Welcome New Members

Joe Johnson, Account Executive, was awarded the Chamber’s 2012 Employee of the Year. Joe was selected by staff for his strong work ethic, his positive attitude, and his strong commitment to serving our members. Congratulations Joe!

 Thousand Oaks

NOVEMBER 2011

Bank of America Commercial

December 2011

Mega Office Furnishings

January 2012

Southern Bank & Trust Company

November 2011

Thank you to sponsors: Bank of America (Presenting); Sentara Healthcare; James Lind, CEO of Eastern Virginia Medical School Health Services; Thomas, Drachuk, & Associates (Advisor); Hampton Roads Business Journal; and the Daily Press. Attendees may visit the Chamber’s website Scan this QR code with your mobile device to visit the Chamber’s website.

For more information about being a Strategic Partner, contact the membership department at 757-664-2504.

Visit us at: Hampton Roads Chamber of Commerce - 300 East Main Street, Suite 1700 • Norfolk, VA 23510

Hampton Roads Business Brief: Healthcare Reform – Local Preparations and Economic Impact

MILITARY RECOGNITION RECEPTION

Wednesday, March 14 at 5:30 p.m.

The Chamber held its fourth annual Hampton Roads Business Brief on January 18 in Norfolk, attracting nearly 200 business professionals, community leaders, and local health care representatives. The evening included several of the leaders from our local health care facilities, Karmy Perry, President and CEO of Chesapeake Regional Medical Center; Michael Gentry, Corporate Vice President of Sentara Health Hospitals and Sentara Healthcare; James Daile, CEO of Eastern Virginia Medical School Health Services; and Thomas, Drachuk, & Associates (Advisor). Hampton Roads Chamber of Commerce, 300 East Main Street, Suite 1700, Norfolk, VA 23510, 757-664-2500, membership@hrccva.com. Visit us online at www.hrccva.com. For a listing of all Chamber events, visit Events.HamptonRoadsChamber.com.

Hampton Roads Business Brief: Healthcare Reform – Local Preparations and Economic Impact

SUFFOLK

Tuesday, May 4 at 5:00 p.m.

Visit our Facebook page at Facebook.com/HRCC

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Hampton Roads Business Brief: Healthcare Reform – Local Preparations and Economic Impact

Virginia Beach Chamber of Commerce – Portmouth

Wednesday, April 4 at 5:00 p.m.

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Hampton Roads Business Brief: Healthcare Reform – Local Preparations and Economic Impact

Surfside Company

Thursday, March 15 at 5:00 p.m.

Visit our Facebook page at Facebook.com/HRCC

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Hampton Roads Business Brief: Healthcare Reform – Local Preparations and Economic Impact

Chamber Announcements

- The 2012 General Assembly convened on January 11 for a budget, debt retirement and transportation funding. The Chamber’s legislative agenda reflects the continued support for these issues. The Virginia gas tax has not increased in eight years, generating $1 billion annually in the Commonwealth. In addition, the Virginia General Assembly will consider a moratorium on uranium mining in Virginia. This issue will not be addressed until 2013 to allow the state government more time to draft proposed regulations and seek stakeholder input.
- The hospitality industry has underserved this session to improve measures that allow the current Labor Day school start law. HB1064 (Date for School Start Change) was introduced by Delegate V sucht (DR×9, Prince George) and seeks to move the opening date to the first Monday of May. This bill was defeated on March 1 in the Senate Education and Health Committee.
- An increase of $300 million in Higher Education funding is supported by the Chamber. Bills that further refocus Businesses Professional & Occupational Licensing (16-2) were introduced and referred to Committees with all of this funding. The Virginia General Assembly will consider a moratorium on uranium mining in Virginia. This issue will not be addressed until 2013 to allow the state government more time to draft proposed regulations and seek stakeholder input.
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Small Business Development Center Prep Local Businesses for OpSail 2012 Virginia

The Small Business Development Center (SBDC) at Hampton Roads Chamber of Commerce recently completed the Business Assessment Program (BAP) for 11 small businesses in the Hampton Roads region. The program is designed to provide owners of small businesses with a unique opportunity to receive a comprehensive, one-on-one business assessment from a SBDC professional.

The SBDC professional met with each business owner to identify key business issues and strengths of each company. The SBDC then provided recommendations for improving processes and operations, as well as strategies for increasing revenue and improving profits.

The Chamber recognized the importance of supporting local entrepreneurs and small businesses. The BAP is a valuable tool for businesses to gain insights into their operations and identify areas for improvement. The Chamber is committed to providing resources and support to help local businesses succeed.

Hampton Roads Sports Commission Celebrates Local College Football Programs

The Hampton Roads Sports Commission recently celebrated the local college football programs, highlighting the contributions of the region's athletes, coaches, and staff. The event showcased the dedication and hard work of the local teams and their supporters, reflecting the rich history and tradition of college football in the Hampton Roads area.

The event featured presentations and awards for the local college football programs, recognizing their achievements and contributions to the community. The Chamber expressed gratitude for the players, coaches, and staff for their commitment to excellence, both on and off the field.

Hampton Roads Chamber of Commerce Launches “Lunch-N-Learn” Series

The Hampton Roads Chamber of Commerce recently launched its “Lunch-N-Learn” series, designed to provide educational opportunities for Chamber members and the local business community. The series features guest speakers and panel discussions on a range of topics relevant to the region's economic development and business climate.

The first “Lunch-N-Learn” event was held at the Hilton Norfolk Waterside, featuring guest speaker Senator Mark Warner. The event focused on key issues affecting the region, including economic development, transportation, and education. The Chamber expressed gratitude to Senator Warner for his insightful remarks and for his commitment to supporting the local business community.

Chamber Day at the Capitol – 2012

The Virginia Chamber of Commerce recently celebrated its annual “Chamber Day at the Capitol.” The event provided an opportunity for Chamber members to learn about the legislative process, engage with state elected officials, and advocate for policies that support the business community.

The event featured a variety of speaker sessions, including an address by Governor Bob McDonnell, who discussed the importance of education, workforce development, and economic growth for the state. The Chamber expressed gratitude for the Governor's commitment to supporting the business community and encouraging policies that promote economic prosperity.

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Experience China and Tuscany with the Chamber

The Chamber has planned an optional 3-4 day tour of Tuscany, including a memorable stay at a comfortably luxurious hotel. Visit Florence, the Studenti di Cultur of Quirinale, the Basilica of St. Francis, San Gimignano, Siena, the Chianti Region, San Gimignano, Pisa, and the Italian Riviera. Only $2,700 per person (double occupancy), $2,900 single supplement. Your trip will go smoothly in the public domain. Special limited and reserved packages are made in first come, first serve basis. For more information, call Sharon Deal at 757-894-2851 at Hampton Roads Chamber or Carolina Page at HRCC Fusion.

Small Business Development Center Presents Locally Popular Business for OpSall 2012 Virginia

On February 14, the Chamber held its second Professional Development Leadership event to celebrate the Holiday in Virginia Beach-Norfolk Hotel and Convention Center. The speaker was Al Millett, Founding Partner of Deloitte & Deloitte LLP and author of “Politics for Dummies.”

More than 250 business and community leaders were in attendance at the Deloitte-described “newspaper’s process-covered event at the 2012 President’s Gala, Deloitte.” Deloitte’s insight was the flop-Tuffy, Super PhD’s and what elective issues the food will be significant. She predicted that Mitt Romney will win the Republican nomination, but noted that it won’t be as close as with Bill Clinton. Deloitte believes the unemployment rate will be the deciding factor in the election, saying “If this unemployment rate continues to fall, then Obama will win and will see a larger electoral victory.” Deloitte ended by encouraging everyone to vote, saying “If you’re not sure who needs to be in the citizen participation.”

One lucky guest got two tickets to Southwest Airlines. Thank you to sponsors: Care Atlas, Wealth Management, Adair-Morrill Lynn, Community Bank, Friedman Ford, Long Jewelers on the Boulevard, MANCON, Virginia Eye Consultants, and WINTER NewsChannel 3.

Chamber Saves! Its Members Money NOW MORE THAN EVER MEMBERSHIP MEANS A GREAT DEAL! It’s tough out there. Yet out of the ashes of the “good old days,” we see, new ways to approach proactively to this new economy.

Local chambers of commerce are seeing the change. New members have not yet to regret their “old main business.” How to gain access to resources and tools that quite literally pay off the costs of membership. This is why the Hampton Roads Chamber of Commerce proudly announces the launch of members “SAVE,” a chamber member, state and businesses offering member only access to SAVINGS and DISCOUNTS on products and services businesses use every day. A recognized leader in money-saving programs, members “SAVE” has fully ratified programs and pre-negotiated deep discounts that will turn your membership and strength to any business’s bottom line.

Through members “SAVE,” discounts are available in every department, and include:

- 1% Premium Savings + Dedicated Decayed on members’ camp services
- 12% Discount on payroll services. Guaranteed Savings!
- Average 40% every-Saving on office supplies
- 19% Savings on prescription medications
- Up to 30% Savings on on-site working

Employee benefits offered a nice cost to employer
- FREE conference calling
- MUCH, much more!

Through members “SAVE,” discounts are available in more than 200,000 vendors and services throughout the region. No obligations to buy, and NO direct transfers to the program. Members simply SAVES money, discovering and enjoying.

For more information, contact Dennis Parks at 757-824-9450 or dparks@HamptonRoadsSAVE.com.

Chamber Day at the Capitol – Winter 2012

The Virginia Chamber of Commerce met for its annual “Chamber Day at the Capitol” on January 25 for a sharing of this Commonwealth’s top leadership on matters pertaining to commerce and economic prosperity. A group of tram LEAD Hampton Roads, for the fifth straight year, met the largest regional group to attend in attendance. Governor Bob McDonnell, Lt. Governor Bill Bolling, Attorney General Ken Cuccinelli, Majority Leader Tammy Lynne and House Speaker William E. Smith, spoke to the group.

Following the formal program, LEAD participants met with members of our Hampton Roads delegation and attended Committee Hearings. The group toured the newly renovated Capitol building with Richmond Mayor, T. William Smith, and visited with House Speaker William E. Smith. Participants then went to Hampton Roads with great insight into the inner workings of state government. LEAD Hampton Roads is a program of the Hampton Roads Chamber.

The Chamber Launches “Lunch-N-Learn” Series

Hampton Roads Sports Commission Celebrates Local College Football Programs

The Chamber Launches “Lunch-N-Learn” Series

In a new “Lunch-N-Learn” series in November. The primary focus of the annual series, is to engage Chamber members in public policy issues on the state and local levels. During the three short sessions, attendees learned about local and state budgets, state and local bonds and commissions, as well as how to influence these areas. Speakers included Norfolk City Manager Marcus Johns, Wytendo Borda, an attorney and assistant to the Norfolk City Manager, Brian Pennington, Norfolk’s Director of Intergovernmental Relations, Jonathan Ayler, Director of Civic-National Affairs for the Commonwealth, Andy Proctor, attorney and Norfolk City Commissioner and Senator Mollie K. Case.

The series will continue in 2012. For more information, contact Corina Scott, Director of Municipal & Governmental Affairs, at csco@nrcc.com at 757-894-2882.

Hampton Roads Chamber of Commerce

Welcome to 2012 Winter Edition of Contact

Small Business Development Center Presents Locally Popular Business for OpSall 2012 Virginia

Chamber Launches “Lunch-N-Learn” Series

Hampton Roads Sports Commission Celebrates Local College Football Programs

Chamber’s 2011 Annual Meeting

More than 650 business professionals, community leaders and elected officials filled a ballroom at the Virginia Beach Convention Center on December 8 for the Chamber’s 2011 Annual Meeting. Former Governor George Allen and Tim Kaine were among the attendees.

The Chamber recognized outstanding and inspiring local leaders. The City of Hampton Roads and Hampton Roads Community invited more than 200 guests from Virginia’s Wounded Warrior program to attend the luncheon. In the lobby, guests viewed a USO Mobile Exhibit and received the story card of a sailor at a Finamed Operating Base.

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Hampton Roads Chamber of Commerce

Welcome New Members

Join us in welcoming these new Chamber members. For the most current member directory, visit www.HamptonRoadsChamber.com

NOVEMBER 2011

- APM Research, Inc., 2856 Northampton Blvd., Suite 204, Norfolk, VA 23503, is a market research firm that provides strategic insights on consumer behavior and develops customer experience solutions for its clients.
- EEA Consulting, LLC, 15741 Old Bahama Bay Blvd., Ste. 111, Virginia Beach, VA 23454, provides high-quality consulting services to businesses on topics such as business strategy, operations, and technology.

December 2011

- Bluwater Construction, Inc., 2911 Military Dr., Suite 200, Norfolk, VA 23502, is a general contractor specializing in commercial and residential construction.
- East Beach Company, 2515 Virginia Beach Blvd., Suite 120, Virginia Beach, VA 23454, is a real estate development and management company.

Anniversaries

Congratulations to the following businesses that have celebrated their milestone anniversaries from November 2011 to January 2012.

50 YEARS

- The Wow, 11 Maidens Hall, Norfolk, VA 23507, is a lifestyle store featuring unique and affordable fashion and home decor items.
- Southern Bell and Company, 1414 Virginia Beach Blvd., Virginia Beach, VA 23454, is a specialty gift shop.

25 YEARS

- Dream Direct Communications, Inc., 1754 E. 16th St., Ste. 200, Norfolk, VA 23507, specializes in direct response marketing and sales.
- Virginia Beach Chamber of Commerce, 1171 Park Ave., Virginia Beach, VA 23454, is a business membership organization.

15 YEARS

- Virginia Beach Foundation, Inc., 1700 E. 16th St., Suite 200, Norfolk, VA 23507, is a non-profit organization supporting community improvement projects.
- Eastern Virginia Medical School Foundation, 1220 Military Ave., Norfolk, VA 23507, supports medical education and research.

10 YEARS

- Hampton Roads Community Foundation, 2200 Virginia Beach Blvd., Ste. 200, Virginia Beach, VA 23454, is a non-profit organization promoting philanthropy.
- Chesapeake Bank, 2511 Military Dr., Ste. 100, Virginia Beach, VA 23454, is a locally owned and operated community bank.

5 YEARS

- Chesapeake RV & Marine, 1740 S. 23rd St., Ste. C, Norfolk, VA 23510, is a recreational vehicle dealership.
- Virginia Beach Convention and Visitors Bureau, 1171 Park Ave., Virginia Beach, VA 23454, is a non-profit organization promoting tourism.

2 YEARS

- Virginia Beach Sports Commission, 1171 Park Ave., Virginia Beach, VA 23454, is a non-profit organization promoting sports tourism.
- Hampton Roads Community Foundation, 2200 Virginia Beach Blvd., Ste. 200, Virginia Beach, VA 23454, is a non-profit organization promoting philanthropy.

Welcome to the Hampton Roads Chamber of Commerce

The Hampton Roads Chamber of Commerce is a not-for-profit 501(c)(6) membership organization. It provides invaluable opportunities for businesses to connect, network, and achieve success.

Hampton Roads Chamber of Commerce 100 East Main Street Norfolk, VA 23510

(757) 664-2500 www.HamptonRoadsChamber.com

Did You Know?

As a Chamber member, you can learn more about the benefits you receive at a fraction of the cost. The Business Education Series provides members with opportunities for practical training and networking. These sessions are $15 for Chamber members or $45 for non-members. For more information or to register, call 757-664-2500.

Thank You to Our Sponsors

- Bank of America (Presenting)
- Chesapeake Bank (Sponsor)
- Discover (Sponsor)
- Kelley-Morris (Sponsor)
- Military OneSource (Sponsor)
- Norfolk Botanical Garden (Sponsor)
- Virginia Beach Convention and Visitors Bureau (Sponsor)

Connect with Our Strategic Partners

- Northern Virginia Development Council
- Virginia Economic Development Partnership
- Virginia Venture Alliance

Save the Date

- Chamber Reports from the General Assembly Session
- Chamber Accepting Applications for Small Business of the Year Awards
- America’s Small Business Day Celebration and Awards Ceremony
- Virginia Beach Business Brief: Healthcare Reform – Local Preparations and Economic Impact

For a listing of all Chamber events, visit Events.HamptonRoadsChamber.com

Chamber Accepting Applications for Small Business of the Year Awards

The 2012 Small Business of the Year awards will be presented to qualified businesses in the Hampton Roads region. The awards will be presented at the 2012 Chamber Awards Dinner on June 7, 2013.

To be eligible for this award, businesses must have been established in the Hampton Roads area and be engaged in a wide range of industries. The nomination process is open to all businesses, regardless of size or industry. The nominations should include a detailed description of the business, including its history, growth, and impact on the local community.

Application deadline for all of the awards is March 23. To obtain a nomination form, please contact Lindsey Sigafoos at 757-664-2535.

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