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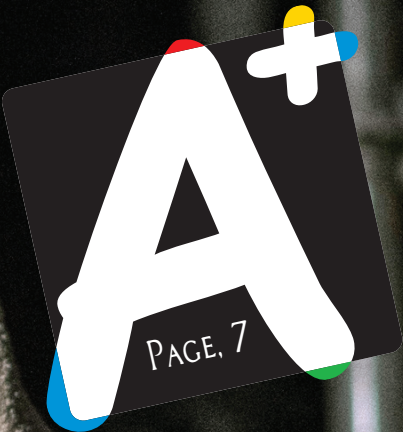
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# McLean CONNECTION



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A+, PAGE 7

Sam Ludwig and Amanda Forstrom  
in "The Farnsworth Invention" at  
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# Northern Virginia's Report Card Unveiled

**“Shape of the Region” Conference reviews area’s Opportunity Index and gathers leaders to discuss successes and challenges.**

BY ANDREA WORKER  
THE CONNECTION

**T**he Community Foundation for Northern Virginia (CFNOVA), partnering with the Northern Virginia Chamber of Commerce, filled an auditorium on Feb. 15 at Valo Park in Tysons Corner with representatives from nonprofits, public office, academia and business to “unveil a new, dynamic data tool” and to encourage “a deep dive” into the challenges facing the region.

CFNOVA has been connecting donors to community needs throughout Northern Virginia since 1978. In conjunction with its 40<sup>th</sup> anniversary, the foundation commissioned a report from the Commonwealth Institute for Fiscal Analysis to provide detailed data about the region today, and the changes that have taken place to demographics, economy, education and community and civic life. The result of that research and reporting is the Opportunity Index for Northern Virginia.

The data, like the CFNOVA, encompasses the entire region: Arlington, Fairfax, Loudoun and Prince William counties and the cities of Alexandria, Fairfax, Falls Church, Manassas and Manassas Park, and examines 26 indicators of local social, economic, educational and civic wellbeing. The online report can filter its information by race, ethnicity, age, nativity and jurisdiction, and by date range. According to leadership at the CFNOVA, the Index serves as something of a “report card” for the region, highlighting where progress toward opportunity for all Northern Virginians has been made, and where it would be fair to grade the current state of affairs a “Needs Improvement,” and in some cases disturbingly close to failure.

Kevin DeSanto, chairman of the CFNOVA board of directors commented in his opening remarks that the Index “tells big, important stories about our region.” The conference focused on only two of the most critical — workforce development challenges and opportunities, and the region’s growing income inequality — but before the speakers and the panel discussions began, Michael Cassidy, president and CEO of the Commonwealth Institute for Fiscal Analysis introduced the Index and highlighted several of the findings to “set the stage and provide the background.”

**FORTY-SEVEN PERCENT** of youngsters in Northern Virginia are living with at least one foreign-born parent/guardian — a percentage that is significantly higher than the rest of the state or even of the nation. “That means the region’s future depends in part on the ability of the children of immigrants to flourish.”



PHOTOS BY ANDREA WORKER/THE CONNECTION

**Attendees at the “Shape of the Region” Conference, hosted by the Community Foundation for Northern Virginia with the Northern Virginia Chamber of Commerce, are introduced to the Opportunity Index – an interactive reporting system offering detailed statistics on the area’s social and economic wellbeing.**



**Holly Seibold (left), of Vienna, founder and executive director of nonprofit BRAWS and Lisa Whetzel, executive director of Britepaths, share some “shop talk” before the conference.**

The research indicates that if current trends continue, the Minority-Majority Transition, where people of color will become the majority as a share of the region’s population will take place as soon as 2020. In 1980, 85 percent of Northern Virginians identified as Non-Hispanic White. In 2015, from when the most recent figures are available, that number is now 40 percent.

Cassidy gave a demonstration of the Index in action, showing how to maneuver through the site, and how to filter the data. He also challenged the attendees to a “mini-quiz,” asking them to use instant audience survey devices to test their knowledge on some of the collected statistics. In most cases, the majority of the audience missed

there has been no real change in income growth or quality” while the top 20 percent are pulling further and further away. “Basically, poor people are staying poor, rich people are staying rich, and in many cases, getting richer.” Worse, says Reeves, America’s class system, most evident in educational opportunities, helps create a self-perpetuating barrier to opportunity for many. Showing a graph that illustrates “College Attendance Rates vs. Parent Income Rank in the U.S.,” Reeves called it “one of the most beautiful and terrifying charts.” As a Brit, Reeves states that he “knows a bit about a class system” and that it does exist in the U.S. — the country where he became a citizen in 2016. “And it’s every bit as ruthless as the class system in the U.K. — just less acknowledged.”

The second phase of the conference featured two panels, the first focusing on “Opportunity and Inequality” in the local education system and the second on “Tapping the Workforce Assets in our Own Backyard.” The panelists all acknowledged the challenges being faced in both those arenas, but offered some creative actions that they are taking in their areas of influence, from public education to workforce skill development, and inside major area employers.

One critical necessity that all of the panelists in the Workforce discussion agreed upon was the need to “upskill in place,” as Ken Eisner, senior manager, Worldwide Education Programs Amazon Web Services described it. “It’s getting harder and harder to get in [to our region] and with the lack of affordable housing.”

Scott Ralls, president of Northern Virginia Community College agreed that it was imperative to enhance the skills and abilities of the people already in our communities.

**AFTER THE CONFERENCE**, some of the attendees reacted to the event.

Lisa Whetzel, of Fairfax City, is the executive director of nonprofit Britepaths. She admitted that even with her in-depth association with the most vulnerable of the region’s populace, some of the data from the Opportunity Index still came as a surprise, “but this is just the kind of information we all need. It’s local, granular.”

Whetzel also found the event “inspiring and uplifting. Together we can do things.” Immediately following the conference, Whetzel attended the quarterly meeting of her peers in other nonprofits. “The conference got us going with great conversation and idea exchanges. We will be really looking to see if we have taken a deep enough dive through the equity lens.”

Martha Wilson, of Fairfax, was a representative of the business community at the conference, as a vice president with EagleBank in Tysons Corner. “EagleBank is already a major philanthropic organization, doing quite a lot for the community. It’s a major reason why I joined them, but I see



**Martha Wilson, VP, C&I relationship manager for EagleBank, asks a question of a conference speaker. Wilson says the event “gave me an idea on how EagleBank might even further enhance their philanthropic corporate culture.”**

the mark.

Cassidy was followed at the podium by Richard Reeves, senior fellow of economic studies and co-director of Center on Children and Families for the Brookings Institution. Speaking on “Economic Mobility and the American Dream,” Reeves congratulated the event organizers for including so many members of the business community, saying that too often business leaders were excluded as being “part of the problem of income equality, when, in fact, they are a major contributor to the solution when brought to the table.”

In a series of slides and charts, Reeves, a British-American, offered proof that for “the bottom 80 percent on the economic scale

SEE REPORT CARD, PAGE 5



# OPINION

## Another Assault on Common Sense

Perhaps this time might be different.

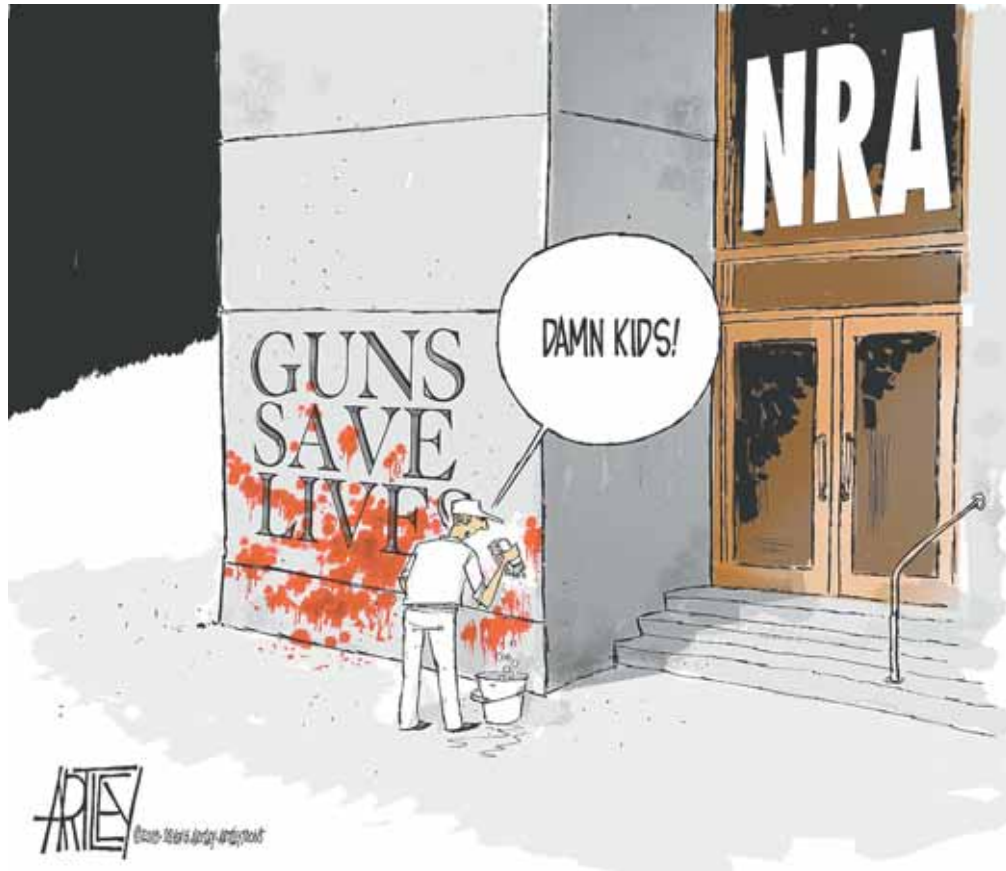
**Y**ou can feel the change in the air. This time the victims — teenagers — are outraged out loud about the deaths and wounding of their fellow students, the terror, horror and trauma that will haunt each of them in different ways for the rest of their lives.

Instant activists from last week's school shooting massacre in Florida, now connected to so many others around the country, know that this was preventable, that mass shootings can be stopped.

**EDITORIAL** Common sense tells them that the shooter, a former classmate, shouldn't have had access to guns of any kind, never mind an assault rifle. Common sense tells them that the absence of the most reasonable safeguards is a failure of elected officials at both the federal and state level. Common sense tells them it's time for real accountability.

Gun control of course will be complicated. No one is trying to take guns away from the millions of Americans who are gun owners, but the mavens of divisiveness, seeking to stoke the ire of gun owners, will tell them that what activists, what Democrats, what moms want is to take their guns away. It's not true. But gun reform is more complicated and runs deeper than donations from the NRA to elected officials.

Anyone with common sense knows that if we don't have systems in place to keep weapons capable of so much carnage in three minutes out of the hands of someone so openly troubled as the teenage shooter in Florida last week, then we are doomed to relive that day in other tragedies, over and over.



“Wash, Rinse, Repeat.”

Demonstrations of hundreds of protesters turned out in multiple places in the last few days. At NRA headquarters in Fairfax, at George Mason High School for a candlelight vigil, in front of the White House.

“I’m with hundreds of Northern Virginians at the NRA headquarters to mourn those lost at Parkland and to demand common sense gun safety measures to protect our children from massacre and violence,” U.S. Rep. Gerry Connolly tweeted from the demonstration

there. “As a nation, how can we continue to allow this to happen?”

“I’m with the students calling for gun reform outside the White House,” said U.S. Rep. Don Beyer. “So proud to see America’s young people leading the way. Stay mad, and stay focused. ... Don’t let anyone tell you that there isn’t hope, that we can’t fight for change and win. There is and we can.”

— MARY KIMM

MKIMM@CONNECTIONNEWSPAPERS.COM

### LETTERS TO THE EDITOR

## Congress’s Failure on Mass Shootings

To the Editor:

Congress sits on its hands while the latest school shooting takes the lives of more innocent children and school personnel.

If members of Congress do not believe in protecting the health, safety and welfare of the American people, why do they hold their office? They swore to defend the United States against all enemies, foreign and domestic — “So help me God.”

We need legislation, not hollow platitudes. Congressmen can support the Second Amendment and still support reasonable gun control, such as universal background checks, and controls on automatic weapons and bump stocks.

The vast majority of Americans

— Democrats, Republicans and NRA members alike — all support such policies. But members of Congress are too afraid of the NRA’s threats to fund a primary candidate against them lest the Congressmen even talk about any form of gun control.

Congressmen should get wise and relish such a debate, because the voters would support them.

If Congress does not do anything then We The People certainly can. We can exert our own Constitutional power and vote for candidates in the upcoming 2018 election who have the courage to stand up to the NRA.

**Barbara Glakas**  
Herndon

## Terrifying Talk

To the Editor:

I remember having drills in my school when I was young, hiding

under desks in case a nuclear attack was unleashed. I remember wondering if my family would be alright and if they could find me after the bomb, and if my desk would protect me.

And now we have these nervous and easily irritated world leaders who talk so casually about starting a nuclear exchange. Terrifying. Let us hope that cooler heads will prevail. There are no desks big enough to protect us from a nuclear war.

**Meg Wallace**  
Herndon

## Protections Dismantled

To the Editor:

The following open letter was addressed to Our Elected Representative:

It is not hysterical to suggest that every protection the aver-

age American has is being systematically dismantled. The environment, civil liberties, health care, safe infrastructure guarantees, financial oversight — everything of value that we have achieved is being thrown open to the markets, which are not noted for considering anything beyond profit.

Please vote your conscience when it comes to leaving behind a world in which your children can live and prosper. Our futures are in immediate jeopardy. We need to be guided by something other than greed. This is a time for statesmen, not yes men or women.

There is only one America. Please protect what keeps us unique and irreplaceable in the world.

**Lynn Mobley**  
Great Falls

McLean  
**CONNECTION**

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# Report Card Unveiled

FROM PAGE 3

that we can do even more if we get the word out about our efforts, especially to our own employees.”

She also has an idea about the internships that Reeves discussed during the conference. Reeves noted that employers highly value internships when making hiring decisions, but many less-advantaged youth and young adults cannot afford to take unpaid internships while they struggle to pay for their education and for the basics of daily life. “I have a suggestion on how we can help those young people, and possibly assist some of our area non-profits at the same time.” Wilson plans to get with her management colleagues at EagleBank and try to put her proposal into action.

Holly Seibold of Vienna is the founder and executive director of BRAWS — Bringing Resources to Women’s Shelters and to low income and homeless young women. Seibold found the event motivational. “It was a great event. Right after it was over, I sent an email to Dr. McDade [superintendent of Manassas Park Public Schools and a panelist at the conference] asking if his school district would like to pilot a program where BRAWS would provide free feminine hygiene products in the restrooms, at no cost to the schools.”

Julien Bois of Springfield, a partner with



PHOTO BY ANDREA WORKER/THE CONNECTION  
**Julien Bois, of Springfield, partner with JustinBradley, had positive feedback for the event.**

JustinBradley, a financial executive search, recruiting and interim staffing company, gave the conference a thumbs up, and kudos to speaker Reeves for his “candid responses to my questions.”

As the Commonwealth Institute’s Cassidy reminded the conference attendees, the Opportunity Index wasn’t developed to just tell a static story about the greater community, but rather as a tool that will help engaged citizens shape the future they want to see in Northern Virginia. The Index is available on line and access is free at [www.cfnova.org/opportunityindex](http://www.cfnova.org/opportunityindex).

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Special guest Major General Matthews USAF (retired) and representatives from the office of U.S. Rep. Gerry Connolly (D-11), alongside Verodin CEO Chris Key, COO Ben Cianciaruso and other team members at the office opening.

## Verodin Opens Global Headquarters in Tysons

Verodin has established itself as a security instrumentation leader in 2017, expanding its customer base and increasing its international footprint. Driving this force is the market's need to rationalize cybersecurity investments and optimize the effectiveness of layered defenses across people, process and technology. The Verodin Security Instrumentation Platform (SIP) has been implemented in every major industry vertical including finance, healthcare, manufacturing, and energy. In addition to Fortune 500 and large government deployments, Verodin recently launched a new mid-market initiative.

"I'm pleased to welcome Verodin's global headquarters to Tysons," said U.S. Rep. Gerry Connolly (D-11). "Cybersecurity is a top priority for me in Congress, and Verodin is one of those groundbreaking companies that is attracting top tech talent to North-

ern Virginia, cementing our reputation as the Silicon Valley of the East. Congratulations to the Verodin team, and keep up the great work!"

Contributing to its 400 percent growth, Verodin received a number of accolades in 2017, including the Barclays Innovation Award, the Security Innovation Network SINET 16 Innovator honor, three consecutive Security Current Shark Tank wins, the TechConnect Defense Innovation Award, and others.

"The opening of Verodin's new global headquarters is an extremely proud moment for us and a testament to all the hard work and explosive growth in 2017," said Verodin CEO Chris Key. "Organizations everywhere are realizing that it's time to inspect the effectiveness of their cybersecurity programs and rationalize the dollars they are spending. This demand will drive our continued success in 2018 and beyond."

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# Diving into Black History with Books

Local educators suggest books to read in celebration of African American History Month.

BY MARILYN CAMPBELL

**T**hroughout the year, but more intensely during February, Vincent Intondi, Ph.D., uses literature to teach aspects of African American history that are often overlooked or forgotten.

While slavery and the Civil Rights Movement are two of the most poignant periods of Black history, Intondi, a professor of history and the director of the Institute for Race, Justice, and Community Engagement at Montgomery College, and other educators say reading books about lesser known figures and periods in African American history is one way to paint a complete picture, not only of the history of African Americans, but American history as a whole.

"For example, while we focus on Malcolm X, after spending time with his daughter, Ilyasah, I came to realize just how much his wife Betty did and what she meant to the family. Therefore having a book that focuses on her is important," said Intondi, who is the author of "African Americans Against the Bomb: Nuclear Weapons, Colonialism, and the Black Freedom Movement."

"One could argue that there wouldn't



PHOTO BY MARILYN CAMPBELL

have been a March on Washington were it not for Bayard Rustin, but we don't learn about him because he was gay," continued Intondi. "So part of what's important about these books is not only that they are well written and have amazing illustrations, but because of who they specifically focus on."

Infusing reading with dramatization and memorization, particularly with young children, is a technique that Ana Lado, Ph.D., professor of Education at Marymount University uses in her lessons. "I like to recommend award-winning books or books by

award-winning authors," she said. "I also pick books that can be part of a program [and] can be recited, can be dramatized, can be retold."

"Books that I made students memorize [include] 'I, Too, Am American' and 'My People,' both books of poetry by Langston Hughes; 'I Have a Dream,' [speech by Martin Luther King, Jr. published as a book]; 'Lincoln's Gettysburg Address,' [speech by President Abraham Lincoln published as a book], 'Martin's Big Words: The Life of Martin Luther King, Jr.,' 'Tar Beach' and 'Aunt Harriet's Underground Railroad in the Sky,' [both by Faith Ringgold] and 'If a Bus Could Talk, the Story of Rosa Parks' are book that my youngest students can dramatize," said Lado.

"Underground: Finding the Light to Freedom" by Shane W. Evans is another book that Lado encourages students to read. "This is the absolute easiest way to dramatize the Underground Railroad," she said. "I even use it with students with special needs and beginning English learners."

One quality to look for is books about modern day African American heroes who will likely go down in history. When compiling recommend books for African History

Month displays, Henrik Sundqvist of the Arlington Public Library said, "We try to pick titles which have been published within the last five years."

Among the books Arlington County Libraries is recommending are: "Firebird: Bal-lerina Misty Copeland Shows a Young Girl How to Dance Like a Firebird" by Copeland.

One book that offers a historical perspective and deeper understanding of a current issue, says Intondi, is "The John Carlos Story" by Dave Zirin and John Carlos. "There is arguably no one better to write about sports, race, and politics than Dave Zirin," he said. "The book is great for a wide range of audiences. If one wants to understand Colin Kaepernick and what is happening today in sports then they should read this book."

Using such narratives offers a deeper understanding of America's past and puts current happenings into perspective. "Students can learn and appreciate those who came before them, sacrificed, fought, put themselves on the line and paid with their freedom and lives for equality," said Intondi. "Students will learn that they are part of the long movement for freedom and they too can change the world."

PUBLIC NOTICE

**Public Hearing on the  
McLean Community Center's  
FY 2020 Programs**

**Wednesday, March 28, 2018 at 7:30 p.m.**

The Governing Board and Staff of the McLean Community Center are **seeking input from residents** of Dranesville Small District 1A at a Public Hearing on Programs for FY 2020 (which runs July 1, 2019 through June 30, 2020). MCC programs are scheduled to return to the newly renovated Ingleside facility in 2019.

**The Board and Staff are interested in hearing residents' suggestions for class offerings, community events, theater programs, art exhibits, tours, youth events and teen activities when they return home to the Center.**

If you would like to speak at the hearing, call the Center to have your name placed on the speakers' list. You also may submit comments in writing to: [george.sachs@fairfaxcounty.gov](mailto:george.sachs@fairfaxcounty.gov).

The hearing will be followed by the regular monthly meeting of the Governing Board.

**The McLean Community Center**  
6631 Old Dominion Dr., McLean VA 22101  
703-790-0123/TTY: 711  
[www.mcleancenter.org](http://www.mcleancenter.org)

You're Invited

PLEASE JOIN US FOR AN EDUCATIONAL EVENT.

Hear from an MS expert and learn about  
an oral treatment option for relapsing MS.

**Date and Time:**  
2/26/2018 at 6:30 PM EST

**Speaker:**  
**Meagan Adamson, DNP, FNP-BC, MSCN**  
Fairfax, VA

**Location:**  
Maggiano's  
2001 International Drive  
McLean, VA 22102

**Event Code:** PEP-01431

**PLEASE RSVP\*:**

- [RelapsingMultipleSclerosisEvents.com](http://RelapsingMultipleSclerosisEvents.com)
- 1(877) 895-1136

\*Registration is limited.  
Photo ID may be requested at event entrance.  
**Complimentary parking option may be available.**

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GZUS.MS.15.05.1423(2)



# CALENDAR

Submit entertainment announcements at [www.connectionnewspapers.com/Calendar/](http://www.connectionnewspapers.com/Calendar/). The deadline is noon on Friday. Photos/artwork encouraged.

## THURSDAY/FEB. 22

**National Chili Day.** 7 a.m.-midnight at The Vienna Inn, 120 East Maple Ave., Vienna. The Vienna Inn is celebrating its 58th Anniversary. Vienna Inn will be creating new memories for the remainder of the month and will be offering specials ending in .58 on drinks and their world-famous chili dogs. Visit [www.ViennaInn.com](http://www.ViennaInn.com).

**KGB Dead or Alive?** 7-9 p.m. at St. Catherine of Siena, 1020 Springvale Road, Great Falls. An evening with Jack Dziak. Learn about the history of the KGB and Putin's Russia. Dziak has had a career in intelligence, counterintelligence, counter-deception, national security affairs and technology transfer. Free. Email [bfroio@gmail.com](mailto:bfroio@gmail.com) for more.

## THURSDAY-SUNDAY/FEB. 22-25

**Captioned Performances of "The Farnsworth Invention."** See detailed schedule online. 1st Stage in Tysons, 1524 Spring Hill Road, Tysons Corner. Writer Aaron Sorkin's signature style lends itself to the story of the invention that changed our lives. \$33 general admission, \$30 seniors (65+), \$15 students and military. Purchase at [www.1ststage.org](http://www.1ststage.org) or 703-854-1856.

## FRIDAY/FEB. 23

**Art Society Meeting.** 9 a.m.-noon at the Dolley Madison Library, 1244 Oak Ridge Ave. Glen Kessler, a renowned pet portrait artist will be the featured demonstrator. His artwork is collected internationally and he has won many prizes including The Elizabeth Green Shields Grant for outstanding figure work. Guests are welcome. Call 703-653-9519.

**Strumming and S'mores.** 4-6 p.m. at Riverbend Park, 8700 Potomac Hills St., Great Falls. Take a wildlife hike, sing nature-themed campfire songs accompanied by a guitar, and eat s'mores around the fire. This family campfire program is for participants age 3 to adult. \$10 per person. Call 703-759-9018 or visit [www.fairfaxcounty.gov/parks/riverbend](http://www.fairfaxcounty.gov/parks/riverbend).

**Washington Wizards vs Charlotte Hornets.** 4:30-11 p.m., leaving from The Old Firehouse, 1440 Chain Bridge Road, McLean. Join Old Firehouse staffers as they watch John Wall, Bradley Beal and the rest of the Washington Wizards face off against the Charlotte Hornets. \$50/\$40 MCC district residents, tickets and transportation are included. Participants should bring \$20 for dinner and additional money for souvenirs if desired. Register online or at the Center, using Activity No. 5304.318. Call 703-448-8336 or visit [www.mcleancenter.org/teens](http://www.mcleancenter.org/teens).

## FRIDAY-SATURDAY/FEB. 23-24

**"Little Women."** Friday, 7:30 p.m.; Saturday, 11 a.m. and 7:30 p.m. at The Stage at Holy Trinity Church, 850 Balls Hill Road, McLean. Oakcrest School presents "Little Women." In celebration of 40 years of theatre, Oakcrest is offering free tickets to the matinee performance on Saturday, Feb. 24 at 11 a.m. Tickets available online or at the door: \$15 general admission, flat rate of \$50 for families of six or more. Free for 13 and under at the Saturday matinee are only available online at [oakcrestuslittlewomen.eventbrite.com](http://oakcrestuslittlewomen.eventbrite.com).



## SATURDAY/FEB. 24

**Hike and Mediate.** 9:30-11:30 a.m. at Riverbend Park, 8700 Potomac Hills St., Great Falls. Work off those stubborn holiday calories with a quick hike and then relax for with meditation exercises designed to help find one's inner winter calmness. For adults. Call 703-759-9018 or visit [www.fairfaxcounty.gov/parks/riverbend](http://www.fairfaxcounty.gov/parks/riverbend).

**Ric Ocsek: Abstract Reality.** 7-9 p.m. at Wentworth Gallery, Tysons Galleria, 1807 U. International Drive, Tysons. Wentworth Galleries presents Ric Ocsek: Abstract Reality. The collection will be on exhibition and available for acquisition. Ric Ocsek of The Cars will make an in-person artist appearance. Complimentary and open to the public, with RSVPs strongly suggested. Visit [www.wentworthgallery.com](http://www.wentworthgallery.com).

**Winter Wine Tasting.** 7-10 p.m. at the Great Falls Grange, 9818 Georgetown Pike, Great Falls. Enjoy fine food, wines and friendship at a new venue and with Classic Wines of Great Falls and the chefs at Passionfish and Barcelona restaurants over in Reston. Selection of cheeses and wines by the glass will be available. Email Erin Lobato or Missy Perkins at [info@celebrategreatfalls.org](mailto:info@celebrategreatfalls.org) about volunteering. \$75. Tickets at [celebrategreatfalls.org](http://celebrategreatfalls.org).

## SUNDAY/FEB. 25

**Yoga for Dogs.** 11:30 a.m.-12:30 p.m. at SourceCore Studio, 144 Church St NW #102, Vienna. SourceCore Studio is hosting a "Donations for Dogs" yoga fundraiser for the Lost Dog & Cat Rescue Foundation. "Paws and reflect" in this all-levels class dedicated to functional movement and wellness. Free, the event is donation-based. Call 703-755-0891 or visit [www.sourcecorestudio.com/workshops](http://www.sourcecorestudio.com/workshops) for more.

**Maple Syrup Boil-Down.** Noon-2 p.m. at Colvin Run Mill, 10017 Colvin Run Road, Great Falls. The sap is rising and the maple trees are tapped. Now it's sugaring time at Colvin Run Mill. Watch and learn as sap is boiled down into sweet syrup over an open fire. This is an outdoor program, dress for the weather. \$5 per person. No reservations required. Call 703-759-2771 or visit [www.fairfaxcounty.gov/parks/colvin-run-mill/maple-syrup](http://www.fairfaxcounty.gov/parks/colvin-run-mill/maple-syrup).

**Winter Traditional Celtic Concerts.** 4 and 6 p.m. at The Old Brogue Irish Pub, 760-C Walker Road, Great Falls. Robin Bullock and Sue Richards perform fireside. Tickets must be purchased in advance through the link at [oldbrogue.com](http://oldbrogue.com): \$18 general admission/\$12 children under 12. Season ticket: \$96/\$60 children. Call 703-759-3309.

**Artist Reception.** 5-7 p.m. at 1st Stage in Tysons, 1524 Spring Hill Road, Tysons Corner. Artist reception with featured 10th Anniversary gallery artists. All are welcome. \$33 general admission, \$30 seniors

## Yoga for Dogs

SourceCore Studio is hosting a "Donations for Dogs" yoga fundraiser for the Lost Dog & Cat Rescue Foundation. "Paws and reflect" in this all-levels class dedicated to functional movement and wellness. Free, the event is donation-based. Sunday, Feb. 25, 11:30 a.m.-12:30 p.m. at SourceCore Studio, 144 Church St NW #102, Vienna. Call 703-755-0891 or visit [www.sourcecorestudio.com/workshops](http://www.sourcecorestudio.com/workshops) for more.

(65+), \$15 students and military. Purchase at [www.1ststage.org](http://www.1ststage.org) or 703-854-1856.

## MONDAY/FEB. 26

**Garden Club Meeting.** 12:45 refreshments, 1 p.m. program at Emmanuel Lutheran Church, 2589 Chain Bridge Road, Vienna. The Ayr Hill Garden Club (AHGC) presents "How To Choose And Prune Roses." Guests are encouraged to attend. Learn more at [www.facebook.com/ayrhillgardenclub/](http://www.facebook.com/ayrhillgardenclub/).

**Navigating News Sources.** 7-8 p.m. at Tysons Pimmit Regional Library, 7584 Leesburg Pike, Falls Church. Learn tips for navigating the array of news sources and practice using respectful and positive communication techniques when discussing hot button issues. Free. Call 703-790-8088 or visit [librarycalendar.fairfaxcounty.gov/event/3958904](http://librarycalendar.fairfaxcounty.gov/event/3958904).

## TUESDAY/FEB. 27

**Beatrix Potter Tea.** noon-1:30 p.m. at Riverbend Park, 8700 Potomac Hills St., Great Falls. Learn about the famous author who brought Peter Rabbit and his family to life at a Beatrix Potter Tea. Nibble on cupcakes and sip fruit punch or tea while enjoying stories about Potter's precocious bunny family. Children age 2-6 will have a chance to meet a real white tail rabbit and learn what wild bunnies do in the winter. \$15 per child; children must be accompanied by an adult. Call 703-759-9018.

## SATURDAY/MARCH 3

**Live Music.** 7 p.m. at Jammin' Java, 227 Maple Ave., Vienna. Nora Jan Struthers and The Party Line perform. Tickets \$15-25. Call 877-987-6487 or visit [jamminjava.com](http://jamminjava.com).

## SUNDAY/MARCH 4

**Awards Banquet.** 2:30 p.m. at the McLean Hilton Hotel, 7920 Jones Branch Drive, McLean. The Executive Board of the Northern Virginia Football Hall of Fame will celebrate their 28th Annual Awards Banquet. Festivities will begin with a social gathering at 2:30 with dinner at 3:30. The awards ceremony will immediately follow. This event draws celebrities and supporters from all over the area. For tickets, call 571-238-3565 or email [maryesmall64@gmail.com](mailto:maryesmall64@gmail.com). For general info., call 703-273-3216 or email [bpowe1@aol.com](mailto:bpowe1@aol.com).

**Winter Traditional Celtic Concerts.** 4 and 6 p.m. at The Old Brogue Irish Pub, 760-C Walker Road, Great Falls. IONA celebrates the release of their new album "Signature." Tickets must be purchased in advance through the link at [oldbrogue.com](http://oldbrogue.com): \$18 general admission/\$12 children under 12. Season ticket: \$96/\$60 children. Call 703-759-3309.

Jacob Yeh, Sam Ludwig, Matthew Sparacino, Tendo Nsubuga, Jeremy Keith Hunter, Caroline Wolfson, Michael Crowley, Gary Dubreuil, Katrina Clark, Frank Britton, Edward Christian, and Amanda Forstrom in "The Farnsworth Invention" at 1st Stage.



PHOTO BY TERESA CASTRACANE/COURTESY OF 1ST STAGE

# An Entertaining Evening, and More

## 'The Farnsworth Invention' at 1<sup>st</sup> Stage in Tysons

BY DAVID SIEGEL  
THE CONNECTION

## Where & When

Full of clever interactions and sharp dialogue, the 1<sup>st</sup> Stage production of "The Farnsworth Invention" is a lively, fictional drama for a wide audience. It is not only history buffs who can find the production rousing entertainment. For those who have become immersed in current issues surrounding the growth of the internet as a source of entertainment and news can become engrossed too.

"The Farnsworth Invention" was written by Aaron Sorkin ("The West Wing" and "The Social Network"). Under Alex Levy's fluid direction, there is a theatrical tension to what might have been a mere lesson about the past. In a regional premiere, Levy has taken Sorkin's multiple narrators and alternative versions of the truth to become a lively battle between two titans of invention. They are David Sarnoff and Philo Farnsworth.

Sarnoff (portrayed with determined gusto by Jonathan Lee Taylor) is an immigrant to America from the strife of Russia. He is now a self-made New York City media mogul. Farnsworth (played by Sam Ludwig as a driven individual with an "Oh Gosh" temperament) is a self-taught technical genius who grew up in Idaho and Utah. Each of these two could see a future world others could not.

Beyond Ludwig and Taylor, Levy has cast a diverse ensemble of a dozen who perform with zest dozens-upon-dozens of roles. The other characters in "The Farnsworth Invention" surround, support, enable and

1<sup>st</sup> Stage presents "The Farnsworth Invention" at 1524 Spring Hill Road, McLean. Performances through March 11, 2018. Thursdays at 7:30 p.m.; Fridays, 8 p.m.; Saturdays, 2 and 7 p.m.; and Sundays at 2 p.m. Tickets: Adult general admission \$33, seniors \$30, students/military \$15. Note: 1<sup>st</sup> Stage recently received 10 Helen Hayes nominations for professional theater excellence. Nominations include two for "Jesus Hopped the 'A' Train," six for "Ma Rainey's Black Bottom," and two for "Trevor."

survive Sarnoff and Farnsworth. Two to mention are the ultimately disappointed wives: Lizette Sarnoff played by Liz Mamana and Pem Farnsworth portrayed by Amanda Forstrom. There are also comic scenes that bring well-deserved laughter.

Kathryn Kaweck's industrial design, two-story, metal scaffolding of a set provides an open, airy structure to the show. With the energy provided by appropriate hassled-appearing movements (Amanda Forstrom) and a streaming ambient sound design by Ethan Balis, there is added visual and aural interest.

There is a lot to take in at "The Farnsworth Invention" as it bends facts about who will gain the final hand to develop commercially viable television available for more than an upper-class toy. There is plenty of lively personal commentary on the 20<sup>th</sup> century period that Farnsworth and Sarnoff inhabit; including who should control the airwaves.

In its last scene, "The Farnsworth Invention" is more than just an entertaining evening looking backwards. The show becomes a parallel inquiry to the building of the commercially viable internet and social media.



# HOME SALES

In January 2018, 80 homes sold between \$12,000,000-\$189,000 in the McLean and Falls Church area. This week's list represents those homes sold in the \$12,000,000-\$617,500 range. For the complete list, visit [www.ConnectionNewspapers.com](http://www.ConnectionNewspapers.com)

Address .....	BR	FB	HB .....	Postal City .....	Sold Price ...	Type .....	Lot AC .....	PostalCode .....	Subdivision
1191 CREST LN .....	7	9	4	MCLEAN	\$12,000,000	Detached	3.10	22101	CREST LANE/GOLD COAST
6431 GEORGETOWN PIKE .....	0	0	0	MCLEAN	\$5,250,000	Detached	3.75	22101	LANGLEY FARMS
1012 LANGLEY HILL DR .....	5	4	0	MCLEAN	\$4,875,000	Detached	0.88	22101	LANGLEY HILL
1031 BELVIEW RD .....	6	7	2	MCLEAN	\$3,275,000	Detached	1.76	22102	BELVIEW
3941 DUMBARTON ST .....	5	6	1	MCLEAN	\$3,150,000	Detached	0.83	22101	COUNTRY ACRES
1091 LANGLEY FORK LN .....	6	7	2	MCLEAN	\$3,000,000	Detached	0.86	22101	LANGLEY COURT
7849 WESTMONT LN .....	7	7	2	MCLEAN	\$2,950,000	Detached	1.34	22102	GARFIELD PARK
1325 CALDER RD .....	6	6	2	MCLEAN	\$2,851,594	Detached	0.48	22101	SALONA VILLAGE
8401 SPARGER ST .....	7	6	2	MCLEAN	\$2,500,000	Detached	1.41	22102	SPRINGHAVEN ESTATES
3814 DICKERSON ST N .....	6	6	1	MCLEAN	\$2,200,000	Detached	0.39	22101	*FRANKLIN PARK*
7206 CHURCHILL RD .....	6	6	1	MCLEAN	\$1,950,000	Detached	0.27	22101	LANGLEY MANOR
7207 WARBLER LN .....	5	4	1	MCLEAN	\$1,944,053	Detached	0.27	22101	LANGLEY MANOR
1135 BELVIEW RD .....	5	5	0	MCLEAN	\$1,755,000	Detached	5.02	22102	MCLEAN
6605 QUINTEN ST .....	6	5	1	FALLS CHURCH	\$1,600,500	Detached	0.24	22043	MERRELL PARK
6319 OLD DOMINION DR .....	5	6	2	MCLEAN	\$1,450,000	Detached	0.88	22101	CHESTERBROOK
6608 MULROY ST .....	6	5	1	MCLEAN	\$1,410,000	Detached	0.35	22101	KENT GARDENS
6515 DEIDRE TER .....	6	5	1	MCLEAN	\$1,350,000	Detached	0.49	22101	LANGLEY OAKS
1450 EMERSON AVE #406 .....	2	2	1	MCLEAN	\$1,300,000	Mid-Rise 5-8 Floors		22101	PALLADIUM AT MCLEAN
1928 GRIFFITH RD .....	6	6	0	FALLS CHURCH	\$1,296,000	Detached	0.27	22043	PIMMIT HILLS
2122 HAYCOCK RD .....	6	5	1	FALLS CHURCH	\$1,290,000	Detached	0.24	22043	CHURCHILL
6604 OLD CHESTERBROOK RD .....	4	4	1	MCLEAN	\$1,265,000	Detached	0.27	22101	GALLEGOS
8445 HOLLY LEAF DR .....	5	3	1	MCLEAN	\$1,249,000	Detached	0.61	22102	MC LEAN ESTATES
6457 LINWAY TER .....	4	4	0	MCLEAN	\$1,200,000	Detached	0.50	22101	EL NIDO
704 LIVE OAK DR .....	5	4	1	MCLEAN	\$1,164,000	Detached	0.61	22101	EAGLE ROCK
1619 LINWAY PARK DR .....	5	3	1	MCLEAN	\$1,090,000	Detached	0.20	22101	LINWAY PARK OF MC LEAN
1511 TWISTING TREE LN .....	4	2	1	MCLEAN	\$1,050,000	Detached	0.25	22101	DOMINION WOODS
6428 NOBLE DR .....	6	6	0	MCLEAN	\$1,049,000	Detached	0.31	22101	BIRCHWOOD
1438 HIGHWOOD DR .....	5	4	0	MCLEAN	\$1,000,000	Detached	0.34	22101	CHESTERBROOK WOODS
938 SAIGON RD .....	4	3	1	MCLEAN	\$1,000,000	Detached	1.40	22102	SAIGON
7728 FALSTAFF RD .....	4	3	1	MCLEAN	\$985,000	Detached	0.28	22102	MC LEAN HAMLET
1564 MARY ELLEN CT .....	5	2	1	MCLEAN	\$970,000	Detached	0.26	22101	MC LEAN WEST
7602 BRITTANY PARC CT .....	4	3	1	FALLS CHURCH	\$949,000	Detached	0.13	22043	BRITTANY PARC AT TYSONS
1478 KIRBY RD .....	5	4	1	MCLEAN	\$935,000	Detached	0.40	22101	POTOMAC ESTATES
6200 NETHERCOMBE CT .....	5	3	1	MCLEAN	\$901,000	Detached	0.42	22101	CHESTERFORD
6703 MONTOUR DR .....	4	2	1	FALLS CHURCH	\$878,000	Detached	0.27	22043	MONTOUR HEIGHTS
6636 BEACON LN .....	3	3	0	FALLS CHURCH	\$872,550	Detached	0.61	22043	BEACON HILL
1641 LA SALLE AVE .....	4	3	1	MCLEAN	\$840,000	Detached	0.15	22102	HUNTING RIDGE
6527 FAIRLAWN DR .....	4	3	0	MCLEAN	\$820,000	Detached	0.24	22101	EL NIDO ESTATES
7025 SANTA MARIA CT .....	4	3	0	MCLEAN	\$815,000	Detached	0.33	22101	BROYHILLS MC LEAN ESTS
6504 DRYDEN DR .....	4	3	0	MCLEAN	\$803,000	Detached	0.24	22101	BROYHILL GLEN GARY PARK
6933 ESPEY LN .....	4	3	0	MCLEAN	\$800,000	Detached	0.25	22101	SOUTHRIDGE
6673 MCLEAN DR .....	3	2	2	MCLEAN	\$740,000	Townhouse	0.06	22101	OLD DOMINION SQUARE
1812 RUPERT ST .....	3	2	1	MCLEAN	\$720,000	Detached	0.26	22101	MARLBORO ESTATES
7430 ELDORADO ST .....	3	3	1	MCLEAN	\$699,000	Townhouse	0.06	22102	HALLCREST HEIGHTS
2005 GERVAIS DR .....	2	2	2	FALLS CHURCH	\$685,000	Townhouse	0.05	22043	MC LEAN PROVINCE
2069 HOPEWOOD DR .....	3	3	1	FALLS CHURCH	\$685,000	Townhouse	0.04	22043	WESTMORELAND SQUARE
1450 EMERSON AVE #G05-5 .....	2	2	0	MCLEAN	\$650,000	Garden 1-4 Floors		22101	PALLADIUM AT MCLEAN
7104 EASTMAN DR .....	3	2	0	FALLS CHURCH	\$617,500	Detached	0.35	22043	SOUTHAMPTON

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## CALENDAR

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16	17	18	19	20	21
22	23	24	25	26	27
28	29	30	31		

**Let us know about an upcoming event**

[connectionnewspapers.com/Calendar](http://connectionnewspapers.com/Calendar)

## Saint Ann Catholic Church

**SUNDAY LITURGY SCHEDULE:**

Saturday Vigil: 5:30 PM

Sunday: 7:30, 9:00, and 11:00 AM

1:30 PM Spanish Liturgy

**DAILY EUCHARIST:**

Weekdays

Monday-Friday, 8:30 AM

Saturday, 8:30 AM

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**NEWS**

**Tax Relief Workshops To Be Held in  
McLean, Reston and Vienna**

The Fairfax County Board of Supervisors announced they are hosting a series of free 2018 Tax Relief Workshops for older adults and people with disabilities in late February and March at several locations throughout the county. Both real estate and vehicle tax relief are available for adults over 65 years of age and people with disabilities who meet certain qualifications.

The fairfaxcounty.gov website states staff from the Fairfax County Department of Tax Administration (DTA) will be at the locations to assist with filling out the application form, as well as answering questions. No appointment is necessary.

Two workshops will be hosted by Supervisor John W. Foust (D-Dranesville), March 12 and March 14, 10 a.m. to 2 p.m. at the McLean District Office, 1437 Balls Hill Road, McLean. Call 703-356-0551.

Three workshops will be hosted by Supervisor Catherine Hudgins (D-Hunter Mill), two in Reston and one in Vienna. The Reston workshops are March 8, 7 p.m. to 9 p.m. at South Lakes High School, 11400 South Lakes Drive, Reston - 703-478-0283 and on March 20, 10 a.m. to noon at the North County Government Center, 1801 Cameron Glen Drive, Reston. A Vienna workshop is on Feb. 24, 9 a.m. to 11 a.m. at Madison High School (Lecture Hall), 2500 James Madison Drive in Vienna.

According to the Fairfax County Government, "To qualify for real estate tax relief, you must be at least 65 years of age, or permanently and totally disabled...The gross income from all sources of the owners of the dwelling and any relatives of the owners who reside in the dwelling may not exceed \$72,000...The total combined net assets of owners of the dwelling and of the spouse of any owner who resides in the dwelling may not be greater than \$340,000, not including the value of the home, its furnishings and the homesite (up to one acre of land).

Renters, who meet the age, disability, residency, and income requirements, as well as other require-



**Dranesville  
District Supervisor  
John Foust  
(D)**



**Hunter Mill  
Supervisor Cathy  
Hudgins (D)**

ments, can qualify for tax relief under the Tax Relief Program. The county reminds applicants when they come to a workshop to be sure to bring with them a copy of their lease agreement and rental receipts or canceled checks for each month of the previous year documenting the amount of rent paid.

As for vehicle ("car") tax relief, the county states applicants must be at least 65 years of age, or permanently and totally disabled, as of Jan. 1 of the application year and reside in Fairfax County; the exempted vehicle must be owned and used primarily by the applicant, and tax relief will only be granted on one vehicle. Also, the gross income of the applicant may not exceed \$22,000. The total combined net assets of the ap-

plicant and spouse may not exceed \$75,000. Other conditions also apply.

Tax relief is available on mobile homes used as full-time residences.

Fairfax County reminds individuals that returning applicants must file between January 1 and April 1.

For more detailed information and qualifications go to [fairfaxcounty.gov/taxes/relief/tax-relief-seniors-people-with-disabilities](http://fairfaxcounty.gov/taxes/relief/tax-relief-seniors-people-with-disabilities).

— MERCIA HOBSON

**SCHOOL NOTES**

Send school notes to [north@connectionnewspapers.com](mailto:north@connectionnewspapers.com) by noon on Friday.

**Thomas House**, of Vienna, was named to the East Stroudsburg University (Pa.) fall 2017 dean's list. House is a senior majoring in business management.

**Mamie Henshaw**, of Vienna, an exercise and sport science major, was named to the fall 2017 dean's list at Coastal Carolina University (Conway, S.C.).

**Michael Kerr**, of Vienna, a hospitality, resort, and tourism management major, was named to the fall 2017 dean's list at Coastal Carolina University (Conway, S.C.).

**Nicole Papathanassiou**, of Vienna, a marine science major, was named to the fall 2017 dean's list at Coastal Carolina University (Conway, S.C.).

**Charles Welling**, a resident of Vienna, has been named to the Emerson College (Boston, Mass.) dean's list for the fall 2017 semester. Welling is majoring in media arts production.

**Cathleen Pfeiff**, of Oakton, was named to the dean's honor list for the fall semester of the 2017-2018 academic year.

**Sophia Deguzman**, of Vienna, was named to the dean's list for the fall semester of the 2017-2018 academic year.

**Eva Glick**, of Vienna, was named to the dean's list for the fall semester of the 2017-2018 academic year.

**Douglas Streeten**, of Vienna, was named to the dean's honor list for the fall semester of the 2017-2018 academic year.

**Katharine Olson**, of Vienna, was named to the dean's list at Furman University (Greenville, S.C.) for the fall 2017 semester. Olson is the daughter of Deborah Malac and Ronald Olson.

**Longfellow Middle School's Model United Nations Club** earned the Outstanding School Award at the 13th annual Gar-Field High School Model UN conference in Woodbridge.

Delegates sought resolution to issues such as the world-wide poaching crisis and the South China Sea conflict along with one committee set in the future focused on the potential of life in space. In addition to the United Nations com-

mittees, there was one centered on the Justice League.

Individual awards included **Chanyoo Lee**, Outstanding Delegate award as Superman on the Justice League committee; on the UNI Space 2068 committee: **Erika Li** and **Valerie Li**, Outstanding Delegate representing Chile, and **Kacy Lee** and **Odessa Zhang**, honorable mention for their representation of the Russian Federation; on the UN Office on Drugs and Crime, **Nyla Marcott** and **Anna Raymond** earned a verbal commendation representing the Philippines; honorable mentions went to **Eve Ginsberg** and **Cathy Zhang** for representing Cuba, **Jin Shin** and **Kyra Li** for representing Colombia, and **Julia Tan** and **Cynthia Ma** for representing the United Kingdom. In the Special Political and Decolonization committee: **Justin Dong** and **Jeanie Qi** earned the Best Delegate award for representing France; **Blaire Zhao** and **James Hoadley** earned a verbal commendation for representing the United Arab Emirates, and honorable mentions went to **Yusuf Gunter-Rahman** and **Simal Mann**, who represented the United States, and **Kevin Fan** and **Elliott Lee**, who represented Japan.



# BULLETIN

Submit civic/community announcements at [ConnectionNewspapers.com/Calendar](http://ConnectionNewspapers.com/Calendar). Photos and artwork welcome. Deadline is Thursday at noon, at least two weeks before event.

## THURSDAY/FEB. 22

**Leading from the Inside Out.** 7-9 p.m. at Temple Rodef Shalom, 2100 Westmoreland St., Falls Church. Energy Management: Leading with Intention and Purpose-learn how to: identify what fills and depletes your energy tanks. \$25-40. To RSVP visit [wotrleadinginsideout.eventbrite.com](http://wotrleadinginsideout.eventbrite.com).

## SATURDAY/FEB. 24

**Town Hall Meeting.** 9-11 a.m. at James Madison High School, 2500 James Madison Drive, Vienna. Supervisor Hudgins will host a Town Hall Meeting on this year's budget. Hear presentations from County and Public Schools staff on their respective budget plans for FY2019. Q&A will follow the presentations. Visit [www.fairfaxcounty.gov/huntermill](http://www.fairfaxcounty.gov/huntermill).

**Monthly Meeting.** 10 a.m. at the McLean Community Center Temporary Space, 6645 Old Dominion Drive, McLean (located in the shopping center with Balducci's). The McLean Area AAUW Branch will host its monthly meeting, featuring Rebecca Baird, archivist for the Mount Vernon Ladies Association. Baird will help celebrate the birthday of our first president by sharing the story of one woman who managed to buy his run down home and turn it in to the visitor and research center, Mount Vernon. All are welcome. Visit [mclean-va.aauw.net](http://mclean-va.aauw.net).

**Financial Planning and Medical Directives.** 10-11:30 a.m. at Charles Wesley United Methodist Church, The Hunger Church, 6817 Dean Drive, McLean. Local professional speakers to walk participants through the process of putting affairs in order and to answer questions. Free. Visit [www.TheHungerChurch.org](http://www.TheHungerChurch.org).

## MONDAY/FEB. 26

**Citizens Information Meeting.** 7 p.m. at Franklin Sherman Elementary School Cafeteria, 6633 Brawner St., McLean. The McLean Citizens Association will host Dr. Scott Brabrand, the new Superintendent of Fairfax County Public Schools. Brabrand will discuss his priorities and challenges and provide residents with an opportunity to ask questions. Contact David Lee, [david.i.lee7@gmail.com](mailto:david.i.lee7@gmail.com), for more.

## WEDNESDAY/FEB. 28

**1 Million Cups.** 8:30 a.m. networking; 9-10 a.m. program at Make Offices at Tysons, 1751 Pinnacle Drive, Suite 600, McLean. Each week a different business owner gives a brief six-minute presentation about where they are in their business. They then offer up a challenge question about a new idea, product, expansion or something they are facing in their business. The group then masterminds solutions. Free and open to the public. Visit [1millioncups.com/](http://1millioncups.com/).

**MCC Governing Board Meeting.** 7:30 p.m. at MCC Administrative Offices, 6631 Old Dominion Drive, McLean. All meetings of the Governing Board are open to the public. Tax district residents (Dranesville District-1A) who wish to speak during the "Citizen Comment" portion of the meeting, should call the Center at 703-790-0123, TTY: 711, to be placed on the agenda. Visit [www.mcleancenter.org](http://www.mcleancenter.org).

## THURSDAY/MARCH 1

**Caregivers Support Group.** 10-11:30 a.m. at UUCF Unitarian Universalist Congregation of Fairfax - Program Building, 2709 Hunter Mill Road, Oakton. For caregivers to adult family members with dementia. First and third Thursdays of every month. Hosted by Shepherd's Center of Oakton-Vienna, [scov.org](http://scov.org). Call 703-821-6838 or email [jtarr5@verizon.net](mailto:jtarr5@verizon.net).

## SATURDAY/MARCH 3

**Nomination Deadline.** The Town of Vienna is calling on members of the community to nominate both peers as well as local businesses who, through efforts large and small, make Vienna a better community in which to live. Those wishing to recognize a hometown hero, anyone who volunteers their time or offers assistance in any way to enhance community life, should complete the volunteer nomination form at [viennava.gov/volunteers](http://viennava.gov/volunteers).

# BUSINESS DIRECTORY

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## His Pillow



By KENNETH B. LOURIE

Either it was the programming on CBS we were "demanding," or the recorded programming we were watching from PBS; but for the week it was, repeatedly, and I mean REPEATEDLY, we were subjected to the same commercials over and over again. Torture doesn't begin to describe the excruciating reaction I had every time I saw the same people saying the same words. Instead of turning me on to the product or services, it had quite the opposite effect: it tuned me off. Buy what they were selling? More like good-bye.

Not that I understand the strategy behind television and/or radio advertising/promoting as I have zero experience. But I do have some experience, 21 years in fact, selling newspaper/display advertising. And what knowledge I've gained says advertising frequently in multiple media platforms is the key to success. Picking and choosing results in hitting and missing. But hitting me constantly without missing a beat is hard to take too, and not necessarily managing the consistency desirable for most businesses to thrive. Moreover, bludgeoning me into submission/buying is not creating a positive experience either and one not likely to lead to repeat business.

With respect to this test – of will power, I can't help wondering if there's a tipping point of sorts when the consumer/watcher/listener becomes less interested/more antagonistic to the message and by association, perhaps even less tolerant of the medium. Not that one can, generally speaking, blame the messenger, but when under the constant barrage of repetition, which in this instance I was forced to endure ("on demand" disables the fast-forward function so it forces you to sit and squirm), you want to blame someone, anyone. Too much of a good thing is not, after awhile, a good thing; and I'm being kind in my characterization.

Having seen the same commercial for what seemed like a dozen times, over a condensed period of time, during nearly every commercial break, I can't imagine how I could place my head on this pillow and not see this man from Minnesota, his warehouse staff, and most disturbingly, his presence when I open my medicine cabinet. Sleep? Hardly. More like shock and not awe as I lay my head down to rest. Visions of sugar plum fairies or sheep prancing over a fence I'm accustomed to, but a man with a moustache telling me what he knew he would about my reaction to his pillow, I can't quite abide.

Relax? More like reacts. Presumably if the message, messenger or medium is somehow disturbing in its consumer/market penetration; rather than being clear, concise and effective, all that was hoped to have been gained is lost in the muddle. And precious dollars wasted in the process. I imagine the question becomes: How much is too much, and how much is not enough? (Other than sports and chocolate, I wouldn't know.)

All I know is what my reaction has been to seeing and hearing endless (or so it seemed) repetition: almost visceral. I'm sort of angry and put upon for having had to listen so much to learn so little. And though I can certainly appreciate its context and presumptive strategy, I still can't help feeling like a victim of sorts; the cost of doing business, I suppose. I understand that watching what I want requires watching some of what I don't want; it's a trade. A trade I can balance except when what I don't want to watch has a stronger/more negative impact on me than does the programming I want to watch.

Remember the goal is to capture my attention, not abuse it.

Kenny Lourie is an Advertising Representative for The Potomac Almanac & The Connection Newspapers.





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**\*CHEERFUL and SUNNY\* 4BR/3BA colonial home in convenient location!** Two story foyer w/ Palladian window; eat-in gourmet kit w/ granite counters, SS appliances, bkfst bar, & bay window! Gleaming hwd floors; fresh paint; 2 car garage; brand new carpeting on UL & LL! The backyard boasts a beautifully manicured Japanese garden!



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SUN 2/25  
2-4pm**

**6703 Kirkley Avenue, McLean**  
**LOTS of OPPORTUNITY in this 3BR/2.5BA home in convenient McLean location!** ML features gleaming hwd floors, living rm w/ wood burning frpl, dining rm, two BRs, a full and half BA, & kitchen w/ granite counters! Walk out LL w/ family room, additional BR, and full BA! Rear patio; carport; fenced backyard! McLean HS pyramid!



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