



# Central Fairfax *Chamber of Commerce*

Small Business Focus. Big Business Results.

## *Program of Work 2025*





# Mission

Our mission is to empower our investors and members with the vision, leadership, and resources to achieve success, while contributing to the economic growth and quality of life in our business community.



# Vision Statement

The Central Fairfax Chamber will be recognized as an effective resource for creating a business-friendly environment that promotes growth, fosters partnerships, and enhances the economic prosperity of the Central Fairfax region.

# Our Core Values

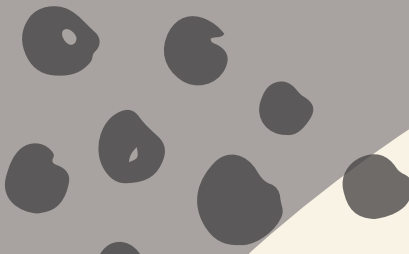
**Community:** Building a strong local community through business leadership.

**Advocacy:** Representing the interests of business with government.

**Growth:** Promoting economic development and business expansion.

**Networking:** Providing opportunities for members to connect and collaborate.

**Education:** Offering educational resources and events to enhance business knowledge.



# Our Work

## Executive Summary:

The 2025 Program of Work reflects the actions planned by the chamber to provide the products, programs and services to deliver upon growth opportunities through the key activities outlined below, underscoring our purpose to make it easier for our members to do business and striving to remain the most trusted voice of business in the region.

## Key Areas of Activity:



### CONNECTIONS

*Create Connections & Foster Relationships.*

- Provide unique and diverse engagement opportunities that result in meaningful business connections for our members.
- Expose our region's leaders to resources, opportunities and ideas that will help shape the economic future of our community.
- Simplify member access to resources and information through content that's easily sharable, digestible and available on multiple platforms.
- Foster a culture of inclusivity, collaboration and innovation.
- Provide access to customers, capital and technical assistance to help grow our region's small businesses.



### ADVOCACY

*As the Most Trusted Voice of Businesses in Our Region, Act as the Leading Advocate*

- Prioritize education, best practice sharing and related support for priority policy issues impacting our members and the regional business community.
- In conjunction with the chamber's legislative agenda, poll our membership on business policy issues and utilize the results to guide advocacy and programming.
- Leverage our members' collective voice to influence the actions of our partners, vendors and other stakeholders to benefit the business community.
- Advance our advocacy strategy around workforce and talent development.

# Our Work



## PROFESSIONAL DEVELOPMENT

*Provide Access and Resources to Cultivate Business Success Through Professional Development.*

- Provide employers with quality local leadership development pathways that upskill their talent and better connect business leaders to the region.
- Expand industry focused education and training.
- Provide thought leadership, best practices and training for member businesses to remain competitive.
- Connect employers with tools to upskill their existing workforce and recruit talent to meet their current needs.
- Inform educational partners and the future workforce of the career opportunities in the region and the required skills for those pathways.



## VALUE

*Ensure the Highest Value for Members' Investments & Trust*

- Be reflective of the businesses in our community.
- Ensure that we use our member's time wisely.
- Be accountable for our members' investments.
- Leverage analytical data-driven decision making.
- Provide clear, concise and constructive information that benefits our members.
- Elevate our members' voice in key community conversations impacting business.



# Anticipated Outcomes

## How We Measure Success:

- Increased member engagement across training, programs and utilization of resources and services; deepening the connection with members.
- Outreach activities (80+) connecting over 500 representatives in expanding their network.
- Chamber members will be up to date on policies, regulations and best practices impacting their businesses.
- Advancement of legislation / regulations that meet the objectives of our public policy agenda.
- Expanded connections and advocacy with the elected officials that represent all of region at the local, state and federal levels.
- Positive operating revenue over expenses.
- Membership retention rate of 85% and attraction of at least 140 new members.
- Increased Premium Tier Members by 20%
- Survey results showing member satisfaction at 90% or higher – emphasizing chamber commitment by honoring their time.



# Investment Benefits

Multiple Monthly  
Networking  
Opportunities

CFCC.org On-  
Line Directory  
Listing

No-Cost and Low-  
Cost Marketing  
Opportunities

Educational  
Seminars, Lunch &  
Learns, and  
Workshops

Active Business  
Referral Program

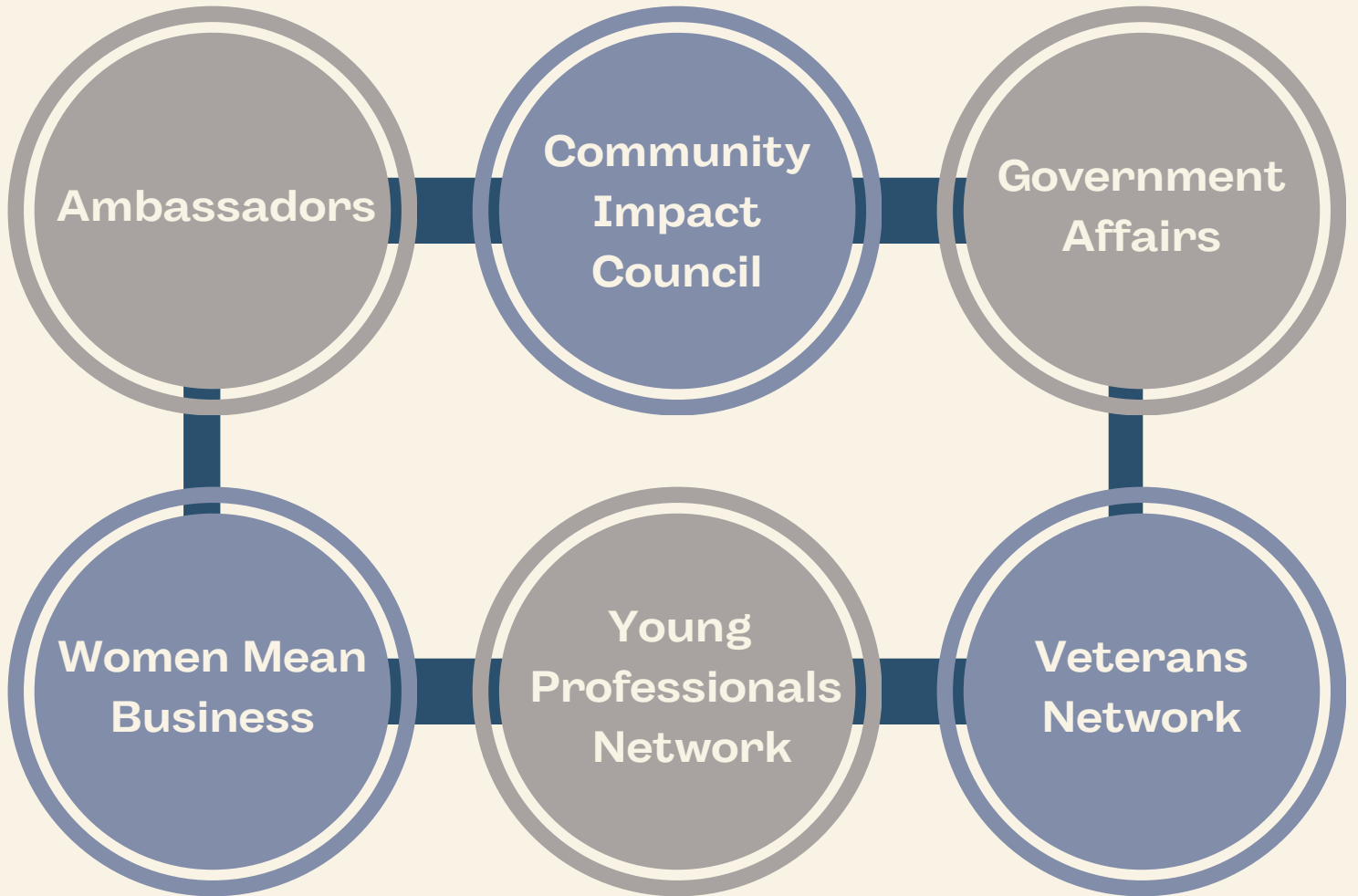
Affordable  
Health  
Insurance and  
Telehealth  
Programs

Discount Savings  
Programs on  
Prescriptions,  
Office Supplies,  
PPE, and More

One-Stop for  
Information &  
Referral  
Services

**More!**

# Committees





# Programs, Events, Activities

- Business Owners Strategy & Support Group (BOSS) Luncheons
  - Business After Hours Networking
  - Business EXPOs
  - Candidate Forums
  - Citizens Academy
  - Community Impact Council “Community Love EXPOs”
  - Fairfax City Restaurant Week
  - Fairfax City Shop Local Week
  - Fairfax's Finest Valor Awards
  - Fairfax City Fall Festival
  - George Mason Patriot Perks
  - Grow with Google Partner
  - Independence Day Pre-Parade Breakfast
  - Job Fairs
  - Lunch & Learns
  - Knowledge & Networking
  - Resource Power Hours
  - Rock the Block Merchant Marketplace
  - Seminars & Webinars (Tech Talk Tuesdays and Ask the Expert Series)
  - Small Business Saturday
  - Telehealth (includes Mental Health Benefits!)
  - Town Halls
  - Young Professionals Network Events
  - Youth Career Readiness Programs
  - Veterans Network Programming
  - WiseChoice Health Alliance
  - Women Mean Business Monthly Meetings
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# 2025 Calendar of Events

## JANUARY

- 1/9 - Business After Hours @ 5:30pm
- 1/10 - Young Professionals Network Happy Hour @ 4:30pm
- 1/14 - Young Professionals Lunch and Learn @ 11:30am
- 1/17 - Chamber 101 @ 8:30am
- 1/22 - Business Owners Strategy & Support Group (BOSS) @ noon
- 1/28 - Knowledge & Networking @ 8:30am
- 1/30 - Women Mean Business Chocolate & Wine Tasting @ 5:30pm

## FEBRUARY

- 2/7 - Young Professionals Network First Fridays Happy Hour @ 4:30pm
- 2/13 - Business After Hours @ 5:30pm
- 2/19 - Business Owners Strategy & Support Group (BOSS) @ noon
- 2/20 - CIC Community Expo @ 5:30pm
- 2/25 - Knowledge & Networking @ 8:30am
- 2/27 - Women Mean Business Self-Care Series @ 5pm

## MARCH

- 3/4 - Resource Power Hour @ 3pm
- 3/7 - Young Professionals Network First Fridays Happy Hour @ 4:30pm
- 3/13 - Business After Hours @ 5:30pm
- 3/14 - Chamber 101 @ 8:30am
- 3/19 - Business Owners Strategy & Support Group (BOSS) @ noon
- 3/25 - Knowledge & Networking @ 8:30am
- 3/27 - Women Mean Business Luncheon @ noon

## APRIL

- 4/4 - Economic Summit Breakfast @ 8am
- 4/4 - Young Professionals Happy Hour @ 4:30pm
- 4/10 - Business After Hours @ 5:30pm
- 4/22 - Knowledge & Networking @ 8:30am
- 4/23 - Business Owners Strategy & Support Group (BOSS) @ noon
- 4/24 - Women Mean Business Lunch & Learn @ noon

***Please Note: All Events are Subject to Change.***

**For More Details, Check out our Events Page**  
(<https://www.cfcc.org/events/#!event-list>)

**Interested in Hosting or Sponsoring?**  
Contact Kim at [events@cfcc.org](mailto:events@cfcc.org).



# 2025 Calendar of Events

## MAY

- 5/2 - Young Professionals Network First Fridays Happy Hour @ 4:30pm
- 5/6 - Resource Power Hour @TBD
- 5/8 - Business After Hours @ 5:30pm
- 5/9 - Chamber 101 @ 8:30am
- 5/15 - Veteran's Committee Event Luncheon @ 11:30am
- 5/18 - Asian Festival @TBD
- 5/21 - Business Owners Strategy & Support Group (BOSS) @ noon
- 5/22 - Women Mean Business Retail Therapy @ 4pm
- 5/27 - Knowledge & Networking @ 8:30am

## JUNE

- 6/3 - Special Joint event with the NOVA Black Chamber @TBD
- 6/6 - Young Professionals Network First Fridays Happy Hour @ 4:30pm
- 6/12 - Business After Hours @ 5:30pm
- 6/18 - Business Owners Strategy & Support Group (BOSS) @ noon
- 6/21 - Summer Crawl in Old Town
- 6/24 - Knowledge & Networking @ 8:30am
- 6/26 - Women Mean Business Summer Mani/Pedis & Lunch @ noon

## JULY

- 7/10 - Business After Hours @ 5:30pm
- 7/11 - Chamber 101 @ 8:30am
- 7/22 - Knowledge & Networking @ 8:30am
- 7/23 - Business Owners Strategy & Support Group (BOSS) @ noon
- 7/24 - Women Mean Business Lunch & Learn @ noon

## AUGUST

- 8/1 - Young Professionals Network First Fridays Happy Hour @ 4:30pm
- 8/14 - Business After Hours @ 5:30pm
- 8/20 - Business Owners Strategy & Support Group (BOSS) @ noon
- 8/26 - Knowledge & Networking @ 8:30am
- 8/28 - Women Mean Business Lunch & Learn @ noon

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## **SEPTEMBER**

- 9/2 - Resource Power Hour @TBD
- 9/5 - Young Professionals Network First Fridays Happy Hour @ 4:30pm
- 9/11 - Business After Hours @5:30pm
- 9/12 - Chamber 101 @ 8:30am
- 9/23 - Knowledge & Networking @ 8:30am
- 9/24 - Business Owners Strategy & Support Group (BOSS) @ noon
- 9/25 - Women Mean Business Lunch & Learn @ noon
- 9/26 - Women Mean Business Retail Crawl @ 4pm

## **OCTOBER**

- 10/3 - Young Professionals Network First Fridays Happy Hour @ 4:30pm
- 10/9 - Business After Hours @5:30pm
- 10/11 - Fall Festival @TBD
- 10/15 - CIC - Community Expo @ 5:30pm
- 10/18 - Fall Crawl @ noon
- 10/22 - Business Owners Strategy & Support Group (BOSS) @ noon
- 10/23 - Women Mean Business Lunch & Learn @ noon
- 10/24 - Fairfax's Finest Valor Awards @ 8am
- 10/26 - Haunting for Candy @4pm
- 10/28 - Knowledge & Networking @ 8:30am
- 10/30 - CFCC Annual Meeting Luncheon @ noon

## **NOVEMBER**

- 11/7 - Young Professionals Network First Fridays Happy Hour @ 4:30pm
- 11/13 - Business After Hours - Veterans Edition @ 5:30pm
- 11/14 - Chamber 101 @ 8:30am
- 11/18 - Eggs & Issues @ 8:30am
- 11/19 - Business Owners Strategy & Support Group (BOSS) @ noon
- 11/20 - Women Mean Business Paint & Sip @ 5pm
- 11/29 - Small Business Saturday @ TBD

## **DECEMBER**

- 12/4 - Business After Hours - Holiday Shenanigans! @ 5:30pm
- 12/5 - Young Professionals Network Lunch & Learn @ noon
- 12/10 - Business Owners Strategy & Support Group (BOSS) @ noon
- 12/16 - Knowledge & Networking @ 8:30am

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# Cost of Investing in Membership

<b>Civic Investor</b>	<b>\$4,000/year</b> <i>(\$353.33/month; \$1,060/quarter)</i>
<b>Key Investor</b>	<b>\$2,500/year</b> <i>(\$220.83/month; \$662.50/quarter)</i>
<b>Corporate Investor: 151+ FTE Employees</b>	<b>\$1,500/year</b> <i>(\$133.33/month; \$400/quarter)</i>
<b>Business Investor: 51 - 150 FTE Employees</b>	<b>\$1,000/year</b> <i>(\$88.34/month; \$265/quarter)</i>
<b>Business Investor: 2 - 50 FTE Employees</b>	<b>\$450/year</b> <i>(\$40/month; \$120/quarter)</i>
<b>Business Investor: 1 FTE Employee</b>	<b>\$400/year</b> <i>(\$35.34/month; \$106/quarter)</i>
<b>Non-Profit (501 c3 or 501 c4) Organizations</b>	<b>\$225/year</b> <i>(\$18.75/month; \$75/quarter)</i>
<b>Individual (Non-Business)</b> <i>(Generally reserved for retirees, politicians, etc.)</i>	<b>\$100/year</b>
<b>Student Membership</b> <i>(Full-Time K - 12th Grade or Full-Time Undergraduate Student)</i>	<b>\$100/year</b>

*One time application fee of \$25 when joining online and participating in the credit card auto-renew program. Application Fee is \$35 when submitting a paper application or paying by check.*

