



Chamber Moves to Prepare for Nonprofit Status

After many months of planning and preparation, NVBCC is nearly ready to move forward with our application for 501c3 nonprofit status. Members will vote on proposed Amended and Restated Articles of Incorporation and on Amended and Restated By-Laws, which were revised to meet IRS standards for nonprofits, on Monday, March 29.

For several months, the Board has worked with advisors to prepare the IRS application, review documents, and plan adjustments to the Chamber's organizational structure to ensure compliance. Benefits of nonprofit status will include the opportunity to win grants and receive donations, the ability of partners to write-off sponsorships and gifts to the Chamber, and tax exempt status.



Welcome New Chamber Sponsor Intelligent Office of Alexandria



*Matt Whitaker, CEO
Intelligent Office of Alexandria*

Now, more than ever, smart, frugal business owners are trimming operating expenses and eliminating unnecessary overhead. Intelligent Office® helps replace traditional office solutions with money-saving alternatives. They provide commercial office space, conference rooms by the hour, remote and on-site receptionist services, capable and professional administrative support and much more. All of their shared office solutions are available a la carte, so you pay only for what office space

and virtual office services you use. Intelligent Office® creates the ideal opportunity to upgrade your commercial office space while reducing your business overhead and improving your company presence.

Candace Tuohey, Director of Sales, will be happy to meet with you about their services and give you a site tour. Call 703-224-8800 for more information.

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New and Renewing Members

Join us in welcoming new members and recognizing renewing members!

Toren Beasley
Marcia Crockett
Marsha Hughes-Rease
Kirk Johnson

Rudy Johnson
LaShanta Roquemore
Brad Ryant, Sr
Yao Tyus

Census 2010: It's In Our Hands

The Census Bureau began mailing Census Forms two weeks ago. They're making an unprecedented effort to count everyone this year, with one of the shortest forms in history. Take just 10 minutes out of your day to answer only 10 questions. Taking just a few minutes to fill it out will impact funding for our Northern Virginia communities for the next 10 years.

Census Influences Government \$\$\$

It's through the Census that the Federal government will determine budget allocations for Virginia and our region — from education to business development initiatives to national security. The Census is also used to determine each state's number of Congressmen in the House of Representatives.



IT'S IN OUR HANDS

Learn more about this year's census on the 2010 Census website at <http://www.census.gov>.

March to the Mailbox and Road Tour

We need your help for outreach with the NOVA Coalition 4/10 and 4/12.

April 10 is National Neighborhood March to the Mailbox. Mailing surveys is the most cost-effective method to respond to the Census. We need volunteers to help go door-to-door in the lowest reporting Census tracts to help make sure our communities are counted and residents March to the Mailbox with their completed surveys.

On April 12th a Regional Road Tour will travel in Virginia — from south to north — ending at the Charles Houston Recreation Center in Alexandria at 4:00 p.m. There will be choirs from Northern Virginia's churches, children's activities, and other festivities.

Contact Gaea Honeycutt to volunteer at gaea.honeycutt@novabcc.org or 703-879-2770.

Networking 202: Beyond the Mixer

Top networkers know that a meet and greet event is only the tip of the networking iceberg. Deals don't happen after collecting a business card. It takes repeated contact, follow-up and building a relationship with potential customers.



“In this economy, folks are forgetting that people don't just want to hand over their money after one meeting,” said one Chamber member in the financial services industry.

Plan ahead for each networking opportunity — including mixers, seminars and special events — focusing on targeted business development:

- Set a goal for a small number of high quality connections
- Be selective about exchanging business cards
- Follow-up with each contact
- Provide value-added information or connections beyond your products or services
- Set-up a time to meet one-on-one

Share your networking tips with us with NVBCC's Facebook Group.

Take Action To Help Haiti

The people of Haiti are still in dire need. Whether one of these, your local church or another organization, please take action to help.

Partners in Health - Zanmi Lasante (“Partners In Health” in Haitian Kreyol) is PIH's flagship project – the oldest, largest, most ambitious, and most replicated. www.pih.org/where/Haiti/Haiti.html



Doctors Without Borders/Médecins Sans Frontières (MSF) is an international medical humanitarian organization. They in 1999, MSF received the Nobel Peace Prize. www.doctorswithoutborders.org/

AFTER HOURS BUSINESS MIXER

**Networking, Deal Making,
the Business of Business**

Tuesday, April 20, 5:30 – 9:00 p.m.
Hamlet
1601 Crystal Square Arcade, Arlington, VA 22202
703-413-0422
Free for members; \$10 for guests

Spring Into Business – Upcoming Events

SECURING FUNDING FOR YOUR BUSINESS

Tuesday, April 6
10:00 a.m. – 11:30 a.m.
Alexandria, VA

HOW TO WRITE A BUSINESS PLAN

Tuesday, May 4
10:00 a.m. – 11:30 a.m.
Alexandria, VA

EXECUTIVE CIRCLE DINNER

Tuesday, May 11
6:30 p.m. – 8:30 p.m.
Featuring Lavern Chatman, CEO of the Northern Virginia Urban League, discussing business development and fundraising
Location TBD



Contact Randy Philip about sponsorship opportunities at randy.philip@novabcc.org or 703-879-2770.

