Governor McDonnell Signs Legislation to Increase Tourism and Business Development

On May 25 at the Virginia Beach Convention Center, Governor Bob McDonnell signed the second part of his “Opportunity at Work” legislative package. The three measures signed will help increase tourism and attract new business to the state. The Governor was joined at the signing ceremony by Secretary of Commerce and Trade Jim Cheng, members of the General Assembly, Virginia Beach Mayor Will Sessoms, and stakeholders in the retail and tourism industries.

Governor McDonnell remarked, “Economic development and job creation remain my top priority. Over the last year and a half Virginia’s unemployment rate has dropped over one percent and we have added 64,900 net new jobs. But there is more work to be done to help every Virginian get a good-paying, quality job. The three bills I signed today will go far to encourage job creators to choose Virginia and invest in this state.”

Governor McDonnell continued, “Tourism is an important revenue stream for Virginia, generating $17.7 billion in revenue annually, and supporting tourism projects to temporarily retain a portion of local and state sales tax to complete financing for a project. The third piece of legislation signed today will allow a county, city or town to provide relief from license taxes to any business opening in that locality for the first two years. This will defray some of the startup costs of a new business, which should help encourage businesses to choose Virginia.”

Several Hampton Roads Chamber of Commerce staff members and volunteer leaders attended the signing event. “The Chamber actively supported BPOL reform bills and bills that created tourism zones and the construction of a new Convention Hotel in Virginia Beach,” said Ira Agricola, Senior Vice President of the Chamber. Virginia Beach and Chesapeake have supported BPOL reform, and have reviewed the potential impact of providing BPOL relief to new businesses to encourage new job opportunities and entrepreneurship. It was Beach Councilwoman Rosemary Wilson who proposed the bill and Delegate Sal Iarqutti (68th District) who sponsored the bill to help young businesses.

In June, the Chamber, in partnership with the Retail Alliance, asked other local cities to transform these sound reform efforts into local practice. We hope they can take effect on January 1.

General Assembly Incumbent Evaluations

The Hampton Roads Chamber of Commerce is an active member in Virginia FREE, an organization founded by business leaders in 1988. The Virginia Foundation for Research and Economic Education is an independent association committed to protecting and strengthening Virginia’s prosperous business environment through the political process. Its work is objective and non-partisan. In June, Virginia FREE released a report which provides business leaders with a thorough examination of the performance of state legislators on issues crucial to business prosperity and a healthy economic climate in the Commonwealth. The report is prepared by the Virginia FREE Evaluations Committee and reviewed and approved by the Board of Directors.

Ira Agricola, Senior Vice President of Governmental Affairs for the Hampton Roads Chamber, served on the 2011 Virginia FREE Evaluations Committee. For more information, visit www.vafree.com.

Terms and Methods for Evaluations

Cumulative Business Rating:
The average of each legislator’s Virginia FREE Business Rating for the past seven years or, for those taking office less than seven years ago, the average from the legislator’s first year in office through the current year. For some Senators, the Cumulative Business Rating includes previous service in the House of Delegates.

Business Rating:
The legislator’s score based on Virginia FREE evaluations of incumbent performance on important business issues in the 2011 General Assembly session (100-point scale where 100 is strongly pro-business). This rating combines General Assembly voting records with incumbent evaluations done by leading business lobbyists.

Vote Percentage:
The percentage of votes cast by the legislator in support of the predominant business position on important business issues used in Virginia FREE voting records from the 2011 General Assembly session.

Stewardship:
The Stewardship Evaluation is the result of an annual survey of Virginia FREE member governmental affairs professionals to determine, in their informed opinions, the level of responsible, pro-business stewardship demonstrated by each member of the General Assembly.

Effectiveness:
The Effectiveness rating is the result of an annual survey of Virginia FREE member governmental affairs professionals to determine, in their informed opinions, how effective each legislator is in accomplishing his or her objectives in the legislature - without regard to the legislator’s position on business.
LEAD Hampton Roads Honors Seven Distinguished Leaders

The 2011 Virginia Beach Armed Forces Awards Luncheon was held on July 20 at Joint Expeditionary Base Little Creek-Fort Story. The 17th Annual Virginia Beach Armed Forces Awards Luncheon was held on June 28, recognizing more than 100 military personnel stationed at Joint Expeditionary Base Little Creek-Fort Story, including JEB Little Creek-Fort Story, NAS Oceana, and Port Norfolk Annex.

The Chamber will soon launch Try It Local, an electronic discount program featuring local retailers, restaurants, service providers and more. New deals are offered once a week at a deep discount of 45-90% off regular price. The offers are delivered to Try It Local subscribers via email, social media, and TryItLocal.com. The company offering the deal keeps 70% of the day’s total sales and is responsible only for delivering the deal and preparing to meet the increased demand for its product or service.

Online Deal Program Offers Big Savings

During the gathering, 2011 LHRF Chair Greg French passed the gavel to incoming Chair Jeff Ainslie. All proceeds from the event will benefit LHRF’s youth programs “Soccer” and “Hampton Roads LAUNCH.”

LEAD Hampton Roads is a program of the Hampton Roads Chamber. Created in 1989 to identify, connect and support committed regional leaders, it is the largest and oldest leadership organization in the greater Hampton Roads region.

Thank you to gala sponsors: Cox Business (Presenting), Wilbanks, Smith & Thomas (Silver) and Inside Business (Media).

On August 11, The Chamber held its Military Recognition Reception at the North Beach Marriott, honoring more than 100 military personnel from local communities. The service members were joined by the reception by their families, military leadership, elected officials, and business professionals from the region.

There is also no cost for companies to offer a deal. Businesses offering deals must be Chamber members. If your business would like to offer a deal, or you’d like to begin receiving deal alerts, visit www.TryItLocal.com/HamptonRoads.

Try It Local is a web-based system and local deal database to offer information to local business owners about how and why to consider small deals and the increased demand for their product or service. The Chamber will soon launch Try It Local, an electronic discount program featuring local retailers, restaurants, service providers and more. New deals are offered once a week at a deep discount of 45-90% off regular price. The offers are delivered to Try It Local subscribers via email, social media, and TryItLocal.com. Try It Local offers big savings to consumers using local, small deals and are delivered on TryItLocal.com.

Call 1.877.583.3180 Click verizon.com/businessmadeeasy

http://www.TryItLocal.com/HamptonRoads

HONORING OUR MILITARY

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As of August 22, the Annual Campaign has raised $742,179. The catered by the Dancing Tomato.

Recognition event was held on July 28 at American Indoor Karting Bank; and Nelson Adcock, (Geoenvironmental Resources, Inc.), Chamber’s Chair Training/Wade Powell & Assoc.; Top Producer of Memberships Ken Donner, Fulton (from left) Jack Hornbeck, Chamber’s President & CEO; Paul Ariola, Dale Carnegie and John Wilson, Co-Owner, WBR Insurance, for their leadership qualified for an incentive trip in late September to the Bahamas.

The Chamber thanks Michael Dudley, CEO, Optima Health Plans, and John Wilson, Co-Owner, WBR Insurance, for their leadership and enthusiasm while working as the Campaign Co-Chairs. Special thanks go to the outstanding support of the Chamber’s municipal board teams and corporate teams:

* BB&T
* Lead Hampton Roads Bank of Hampton Roads NASCAR Mixed Nuts
* Chamber Ambassadors Norfolk Board
* Chesapeake Board Optima Health Plans
* Clark Nexsen Portsmouth Board
* Community Bank Regional Board
* Cox Communications & Cox Business Suffolk Board
* SunTrust Bank SynC77
* Dale Cambridge Training Fulton Bank
* Virginia Beach Board GEICO Wells Fargo

* Asterisk note teams that have exceeded their goals!

The Chamber’s annual SRC raises nearly a third of the Chamber’s annual operating budget. If you would like more information about participating in next year’s campaign, please contact Sarah Lampert, Vice President of Development, at smartin@hrccva.com.

Don’t Miss the New Professional Women’s Leadership Luncheon Series

New in 2011, the Hampton Roads Chamber will present a quarterly Professional Women’s Leadership Speaker Series. This series is being produced by Pearl Smith, Director of Women’s Programs for the Chamber.

The series kicks off on Tuesday, October 4 at the Holiday Inn Virginia Beach-Norfolk Hotel and Conference Center. The first speaker in the series is Colleen Barrett, President Emeritus of Southwest Airlines and co-author of “Lead with LUV,” which she co-authored with Ken Blanchard (“The One Minute Manager”).

In a lively discussion format, Barrett will share leadership qualities she acquired throughout her remarkable career with Southwest Airlines. A book signing with Barrett will take place before and after the luncheon.

Registration begins at 11:30am and the lunch and program begin at noon. Professionals, both men and women, won’t want to miss Barrett’s universal message. To attend, visit HamptonRoadsChamber.com or contact Sharon Dail at 757-684-2501, sdail@hrccva.com. Sponsorship opportunities are still available.

**Sustainable Resources Campaign Nears 100% of Goal!**

**2011 Virginia FREE Incumbent Evaluations – Hampton Roads Delegation**

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**Delegates**

- Chris Jones: 85% 89% 83% 83% 83% 83% 83%
- Salvatore Laquinto: 85% 89% 86% 86% 86% 86% 86%
- Ronald Wilkavous: 85% 84% 89% 89% 89% 89% 89%
- Barry Birtunga: 85% 83% 88% 88% 88% 88% 88%
- Harry Purkey: 85% 82% 88% 88% 88% 88% 88%
- John Claygo: 85% 82% 88% 77% 77% 77% 77%
- Diane Gie: 85% 82% 88% 76% 76% 76% 76%
- Christopher Drik: 85% 82% 88% 68% 68% 68% 68%
- William Barkow: 85% 77% 88% 67% 67% 67% 67%
- Robert Tata: 85% 77% 88% 74% 74% 74% 74%
- Brenda Pogge: 85% 77% 88% 66% 66% 66% 66%
- Matthew Jones: 85% 76% 88% 73% 73% 73% 73%
- Paula Miller: 85% 75% 88% 68% 68% 68% 68%
- Kenneth Alexander: 85% 72% 88% 63% 63% 63% 63%
- Johnny Joanou: 85% 67% 88% 66% 66% 66% 66%
- Ajanie Howd: 85% 66% 75% 52% 52% 52% 52%
- Mayme Backe: 85% 61% 75% 47% 47% 47% 47%
- Lissal Sprout: 85% 66% 64% 55% 55% 55% 55%
- Robin Abbott: 85% 57% 75% 40% 40% 40% 40%

TRUSTEE PROFILE

Beach Development Group, located in Virginia Beach, is a WOSB/8a Certified Class A Contractor and Development company formed in 2006 to develop unique commercial properties in strategic areas. The company’s mission is to design projects with quality, innovation and vision – in other words, create Sustainable Developments for the Future. Beach Development Group has experience and provides services in almost all aspects of land development. The company’s latest project is Avalon, an exciting new development located in Virginia Beach that will feature shops, restaurants, and professional businesses that represent the Asian community in Hampton Roads. This project will serve as a model to be used throughout the state.

Beach Development Group’s recently announced application for an EB5 Regional Center promises to deliver a significant economic impact to the region. The Virginia Atlantic Regional Center LLC (VARC) was formed to take advantage of the opportunity the EB5 immigrant investment program provides for financing targeted projects in a specified geographical region. Developing large portions of Virginia, VARC is the first EB5 Regional Center in the nation that encompasses southeastern Virginia. For more information, visit www.beachdevelopmentgroup.com.

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Program Offers Complete and Affordable Payroll Administration

Payroll4Members is a complete state-of-the-art payroll and tax administration program with bank level security provides you all of the tools and resources that you and your employees need to easily manage payroll and its related functions. Any business, both large and small, can use this service. Pick and choose which products in the services suite you need and want, including, payroll, timeskeeping, background checks, 401K options, and flexible spending accounts.

On top of all of this, members also have the ability to get an instant quote online and see an estimated cost without any pressure or obligation! This service is easily accessible, and offers friendly and knowledgeable customer service. For details and instant online quotes visit, www.payroll4members.com or call 1-800-924-3543.
Welcome New Members

In welcoming you to our new Chamber members. For the most current member directory, visit www.HamptonRoadsChamber.com.

MAY

Welcome the following businesses that celebrated milestone memberships anniversary from May 2011:

Congratulations to Tim Hogeland, who has been named the Chamber’s Ambassador of the Quarter. Tim began volunteering as an Ambassador in December 2009 and was looking forward to representing the Chamber at ribbon cuttings and volunteer at events.

“I enjoy meeting new members and strengthening existing relationships at various Chamber networking events,” said Tim. “The Ambassadors are a fun group to work with and they are all invested in helping members succeed in the local business marketplace.”

Tim attends monthly Chamber networking functions and gets used to his new male members feel comfortable and appreciated.

Tim has recently referred several potential members to join the Chamber.

The Chamber Ambassadors is a diverse group of 15 volunteers who are dedicated to making a difference in the Chamber and the community. Ambassadors are liaisons between the Chamber and new and existing members.

For more information about becoming an Ambassador, contact Yvonne Johnson at yjohnson@hrccva.com or 757-664-2504.

Tim Hogeland
Personal Executive Rocket Boost Communications, Inc.