailed, but which are all a little limp in the neck area and musculature.) So Leap Year is our compromise to the Universe’s chronometer.

I met a wonderful person just this week whose daughter was born on a leap day, and is about to celebrate her “eighth” birthday at the tender age of 32. Rather than raising her without birthdays, they throw a huge party every fourth year to compensate! In my own Scottish/Irish heritage there is a storied tradition that St. Brigid who wished all women to have more of an active role in the selection of their husbands approached St. Patrick with a petition. The result was that women were permitted to propose to men during Leap Years. More recently this has been muddled into an Anglo form of Sadie Hawkins day when women take the lead in all things. Of course we know Sadie Hawkins from Al Capp, the cartoonist/creator for Li’l Abner, and still celebrate it in November. Women were also “allowed” to wear breeches those particular days!

Leap Year is not to be confused with Leap Second by the way. That second is added periodically to our universal atomic time to adjust for the observation that our solar days are in fact a tad (how’s that for a scientific measurement?!) longer each rotation, due to the oceanic tidal friction slowing down the earth’s rotations. This is then only partially made up by glacial rebound, which pushes us at a little faster pace than a solar day. Try this yourself by carrying two pails of water, each full but unequal in volume, in each hand and trying to evenly spin circles. Eventually you wobble out of sync. Cool website alert!! http://www.iau.org/ is the International Astronomical Union with wonderful and more in depth info, and no unions dues for in depth investigating.

So you won’t feel out of sync, join us as Hidden Oaks Nature Center celebrates Leap Year on February 26th (a more convenient Sunday event date) with a program entitled Leaps & Bounds: Animal Champions. Here we’ll discover nature’s champion leapers, as well as the animal kingdom’s largest and fastest and strongest animals. This is for ages 3 and up, and is held from 2 – 3:30 p.m. and costs $6 per person. Call 703-222-4664 to register (preregistration is required) and use the code #308-182-0801. Or catch us online at www.fairfaxcounty.gov/parks. To reach the nature center itself and discuss anything natural please call 703-941-1065. Enjoy your extra day!

Hidden Oaks Nature Center
7701 Royce Street (off Hummer Road) Annandale
703-941-1065  ~  www.fairfaxcounty.gov/parks/hiddenoaks/

Bill Page to Open a Chevrolet Dealership on Little River Turnpike

The former Cherner Lincoln-Mercury Dealership at 6500 Little River Turnpike will reopen this year as Bill Page Chevrolet. The 5.3 acre property has served as a car dealership since 1970.

Bill Page opened his first dealership in 1950 and currently has Toyota, Honda, and Scion Dealerships all located along Annandale Road and Route 50.
FINANCE:

Are You Taking Advantage of the New Gift and Estate Tax Law?

By: Marilyn Hoosen

Gifting assets to loved ones while you are alive can prove deeply satisfying, especially if those assets are used to pay for meaningful financial objectives like starting a business, purchasing a home or educating a grandchild. In addition, every gift you make removes assets from your estate and may help you achieve some of the following objectives:

Reduce estate taxes: A married couple gifting $26,000 annually to each of their three children over the next 30 years will have given away $2,340,000. At today’s 35% estate tax rate, that represents a tax savings of $819,000.

Transfer appreciation: If most of your assets are invested in stock or real estate, you may experience substantial appreciation over your lifetime. Assets of $5 million appreciating at a hypothetical rate of 5% annually, for example, would grow to over $13 million in 20 years. At today’s 35% tax rate, your estate tax liability would be more than $4.5 million. By implementing gifting strategies, you can remove both assets, as well as potential appreciation, from your estate. Conceivably, you could freeze the value of your current estate and transfer potential appreciation to your heirs.

Keep your estate intact: A large, unexpected estate tax bill can force family members to sell real estate or other valuable assets that they would rather keep. A well-conceived gifting strategy can provide the funds necessary to meet estate tax liability and keep your assets where they belong — with your loved ones.

Keep a family business thriving: The opportunity to gift stock or ownership interest in a closely-held family business is another gifting strategy that can remove substantial assets from your estate.

With the passage of the Tax Relief, Unemployment Insurance Reauthorization and Job Creation Act of 2010 (TRA 2010), you have an unprecedented opportunity to remove assets from your estate through gifting strategies that can help reduce estate taxes and provide your loved ones with a more substantial legacy. This legislation increases the lifetime gift tax exemption from $1 million to $5 million¹ and also enables you to continue to make annual gifts of up to $13,000 a year² to each of your children, grandchildren or any other person you wish without incurring gift tax.

However, you should note that this opportunity may only be temporary. When the current tax legislation expires on December 31, 2012, Congress may keep exclusion and exemption limits where they are, raise them, lower them or eliminate them. Work with your financial advisor or tax advisor to develop and implement suitable gifting strategies.

To learn more about the new gift and estate tax legislation, gifting strategies and how you can potentially maximize your gift
**FINANCE:**

Are You Taking Advantage of the New Gift and Estate Tax Law?

The value of giving

$13,000 annual gift tax exclusion x 35% maximum estate tax rate = Potential estate tax savings of $4,550

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A $26,000 annual gift can provide:

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Hypothetical returns for illustrative purposes only. Not representative of any specific investment product.

using life insurance, contact me for a copy of the brochure, Taking Advantage of the New Gift and Estate Tax Law.

For More Information: contact Marilyn Hoosen (703) 556-8113 http://fa.smithbarney.com/marilyn.s.hoosen

¹ Limits double for married couples ($10 million lifetime gift tax exemption and $26,000 annual gift tax exemption).

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Fort Lesley J. McNair  
**Washington, D.C.**

In last year's issues, I provided information regarding our highest military award medals. This year, I thought it would be worthwhile and interesting to provide a little history on some of the oldest DC area military institutions, starting with Fort Lesley J. McNair. For over 200 years Washington, DC has shared with the American military a long and rich history. Forts, bases, installations, and offices surround the nation’s capital. These bases contain beautiful period architecture and have been home to scores of famous personages; while world changing decisions took place.

Fort McNair is a United States Army Post located on the peninsula tip known as Greenleaf Point. It lies at the confluence of the Potomac and Anacostia Rivers in Washington, D.C. More specifically, it is located at 4th and P Streets, SW, near the Waterfront Marina. It has been an Army post for more than 200 years, third only to West Point and Carlisle Barracks in length of service.

This Post was established in 1791 and, at that time, was considered a major site and arsenal for the defense of the capital which, unfortunately, did not halt the invading British in 1814. The arsenal facilities were rebuilt after the war and additional land was purchased north of the arsenal in 1826 for the first federal penitentiary. The conspirators accused of assassinating President Abraham Lincoln were imprisoned there and, after being found guilty, four were hanged including Mary Surratt, the first woman ever executed under federal orders.

A hospital was built next to the penitentiary in 1857, and Civil War wounded were treated at what was then called the Washington Arsenal. The arsenal was closed in 1881, and the post transferred to the Quartermaster Corps. A general hospital, predecessor to the Walter Reed Army Medical Center, was located at the post from 1898 until 1909. Major Walter Reed researched the causes of yellow fever in the marshlands around the post since, unlike Congress who adjourned for the month of August and any local citizen who had the means abandoned DC for the seaside or mountains that month as well, serving military were stuck in DC for the duration. This was a time prior to window screens or mosquito netting, and with open sewage running down the gutters of the streets, Washington was ripe with disease in August.

In 1901, with the birth of the Army War College, the post, now called Washington Barracks, became the Army’s center for the education and training of senior officers to lead and direct large numbers of troops. Renamed and reorganized during the 40’s it finally became known as the National Defense University (NDU) in 1976. A second college, founded in 1924 and called the Army Industrial College was established at McNair to prepare officers for high level posts in Army supply organizations and to study industrial mobilization. It has since evolved into the Industrial College of the Armed Forces.

The post was renamed in 1948 to honor Lt. Gen. Lesley J. McNair, commander of Army ground forces during World War II, who was headquartered at the post and was killed during Operation Cobra near Saint-Lo, France, July 25, 1944, in an infamous friendly fire incident. He is buried in the Normandy American Cemetery in France.

Fort McNair became the headquarters of the U.S. Army Military District of Washington in 1966 with the NDU, the Inter-American Defense College, and the U.S. Army Center of Military History as tenants. More recently, Fort McNair became part of the Myer-Henderson Hall Military Joint Base Community by virtue of the Base Realignment and Closure (BRAC) process in 2005. There are currently 460 active duty and 820 civilian personnel assigned to Fort McNair to provide support to the base and its three tenants. Fort McNair has the feel and look of history. About 90% of the present buildings on the post’s 100 acres were built, reconstructed or remodeled by 1908.

If you have any comments, questions or would like more details regarding this article, please contact Marv Rodney at 703-328-3052 or online at marvrodney@aol.com.
ROADS AND RAGE

Most dangerous intersections

Although emergencies tend to occur when you least expect them, winter weather and road conditions up the odds. Prepare an auto emergency kit just in case you are stuck in snowy traffic or waylaid along the side of the road.

The Fairfax County office of Emergency Preparedness suggests a number of basic items to include in your vehicle emergency kit such as blankets, extra warm socks and gloves, duct tape, first-aid kit, flashlight with batteries, non-perishable food, & water, jumper cables, knife, maps, ice scraper, prescription medications, rain gear, emergency flares, tire sealer and inflator, and a traction mat. For additional winter preparedness information, visit www.fema.gov/hazard/winter/index.shtm.

Update from the Columbia Pike Transit Initiative Project:

Ongoing economic and budgetary concerns at the federal, state, and local levels have influenced the project planning for Columbia Pike. Like other important public infrastructure projects in the region and across the country, the Columbia Pike Transit Initiative project team is seeking to limit the cost and complexity of the project while maximizing benefits to the community. The project team has extended the schedule of the current study to address stakeholder concerns and complete technical analyses. The result of this work will be better information from which to make decisions.

- Subject to the availability of funding, the current project timeline calls for:
  - Preliminary engineering and project development from 2012 to 2014.
  - Design and construction to begin in 2015.
  - System testing and service to begin in 2017.

As the project advances through preliminary engineering, funding commitments will be defined in greater detail and reflect available funding levels from the different sources. These funding levels are likely to differ from those of today as the Commonwealth and the federal government refines their spending priorities. Prior to construction, funding agreements will be consummated. For more information or questions please contact: info@piketransit.com.

Most Dangerous Intersections:

Four of the five most dangerous intersections in Virginia are located in Fairfax County. It is calculated that as many as a third of all collisions take place at busy intersections. Although Fairfax County has made every improvement suggested by traffic experts to reduce accidents at these intersections, they can not control the urge of some motorists to scurry through on yellow or red lights or for those who jump into warp speed just as the light turns green.

Route 28 and Route 29 in Centreville
Route 123 and Braddock Road in Fairfax
Backlick and Braddock Roads in Annandale/Springfield
Route 50 and Stringfellow Road
October BEANETICS QUIZ

Name five teams that played for Annandale’s Little League between 1957 & 1962?

QUIZ WINNER:
Congratulations to
Stephen Wendt, of
The Excalibur Group LLC

Steve was able to provide more than the required 5 team names: Suburban Savings, Annandale Sports and Hobby, Deaver’s Appliance, Annandale Hardware, Turnpike Press, People’s Gas, Bill’s Café, and Smith Center.

Annual Parade:
Largest in 61 Year History

Annandale Parade
AWARDS

Best Musical/Dance Group
Fratrnidad Cultural Pachamama
AHS Marching Atoms
Tincus Cochabamba VA-USA

Best Costume
Fraternidad Folklorica Bolivia
Sleepy Hollow Preschool
ACCA

Best Float
Annandale Shopping Center Train
TD Bank

Congratulations to these groups and to all that took part in the 2011 Annandale Parade.
Living with Alzheimer’s
Support groups for caregivers are a place to exhale.

By Carolyn Wiesner, Arden Courts

Did you know that an estimated five million people are currently living with Alzheimer’s in the US? There are also an estimated 15 million unpaid caregivers. If you are that person, we know what you are going through. Your day doesn’t seem to have a start or even an end. You are consumed with physical and mental demands caring for your loved one. Both of you are living with this awful disease. According to the Alzheimer’s Association, 61% of family caregivers of Alzheimer’s or related dementias patients, rated caregiving as high to very high on their stress barometer. In addition, about 33% of family caregivers report symptoms of depression.

One of the most beneficial tools that caregivers have at their fingertips, are local support groups. For many caregivers, a support group is a place to exhale. According to www.caring.com, support groups offer caregivers and family members the opportunity to ask questions, share stories, give and receive comfort and advice. It is a place where you can learn more about Alzheimer’s disease including its different stages, caregiving strategies, relevant legal advice, housing and other care options, as well as local care contacts and resources.

You may hesitate to confide certain information or experiences with family or friends who also know the person with Alzheimer’s. You may fear that you’ll be judged or criticized, or worry that what’s said can affect family dynamics. It’s often easier for any of us to talk with strangers who aren’t involved in our particular situation.

And because the other group members have been there, they may be more likely to listen compassionately to your expressions of guilt, frustration, or anxiety, or to stories about mistakes you feel you’ve made or challenging situations you’ve faced. A confidential, positive setting for sharing your experiences and releasing your emotions is known to be a tremendously important factor in how well one copes with caregiver stress.

In the local D.C. area, there are currently 57 support groups that are sponsored by the Alzheimer’s Association. You can find a group by going to the following link, http://alz.org/nca/in_my_community_support.asp or simply look up support groups on the Alzheimer’s Association website, alz.org. For those that live in Annandale, there is a group that meets at 10:00 AM the first Saturday of each month at Arden Courts of Annandale. To reach the facilitator, please contact Sarah Benson at 703-477-9246.

Arden Courts of Annandale
7104 Braddock Road
Annandale, VA 22003
(one block west of the intersection at Braddock and Backlick Roads)
703-256-0882
What a Difference a Century Makes: 1912

US Population: 92,407,000

For the first time in US history, rural v. urban populations reverse with 54% of Americans living in urban surroundings.

The average life expectancy was 48.4 years for men and 51.8 years for women. (Today it is 76.02 for men and 81.01 for women.)

Ave. Income: $1,033/yr. (Ford Auto workers made $2.00 per day.)

DOW Ave: 88
New Home: $2,750
New Car: $941

Milk: $.08 qt. Bread: $.05 loaf
Eggs: $0.30 dozen Steak: $.20 pound
Steak: $.20 pound Stamp: $.02

New job opportunities became available in the numerous factories drawing the “servant class” away from domestic service.

Unemployment stood at 2,150,000 people.

Upper and middle class homes with electricity enjoyed a range of new electric appliances such as washing machines, electric irons and toasters, electric lights and dishwashers. Complete bathroom sets consisting of sink, claw foot bathtub, and toilet or water closet sold through the Sears catalogue for $49.95. However, more than half of all US homes had no indoor plumbing or electricity.

Famous department stores such as Macy’s Gimbel’s, Wanamaker’s, Marshall Field, Siegle-Cooper, and Sacks were all the rage in the larger cities.

Grocery stores, bakeries, and dry goods (department stores) all provided home deliveries usually with horse drawn wagons.

Street cars or trolleys become the solution to inner city overcrowding enabling city workers to live in suburban neighborhoods.

The Equitable Life Insurance Building in NYC burns to the ground leaving the building site for construction of the very first skyscraper.

The weekly schedule of the average homemaker:
Monday—laundry
Tuesday—ironing, mending, sewing
Wednesday—baking & canning
Thursday—grocery shopping & errands
Friday—house cleaning
Saturday—special baking for Sunday
Sunday—church followed by large family dinner and either visiting or receiving guests/family.

The Edwardian style of elaborate dress with hobbed skirt, exotic trims and upswept hair was coming to a close. Soon, softer less structured dress would evolve showing a natural waist and fuller skirts.

The English explorer Robert Scott reached the South Pole on January 18th only to die from exposure on March 29th.

Bram Stoker writes Dracula.

Massachusetts passes first minimum wage law while Maryland passes the first worker’s compensation law.
England and Germany race to build the largest naval fleets in the world. Neither seem to notice or take seriously that Japan was also building the first of her Dreadnaughts.

New Mexico and Arizona become the 47th and 48th state.

The Girl Scouts of America are formed by Juliette G. Low in Savannah, Georgia.

The first cherry tree is planted in Washington DC by First Lady Taft.

Fenway Park in Boston and Tiger Stadium in Detroit both open.

Popular stars: Douglas Fairbanks Jr, Lon Chaney, Francis X. Bushman, Gloria Swanson, Mary Pickford, and Lillian Gish.

Oreo Cookies, Cracker Jacks with a “prize in every box,” Life Saver Candy and Hellman’s Blue Ribbon Mayonnaise all came on the market in 1912.

Buffalo Bill Cody’s Wild West would close by the end of the year. Bill Cody, who was awarded the Congressional Medal of Honor in 1872, had become a world wide symbol of the American West. The show also promoted the culture of the American Indian.

By far the most significant event of 1912 was the sinking of the luxury liner, Titanic, on April 15th at 2:27 AM off the Newfoundland coast. Only 710 on board survived out of 2,224. The largest percentage of survivors were women and children in first class and male crew members.

Charity Event in McLean, VA
Fashion transition is evident. Edwardian dress on the older ladies and a less restrictive, modern fashion on the younger.
The Police Beat:
“Drive Sober or Get Pulled Over”
Fairfax County Police Dept.

With DUI convictions reaching 29,063 a year ago, or one driver convicted every 18 minutes, the Fairfax County Police Department continues to participate in the regional campaign known as Checkpoint Strikeforce. The program stresses a zero tolerance for drinking and driving and is run throughout the Mid-Atlantic States.

Although drunk driving arrests in Virginia have decreased by more than 30% in the past 10 years, Fairfax County’s fatal DUI traffic crash figures are the highest in the state, according to Virginia’s Department of Motor Vehicles. Because of this, police in the area continue to crack down and crack down hard.

The DMV continues to fund multiple public awareness advertisements throughout the state in an effort to reduce alcohol related road deaths. Public awareness and public distain for drinking and driving has proven to be a significant force in reducing DUI crashes. For purposes of both enforcement and as a deterrent, sobriety checkpoints will also be organized much more often especially over holidays and long weekends.

Fairfax County police officers will be devoting additional resources to tracking down drunk drivers. Besides the high probability of having an accident while driving under the influence of alcohol and/or injuring or killing someone, drunk driving convictions can lead to license revocation, fines, and even jail time.

Even if you are planning on having just a drink or two, bring a designated driver with you or call a cab. No one plans to get into an accident but it happens every day. Be smart, be responsible, be dogmatic and accept a zero tolerance policy in your life while setting an example for others.

Will It Be Torn Down?
The Frame Factory

Two years ago on New Year’s Day, a fire ravaged the building which housed The Frame Factory located next to the Antique Emporium on Little River Turnpike. Faulty electrical wiring was cited as the cause and no attempt has yet been made to rebuild. The Frame Factory, who had leased the space since 1975 is managing from their other two facilities on Gen Washington Drive in Alexandria and Dominion Road in Vienna.

A remedy to the issue could land on the desks of the County Board of Supervisors this month. The hearing and vote will decide if the property should be listed as blighted. According to the Code of Virginia, “Blighted property means any individual commercial, industrial, or residential structure that endangers the public health, safety, or welfare because the structure upon the property is dilapidated, deteriorated, or violates minimum health and safety standards.” A blighted property would also need to meet the following criterion.

- Vacant and/or boarded for at least one year
- The subject of complaints
- No longer being maintained for useful occupancy

Clearly, the structure meets all decisive factors and could be torn down if the Board of Supervisors votes to place a lien on it. The owner would be given notice and a limited time to correct the deficiencies before further action is taken.

Cab Companies

<table>
<thead>
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<th>Company</th>
<th>Phone</th>
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</thead>
<tbody>
<tr>
<td>TaxiVirginia:</td>
<td>703-447-7677</td>
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<tr>
<td>Yellow Cab:</td>
<td>703-534-1111</td>
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<td>Checker Taxi:</td>
<td>703-272-3995</td>
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<td>703-650-0894</td>
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<tr>
<td>Sterling Cab:</td>
<td>703-444-9418</td>
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</table>
TAX TALK

IRS Update

By: George Kresslein, CPA

NEW IRS VOLUNTARY WORKER CLASSIFICATION PROGRAM OFFERS PAST PAYROLL TAX RELIEF

The IRS has launched a new program that allows employers an amnesty of sorts if they agree to reclassify their workers as employees rather than independent contractors. If you want to participate in the program, you would be required to make a minimal payment covering past payroll taxes before the IRS audits you.

Specifically, under the new Voluntary Classification Settlement Program (VCSP), you as an employer can make a payment of just over one percent of the wages paid to reclassified workers for the past year. You also must agree to treat the covered workers as employees instead of independent contractors going forward.

According to the IRS literature, the program is available to many businesses, tax-exempt organizations and government entities that currently “erroneously treat their workers or a class or group of workers as nonemployees or independent contractors, and now want to treat these workers as employees to avoid an audit and IRS reclassification.”

EMPLOYER-PROVIDED CELL PHONES TAX-FREE UNDER NEW RULES

New IRS rules greatly ease the burden on employers who provide their employees with cell phones by lifting the detailed recordkeeping requirements. Now, if an employer provides an employee with a cell phone primarily for business reasons, the business and personal use of the cell phone is tax-free to the employee. For this rule to apply, there must be substantial business reasons, other than for compensation, morale or goodwill, for giving the employee a cell phone. This tax treatment is retroactive to the beginning of 2010.

PROOF OF DOCUMENT DELIVERY TO IRS

The IRS has changed what it will consider proof of delivery for documents that taxpayers send in under a filing deadline. The new rules allow proof of delivery for not only registered or certified U.S. mail, but also when taxpayers use a private delivery service, such as FedEx or UPS. The problem is that not all services offered by private delivery companies qualify. Therefore, if you have a document that needs to get to the IRS by a certain deadline, you must make sure you use a service that offers adequate proof that your document got there. I will be glad to assist you with any required mailings or answer questions you may have on how to do it yourself. Remember, if you are late filing required documents with the IRS, you will be subject to interest and possibly penalties.

NEW LIMITS FOR HEALTH SAVINGS ACCOUNTS

The IRS has set the inflation-adjusted limits that will apply in 2012 to Health Savings Accounts and to out-of-pocket spending for high-deductible health plans.

Annual contribution limitation. For calendar year 2012, the annual limitation on deductions for someone with self-only coverage under a high deductible health plan is $3,100. For a family, the annual limitation is $6,250.

High deductible health plan. For calendar year 2012, a “high deductible health plan” is a health plan with an annual deductible that is not less than $1,200 for self-only coverage or $2,400 for family coverage.

CLIENT ADVISORIES

YOUR ACCOUNTING SOFTWARE FILES FAIR GAME FOR IRS, USE CAUTION IN KEEPING RECORDS

The IRS maintains that, in conjunction with an audit, it has the authority to require taxpayers to turn over their complete electronic accounting records, including data files created by programs like QuickBooks® and Quicken®. The IRS recently instructed its auditors on how to handle these software requests. The IRS says it will ignore irrelevant data and confidential information, but this claim is not realistic, especially given that the rules of evidence do not protect the taxpayer in this situation.

Tax professionals are concerned about the potential for IRS receiving private or privileged records, information from years not under audit, and non-tax business information, such as customer lists. It is common for businesses to use their accounting software as their daily planner, their checkbook, and their business contact list. This broad use of electronic files becomes problematic when the data is released to the IRS during an audit. Handling over the entire data file can expose you to an expanded audit. Unfortunately, the software programs are not designed to let you block portions of the data from review by the IRS.

To the extent possible, the following types of information should be kept separate from your electronic accounting records to prevent disclosure to the IRS:

A. Divorce Financial Affidavits
B. Client Lists
C. Client Addresses and Phone Numbers;
D. Tax Planning Documents
E. Billing Information
F. TAX IDs of Customers, Clients, and Business Associates and
G. Payment Form (Check or Cash).

Example: An example of over disclosure can be illustrated by the inclusion of a Divorce Financial Affidavit in a taxpayer’s accounting software records. These affidavits show monthly income and expenses, with a proposed budget for the taxpayer going forward. If a divorce financial affidavit is included in the taxpayer’s electronic tax records, IRS could scrutinize any tax issue raised by the divorce, even if the IRS was not auditing the taxpayer on any divorce issue.
Multiple Years Another Problem
Another major issue is the number of years included in the electronic data. Every tax year stands independent of the other. Therefore, turning over multiple years of accounting data is a problem and can result in an audit of additional tax years. Software should allow for firewalls to exist between the years, but currently, it is difficult to separate different years in the accounting data, although there are some ways to work around the problem.

What Should You Do?
Extreme caution should be the focus when maintaining your electronic personal and business financial records going forward. To the extent possible, use different programs and data files to maintain your personal records, financial planning records, and nontax business records, such as customer lists. In addition, pressure should be brought upon software vendors to make them adjust their software to allow this partitioning of data.

I will be monitoring the IRS’s practices in this regard and will keep you apprised of any new developments. I will be glad to discuss with you how to implement these suggestions.

If you have any questions be sure to contact your tax professional for guidance.

Smart Growth Needed
Mixed-Use Developments for 2030...continued

Annandale Demonstration Project
Little River Turnpike and John Marr Drive
Mixed Use—High End Leasable Space for Young Professionals
Needed in Annandale now and in the future.
See ENDEAVOR, October 2011

The Village of Shirlington, Reston Town Center, and Fairfax Corner are three well know examples of the successful town center concept. Tyson’s Corner itself is well on the way to establishing a Town Center following the trend of urbanizing large malls and recently it was announced that White Flint Mall, already on the Metro line, will be pulled down to make way for yet another. Arlington and Bethesda have also built dynamic mixed-use communities centered around their Metro stops. Too bad Fairfax County did not show the foresight to widely embrace the Metro system when they had the chance in the 1970’s. Convinced that commuters wanted the independence of car travel, Fairfax County poured money into building and widening highways rather than any long range mass transit system setting the stage for today’s gridlock especially on routes to and from Tyson’s Corner.

George Mason’s analysis suggests that, “the region’s (new) housing must be priced so that it is affordable to new workers.” Wages will run all across the board with a higher number of new workers living in single income households. Moderate price homes, close to work, will be required and rental units for young professionals will increase in demand by at least 9%.

Developers, local governments and regional employers are warned in the study to consider the following four major policy implications carefully.

1. Local jurisdictions are planning for an insufficient amount of housing to accommodate future workers.

2. More housing is needed closer to jobs, in existing and growing regional employment centers.
Smart Growth Needed
*To remain relevant, Annandale needs to move forward now*

3. There is a need for more multi-family housing and smaller, more affordable owner and rental homes in the region. (2/3rd under $400K and at least 50% rentals under $1,250 / month.)

4. A lack of sufficient supply of housing contributes to worse traffic and quality of life and threatens our region’s economic vitality. *

Annandale, located only 9.2 miles from Tyson’s Corner, the 12th largest business district in the US and the powerhouse of economic development in Fairfax County, has always inherited some of the smaller fringe companies spun off Tyson’s corporate platter. The number of professional service companies and young business professionals working in Annandale has noticeably increased over the past 6 years. Yet, Annandale’s residential population of young adults is less than 13% in contrast to a county-wide average of 24%.

Fortunately, Annandale’s residential real estate has resisted dramatic market fluctuations now and in the past by becoming home to military, government workers, and now many employees of corporate Tyson’s, all of which have been regarded as stable sectors. However, adapting to the needs of Y2030 will require Annandale, one of the most conveniently located communities in Fairfax County, to execute a major revitalization effort and soon.

Unlike other parts of Fairfax County, Annandale’s residential boom (64% of current inventory) was built prior to 1970. In the past twenty years it grew by only 9% compared with an 84% housing growth for the county. The 2010 census shows a graying and declining population in Fairfax County with younger residents fleeing to more hip and happening spots such as Arlington. If Annandale is to remain relevant in the future, high-end mixed use leasable space, suitable for young professionals, needs to be built so that Annandale can keep these vibrant professionals as part of our permanent residential community.

*To read the full study by Lisa Sturtevat and Stephen Fuller, go to:  http://66.147.244.232/~lifeats1/cra/pdfs/studies_reports_presentations/Housing_Conference_Oct25.pdf*
New Members Spotlight

Maid Pro of Alexandria
Cleaner Living with Green Cleaning

MaidPro of Alexandria is the premier cleaning service in Northern Virginia servicing customers in and around the Alexandria and Greater Annandale area.

Whether you want weekly, bi-weekly or just a one-time cleaning, they'll design their cleaning services to meet your needs. Second to none, they pay attention to the details both big and small and the things that matter most to you.

They will also follow up after every cleaning to get your feedback. If consistent and dedicated customer service is what you want, and superior quality is what you expect then MaidPro of Alexandria is here to serve you.

Their service providers are professionally trained and committed to providing excellent service. To help ensure that they meet your needs their 49-Point Checklist makes sure that everything is done right, on time, every time. There are no contracts to sign, and you'll find their home cleaning services remarkably affordable with satisfaction guaranteed.

MaidPro is proud to give their neighbors in the Annandale area the free time they need and deserve by taking care of their cleaning needs. Each MaidPro office is independently owned and operated, and as members of the community, they are dedicated to providing personal attention and quality care.

Contact them today for your free and easy estimate. It only takes 15 minutes to discuss your home cleaning needs via telephone. Find out what hundreds of your neighbors already know: it's great to leave the dirty work to MaidPro of Alexandria, VA.

Lee’s Hapmudo Martial Art Studio
Achieve happiness in everyday life.

Lee’s Hapmudo Martial Arts Studio has been a fixture in Annandale for decades providing classes for adults as well as children. Located in the Annandale Shopping Center on Columbia Pike, Grand Master Lee believes that the study of Martial Arts is a method of living as well as an art. He wants his students to study the philosophies of Martial Arts through which they will master good manners and the values needed to achieve happiness in everyday life and to become true friends and good citizens. Frequently, the students display their community commitment with energetic demonstrations at events such as the Spring Bed Race and the Annandale Fall Festival.

Lee’s Hapmudo offers various styles of training in Hapkido, Tae Kwon Do, Karate, Kung Fu, Tai Chi, Jujitsu, Aikido, Kendo, and Judo. In his many years of teaching, Grand Master Lee has helped his students overcome and improve problems such as asthma, chronic back pain, and addiction. Students are taught to develop self-discipline and self control. Perhaps his proudest achievement is the number of children he has helped with learning disabilities and other scholastic behavior problems.

Classes are offered during the day and in the evenings along with summer camps. An after school program offers homework assistance and transportation from school. Discounts are also provided for law enforcement, military personnel, and families.

7036 Columbia Pike    703-764-8880    www.hapmudo.net
CoolerSmart USA LLC

Premium coffee and water service

CoolerSmart is a subsidiary of Waterlogic International, a global leader in point of use water cooler manufacturing. Founded in 1998, CoolerSmart is a leading supplier of office and home drinking water solutions. They offer their customers advanced technologies and quality products to provide truly efficient, cost-effective alternatives to bottled water. Headquartered in Delaware, they service customers nationwide with locations throughout the United States.

CoolerSmart has grown to be one of the largest point of use water cooler companies in the country. With their national service capabilities many manufacturing, medical facilities, and franchise businesses have discovered the ease of supplying fresh, clean drinking water to their employees without the hassles surrounding bottled water.

This premium Office Water and Coffee Service Company will supply you with the latest in image, technology and service with their filtration water cooler systems and single or full serve coffee services at premium rental, purchase or lease to own options. Try them FREE today!

Daniel Stendeback  703-593-6713  www.coolersmart.com

Cosmetic Hearing Solutions

Don’t Settle for Second Best

Cosmetic Hearing Solutions is the leader in discrete and in overall hearing aid technology in the Northern Virginia area. Specialized training, superior service, and affordability are just a few of the factors that allow them to rise above the rest.

Mark Gustina, Audiologist, travels the country to attend seminars and special trainings. Invisible (in the canal) hearing aids are the newest style of aids he has studied. Every hearing aid purchase comes with a 3 year warranty and unlimited office visits.

Cosmetic Hearing Solutions encourage all their patients to have their hearing tested every 18 months and get their hearing aids reprogrammed accordingly. To ensure the highest in customer satisfaction Cosmetic Hearing Solutions offer a 45 day money back guarantee since their number one priority is to help you hear better.

They will also see patients where it is most convenient for the patient; this is beneficial for seniors who may be unable to drive and are in need of testing, fitting, or servicing. You will receive the highest quality of service both on-site and in-office. Cosmetic Hearing Solutions guarantees that they will beat any advertised price by at least $100 per hearing aid. Cosmetic Hearing Solutions looks forward to helping you hear better.

Cosmetic Hearing Solutions
Marc Gustina, Audiologist
6715 Little River Turnpike, Suite 203
Annandale, VA  22003
571-257-2560
www.cosmeticaudiometry.com
New Members Spotlight

Metropolitan Women’s Center
The Best Possible Patient Care

Metropolitan Women’s Center, P.C. is a full service OB/GYN office which specializes in Women's Health. They deliver the best possible care, information and advice to their patients and use state of the art medical technologies to diagnose and treat their patients. Care, compassion, honestly, and integrity are the core values of Metropolitan Women’s Center, P.C.

Ghazaleh Gigi Hafizi, MD
3301 Woodburn Road, Suite 307
Annandale, VA  22003
703-573-7772

Omni Financial Corporation
Insurance, Property & Casualty

Omni Financial is a property and casualty insurance agency located in the heart of Annandale in the new Omni Center located at the intersection of Ravensworth Road and Little River Turnpike. They are an independent agency representing twelve major insurance carriers.

Stephen Lee
7307 Little River Turnpike, Annandale, VA  22003
866-915-6664  www.getomni.com

American Cancer Society
The Official Sponsor of Birthdays

The American Cancer Society is the nationwide, community-based, voluntary health organization dedicated to eliminating cancer as a major health problem by preventing cancer, saving lives, and diminishing suffering from cancer, through research, education, advocacy, and service.

124 Park Street SE
Vienna, VA  22180
703-938-5550
www.cancer.org

iGlobal University

The mission of iGlobal University is to provide a diverse student body with the highest quality, career-oriented education to meet the needs and challenges of global industries. In order for the students to achieve their career goals effectively, we endeavor to:

- Develop advanced and rigorous programs of study
- Provide ongoing placement services
- Cooperate with the communities & employers at the local, regional and national levels.

On January 6, 2009, iGlobal University was certified by the State Council of Higher Education of Virginia to confer bachelor’s, master’s degree programs and a number of certificate programs. iGlobal invites local businessmen and women to provide lectures to their students sharing their experience in all aspects of business.

Dr. David Sohn
7700 Little River Turnpike, Annandale, VA  22003
(703) 941-2020
www.iGlobalUniversity.org
Holiday Lighting Ceremony
Neither snow nor rain nor gloom of night stays these couriers from the swift completion of their duty….

In preparation for the Holiday Season, the Annandale Chamber installed wreaths, bows, garlands and lights throughout the business district and at Tollhouse Park, site of the community tree lighting ceremony that took place on Friday, Dec. 2, 2011.

Immediately following, Burke & Herbert Bank hosted a reception where warm greetings of the Season were exchanged.

Knights of Columbus Color Guard opened the ceremony.

Members of the Chamber and the Annandale Community gather at Tollhouse Park to kick-off the Holiday Season with carols, merriment, candlelight and camaraderie.

George Kresslein, Chamber Treasurer
Marilyn Hoosen, President Elect

Community Tree
Annandale Road

Carolers from Poe Middle School

The wreaths go up, despite blustery and stormy weather.
Partnerships are the ways businesses operate and succeed, and to this end, the Annandale Chamber of Commerce has a long-standing partnership with Falls Church High School. This partnership brings together businesses and Falls Church High School marketing students to participate in real-world events.

A recent event, the Annandale Chamber of Commerce Fall Festival held in October 2011, built on the high school students’ in-class marketing instruction. The marketing students learn the five Ps of marketing—product, placement, promotion, price and people as it applies to Jaguar Joe, FCHS’s own coffee brand, and related products. With this brand, the students use real-world applications and relate these skills to a future job and profession.

Similar to working a job, students garner an understanding of the application of marketing principles by participating in the festival. They turn their ideas into commercial realities, moving from conceptualization to implementation at the festival. It is this type of experience that presents a practical understanding of marketing tactics for students in a real-life setting. Some marketing students will take this experience and further study advanced marketing in college.

The Fall Festival is one of several events that introduce the students to marketing their school-branded Jaguar Joe coffee to the community. At the event, students handle booth decorations, signage and set-up, as well as selling the coffee to the community. In the past, students have even worn promotional burlap outfits to represent coffee bags. They become engaged and excited to sell their coffee, which carries a student-designed logo.

Another benefit of the hands-on experience comes in the form of a resume which gives students an advantage when interviewing for their first jobs. They can talk about their experience and lessons learned in marketing coffee.

Not only did students market coffee at the festival, but a partnership also developed with CSC which resulted in students selling on sight at the company. Sales at CSC netted approximately $400. Falls Church looks forward to a continued partnerships with the Annandale Chamber of Commerce and businesses that make a difference in academics by fostering hands-on marketing opportunities.
What’s Cooking

Irish Soda Bread

Over the years, many US cities as well as those abroad celebrate St. Patrick’s Day with “the wearing of the green” (a shamrock), parades, parties, and Irish food.

Irish Soda Bread is often part of the celebratory feast. Because Irish weather is temperate—neither too hot in summer nor too cold in Winter, hard wheat will not thrive. Instead, soft wheat with a low gluten content is grown but it will not rise with the addition of yeast. Consequently, Soda Bread became the answer.

Recipes for Irish Soda bread are plentiful if you wish to make it yourself. You can also head to Heidelberg Bakery (2150 N. Culpepper Street) in Arlington for the most authentic and delicious Soda Bread around.

Irish Soda Bread
4.5 cups flour
1/3 cup sugar
1 teaspoon salt
1 teaspoon baking soda
4 TBS butter
1 large egg, lightly beaten
2 cups buttermilk
1 cup white raisins (soaked in water for 15 minutes, drain)
1.5 TB caraway seeds

Preheat oven to 425°. In a large mixing bowl stir 4 cups of flour, the sugar, salt, and baking soda into a large mixing bowl. Work the butter into flour mixture with your hands until it resembles coarse meal, then add the raisins and caraway seeds.

Make a well in the center of the flour mixture. Add beaten egg and buttermilk to well and mix in with a wooden spoon until dough is too stiff to stir. Using your hands, dusted first in flour, gently knead dough in the bowl just long enough to form a rough ball. If the dough is too sticky to work with, add a little more flour. Do not over-knead! Transfer dough to a lightly floured surface and shape into a round loaf. Note that the dough will be a little sticky, and not smooth. You want to work it just enough so that the flour is moistened and the dough barely comes together. Over kneading results in tough bread.

Transfer dough to a large, lightly greased cast-iron skillet or a baking sheet (it will flatten out a bit in the pan or on the baking sheet). Using a serrated knife, score top of dough about an inch and a half deep in an “X” shape. This is an important step so the center will cook appropriately. Transfer to oven and bake until bread is golden and bottom sounds hollow when tapped, about 35-45 minutes. Cool on rack.

(If you use a cast iron pan, it may take a little longer as it takes longer for the pan to heat up than a baking sheet.) Check for doneness by inserting a long, thin skewer into the center. If it comes out clean, it’s done. If top browns too much, tent with aluminum foil.
The Wisdom of Mark Twain

- The difference between the right word and the almost right word is the difference between lightning bug and lighting.
- The difference between heaven and hell is heaven where you want to go for the climate whereas hell is where you go for the company.
- Don’t tell fish stories where the people know you; but particularly, don’t tell them where they know the fish.
- Never put off ’til tomorrow what you can do the day after tomorrow.
- Kindness is the language which the deaf can hear and the blind can see.
- There are basically two types of people. People who accomplish things and people who claim to have accomplished things. The first group is less crowded.
- If man could be crossed with a cat, it would improve man but deteriorate the cat.
- Anger is an acid that can do more harm to the vessel in which it is stored than to anything on which it is poured.

Winter Teas & Programs
at Green Spring Gardens Historic Manor House
(Entrance on Braddock Road across from Pinecrest Golf Course)

Traditional English Tea and Program

Programs are by reservation only and require a non-refundable prepayment. A traditional full English tea is included in each tea program. Groups may call to reserve a private tour and tea, or if you have any questions at 703-941-7987.

Sunday, January 22: Burns Night Celebration Tea—1-3pm / $27
Burns Night is an annual tradition for millions throughout the world who celebrate their Scottish heritage by commemorating our national bard, Robert Burns. Hear about the food, drink, music and entertainment served up at a Burns Supper and taste some haggis…if you dare!

Saturday, Jan. 28th: Tea Basics Seminar—9:30am-12:30pm / $45
A fun morning of presentations and cupping sessions will open a new window to the exciting world of tea and make you an educated consumer. Learn about different tea types and their origins, cultures and health benefits. See, smell and taste a variety from the four tea groups—black, oolong, green and white—accompanied by delicious ethnic finger foods. We’ll show you proper brewing methods and guide you through some of the classifications used in the tea business. Take home samples of unusual teas and blends to broaden your palate even more! This workshop will inform and entertain tea aficionados and novice tea drinkers alike.

Sunday, February 12: Chocolate Lovers’ Tea—1-3pm / $27
Celebrate the lovers’ holiday with something we all love…chocolate! Hear all about chocolate: its history, origins and how it’s transformed from bean to bar. Sample a selection and indulge in some delicious chocolaty treats at the tea table!

Sunday, February 26: Queen Elizabeth: A Day in the Life—1-3pm / $27
It starts with tea….She lives in splendid palaces and has hundreds of servants. But how does the Queen spend a regular day at Buckingham Palace? Enjoy a glimpse into the daily life of Her Majesty and learn how she throws a tea party for thousands!

Saturday, March 10: Tea Ceremony and Tasting—11am-1pm / $38
View a Japanese tea ceremony demonstration by the Chado Urasenke Tankokai D.C. Association. The Urasenke tradition of the “Way of Tea” combines ancient aesthetics and philosophies in a precise ritual of preparing, serving and drinking tea. See how these acts of hospitality require an understanding of much more than tea. Matcha tea will be served. Following the ceremony, we’ll tell you more about Japanese teas as you sample different types with tasty accompaniments. Register online at www.greenspring.org under educational programs or call Green Spring Gardens at 703-642-5173.

Sundays, March 18 or 25: Jane Austen’s English Country Garden—1-3pm / $27
Jane Austen set her novels in the natural beauty of the English countryside when England was becoming a nation of gardeners. We’ll explore the Regency-era gardens and landscapes depicted in Austen’s novels and tell you about her own passion for gardening.
American Disposal Services: Quite possibly the most important advancement of our company happened just this year. In 2011, American Disposal Services, Inc. launched a company-wide initiative to increase recycling participation for all customers we service. This campaign operates under the name, ThinkBeforeYouThrow®. Through increased education and awareness to all customers, ThinkBeforeYouThrow® is vastly changing the way our American community handles the waste streams that it creates. As a result, we no longer think of ourselves as a trash company, but rather, a recycling company with a trash problem. We proudly service Residential, Commercial, Roll-off, and Compactors. Contact 703-368-0500 or info@adsimail.com. Follow us! @AmDisposal or, like us at www.facebook.com/americandisposal

American Legion Bicentennial Post 1976 is proudly working with Eat Right Chef Services to provide professional chef services along with the perfect venue for your next event. View the newly built special event room with adjacent bar located in the heart of downtown Annandale. Schedule your next event for up to one hundred people with Chef Patricia Ness, Hall Coordinator. Customized menu options from hors d’oeuvres to dessert and every meal in between. 4206 Daniels Ave. Annandale. 703-941-9608. rpcomm6759@aol.com
http://www.post1976.org/

AnnSandra: Special savings and exceptional service for those who appreciate the truly distinctive in giftware and accessories. Please see our store website for details and listings of special events: www.annsandra.com or give us a call at 703-354-2110. We are proudly celebrating 31 years in Annandale! 4417 John Marr Drive.

Annandale Boys & Girls Club has launched several new social media sites helping us to communicate directly to current and prospective families, players and community members. Sign up for email alerts or text “follow annandalebgc” to 40404 on your cell phone for text alerts. Twitter at https://twitter.com/#!/AnnandaleBCG Facebook at https://www.facebook.com/#!/AnnandaleBHC

Annandale Volunteer Fire Department: The Annandale Volunteer Fire Department provides an exciting bingo game and lots of opportunities to win every Thursday and special times throughout the year. Average Payouts of over $14,136 per night. Doors open 4:30pm – Early Birds start at 6:45pm – Regular Session starts at 8:00pm. See AVFD BINGO special events. Must be 14 yrs. of age to play, ATM machine available. Bingo Hotline is 703-941-1328.

Burke & Herbert Bank: Free Access to ATMs Nationwide! Why pay $2, $3 or more to withdraw your own money? At Burke & Herbert Bank, our Convenient Checking accounts give you free access to ATMs everywhere, no monthly fee and no minimum balance. Visit our Annandale Branch (4235 Annandale Road) today to learn more or call Pat Leugers or Hector Ochoa at 703-683-1655. Member FDIC.

Capital Caring: Our Grief Support Groups provide expert hospice and palliative services available for those who qualify. Anyone can place a referral to Capital Caring @ 1.800.869.2136. We also provide In-Service and educational presentations. Drop-In Groups (no registration required) and 8 wk. Support Groups offered. www.capitalcaring.org

Cosmetic Hearing Solutions is the leader in discrete and overall hearing aid technology in the Northern Virginia area. Specialized training, superior service, and affordability are just a few of the factors that allow us to rise above the rest. 6715 Little river Turnpike, Suite 203, Annandale. 571-257-2560.

Edsall Park Exxon: 6550 Edsall Road, Alexandria, VA 22312 703-752-1111 Friendly and professional services for private or company vehicles. www.edsallparkexxon.com

Green Spring Gardens: will host our 7th Annual Seed Exchange on Saturday, February 4 from 12:30—4 PM. Register by calling 703-642-5173. Washington Gardener, the publication for DC- area gardening enthusiasts, is co-hosting the event which includes lectures, face-to-face seed swap, and more. Bring your extra seeds to swap with other gardeners. Everyone will leave with a bag full of seeds, new garden friends and expert planting advice. Fee includes lectures, goody bag and seed swap. $15/person $10 for Washington Gardener subscribers and Friends of Green Spring.

Hidden Oaks Nature Center: Poor Bear’s Friends’ Tea Party will be held on Sunday, January 15th at 2 pm. Visitors enjoy cookies tea and honey while learning about Virginia’s brown bears and if Heffalumps and wuzzles are native to Fairfax County. Bring your favorite stuffed animal! Children must be accompanied by a registered adult. Reservations required at www.fairfaxcounty.gov/parktakes or call 703-222-4664.

Lee’s Hapmudo Martial Arts Studio: School age, Teen, Adult Classes and Special class for ages 3-5 years are all offered. We have Beginner & Advanced Martial Arts, Anti-Bully, Exercise & Flexibility, Weapons Training, and Summer & Spring Camps, After School Programs and more. Please contact 703-750-3330 or see our website at www.hapmudo.net. 7036 Columbia Pike, Annandale.

Levine Design Studio: Providing architectural and planning services to local businesses and residences. Current projects in the Annandale area include feasibility studies for Independent Living Facilities for senior citizens. Please contact us for a free initial design consultation. Jeffrey Levine: 202-628-0729 or jlevine@levinedesignstudio.com or see our website at www.levinedesignstudio.com.

Patch.com: Visit annandale.patch.com to experience local news, search community events and discover new restaurants, shops and other establishments in town. Businesses receive a free listing on annandale.patch.com, and business owners can claim their listing to update information and keep the listing fresh and accurate. All Annandale Chamber members who claim their Patch listing will receive a 10% advertising discount (with a 3 month minimum). Contact Jake VanWoerkom at 703-957-8704 or jake.vanwoerkom@patch.com for details. View and claim your free listing on annandale.patch.com today!

PHILLIPS Programs is proud to announce the appointment of Nancy Mercer, LCSW as President & CEO. Nancy is a dedicated and effective advocate for individuals with disabilities and comes to PHILLIPS with energy, enthusiasm, and significant successful experience as a clinician and executive. Nancy joins PHILLIPS after Sally Sibley retired who gave over 42 years of service at PHILLIPS. We are also excited to announce our newest program, PHILLIPS Building Futures. PHILLIPS Building Futures provides students extensive hands on vocational training and the opportunity to attend school in a nontraditional manner. “We help students to a better future
Chamber Chat
continued

through hands-on job skills,” says Robert Jackson, PHILLIPS Building Futures ~ Fairfax Vocational Instructor.

Shear Shack Salon & Spa is the premier salon and spa in northern Virginia. We offer a spectrum of personalized services to our guests, including creative hair design; precision threading and rejuvenating nail and skin treatment. As our guests can attest, our talented stylists and therapists guarantee a superior experience for every client, every time, at an affordable price. 6548 Little River Tpk. (Pinecrest Shopping Center) 703-642-1113.

The Food Sherpa: Would you like to enjoy healthy, delicious dinners in your own home, but have someone else do the cooking? The food sherpa will shop for your groceries, come to your home with all the necessary cooking equipment, prepare your meals; then package and store them for you to enjoy at your convenience. The food sherpa offers custom menus, vegetarian, low sodium, low-fat...the food sherpa can do it all. Personal Chef Services for busy families, couples, and individuals, the health-conscious, the adventurous eater, and the senior citizen. Cooking classes in your home can also be arranged. Contact: Keith Steury at 703-379-7339 or 703-772-4101 or email at ksteury@thefoodsherpa.com. Details available at www.thefoodsherpa.com

Tim Frazier Tree Service: Winter is upon us. How are you set for firewood? Had storm damage & lost a tree? Do your trees need trimming, topping, cabling, or removing? Do you need landscaping services, edging & mulching, seeding and sodding, top soil, lot cleaning, maintenance. Support those who serve our community every day of the year. Proceeds from Bingo provide for new equipment, repairs and maintenance. Support those who serve our community every day of the year.

Chamber Chat continues

Bingo on Thursday Nights
Proceeds from Bingo provide for new equipment, repairs and maintenance. Support those who serve our community every day of the year.

7128 Columbia Pike, Annandale.
Games start at 6:30 pm - Thursdays
703-941-1328 or www.avfd.org.
BE IT EVER SO HUMBLE
Small Updates with Big Impact

Sooner or later, homes start to show their age. Just as there comes a time when it makes sense to replace the roof, it can also make sense to update fixtures and finishes that are no longer stylish, lack today’s features, or that have simply not held up over the years.

Right now, this is the case with many of the homes built in this area in the 1980s and 1990s. Even homes that were showcases a few decades ago have started to look a little old-fashioned. Plus, even large, expensive homes, were often constructed using builder-grade materials that have worn out over time.

What makes today’s interiors look old? Materials that haven’t aged well can give even the nicest home a shabby appearance. Examples we frequently see include brass-plated light fixtures that have begun to pit, cabinet doors that have warped or sagged, faucets that have begun to corrode, and door knobs where the brass plating has rubbed off exposing the bare metal beneath.

The style of fixtures and finishes can also make a once-elegant home look dowdy. Here are some examples:

Ornate Williamsburg lighting fixtures look outdated compared to today’s sleeker sturdier fixtures in wrought iron or antique brushed finishes like copper or nickel.

In bathrooms, the all white tile that looked so fresh two and three decades ago now looks bland and “low end” compared to today’s preference for natural granite, slate and stone.

Light oak cabinets and floors also date a house. Deeper finishes are popular on the floors and we’ve recently redone kitchen cabinets in colors like Espresso and Chocolate Brown.

Wall-to-wall carpet (especially those that have seen better days) gives a house a very dated appearance. Even in bed-

rooms, hardwood floors are more desirable for their clean, rich look.

A simple solution with a big impact is an Update Remodel. Instead of knocking down walls, go through the home and replace elements that are worn and lack the freshness of new materials and add the functionality found in new products.

You might wish to update your home’s lighting fixtures and change out the all-white tile in bathrooms to natural stone elements giving the room a spa-like feel. Install good quality wood cabinets and replace corroded faucets and worn brass-plated door knobs with new levers in brushed nickel. For more contemporary-looking floors and stair rails, refinish the oak by staining the floors and handrail a deep walnut, and paint the balusters and stair risers white. If you intend to stay in your home for many more years, give it a fresh and current look room by room. With an Update Remodel, you get the impact of a whole-house renovation, but with a fraction of the budget.

Pyne Studios, Inc.

Pyne Studios, Inc. - Mike and Debi Pyne
703-462-3405 - info@pynestudios.com - www.pynestudios.com
Calendar Of Events

All reservations and entrée selection for luncheons can be made by emailing: info@annandalechamber.com. Luncheons are generally $20.00/members and $25.00/non members. RESERVATIONS ARE APPLCIATED THREE DAYS IN ADVANCE. Afternoon Mixers are free to members but there is a $10 admission charge for non-members payable at the door. If Fairfax County Schools are closed due to inclement weather, all Chamber activities will be cancelled.

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Location</th>
<th>Time</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thurs. Jan. 5</td>
<td>Board Meeting</td>
<td>Knights of Columbus</td>
<td>12:15 PM</td>
<td></td>
</tr>
<tr>
<td>Thurs. Jan. 12</td>
<td>Luncheon</td>
<td>Juke Box Diner</td>
<td>NOON – 1:30 PM</td>
<td>Quality of Life-Commercial &amp; Residential Zoning</td>
</tr>
<tr>
<td>Thurs. Jan 26</td>
<td>Networking Mixer</td>
<td>Silverado’s</td>
<td>4-5 PM</td>
<td>Networking Opportunity sponsored by Pyne Studios, Inc.</td>
</tr>
<tr>
<td>Thurs. Feb. 2</td>
<td>Board Meeting</td>
<td>Knights of Columbus</td>
<td>12:15 PM</td>
<td></td>
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<tr>
<td>Thurs. Feb. 9</td>
<td>Luncheon</td>
<td>Juke Box Diner</td>
<td>NOON – 1:30 PM</td>
<td>The Future of Social Security &amp; What Benefits You Should Anticipate (or NOT):</td>
</tr>
<tr>
<td>Thurs. March 1</td>
<td>Board Meeting</td>
<td>Knights of Columbus</td>
<td>12:15 PM</td>
<td>Retirement Planning For Business Owners</td>
</tr>
<tr>
<td>Thurs. March 8</td>
<td>Luncheon</td>
<td>Juke Box Diner</td>
<td>NOON – 1:30 PM</td>
<td>Marilyn Hoosen: If you have spent years building a business but not a retirement future, this presentation will be of enormous interest.</td>
</tr>
<tr>
<td>Thurs. March 22</td>
<td>Networking Mixer</td>
<td>Silverado</td>
<td>4:00-5:00 PM</td>
<td>Networking Opportunity sponsored by The Parliamentals</td>
</tr>
<tr>
<td>Thurs. April 5</td>
<td>Board Meeting</td>
<td>Knights of Columbus</td>
<td>12:15 PM</td>
<td>Bring your marketing materials to exchange at this quick fire networking session.</td>
</tr>
<tr>
<td>Thurs. April 12</td>
<td>Luncheon</td>
<td>Juke Box Diner</td>
<td>NOON – 1:30 PM</td>
<td>Effective Advertising in Today’s Marketplace</td>
</tr>
</tbody>
</table>

Uncertain times demand that you plan.

With a troubled economy in the off and new uncertainty in this site’s only annual to wonder if the American Dreams—for financial well being today and a secure tomorrow—are still possible.

At First Command, we believe it is. Because for 50 years, we’ve provided the thoughtful financial planning and advice to help American families confidently pursue their dreams through over the most turbulent times.

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Kurt Langenwalter, CFP®

Financial Advisor
2085 Saverne Road, Suite 305
Alexandria, VA 22312
703.489.2104 office, 703.865.3090 mobile
klangenwalter@firstcommand.com

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