Welcome New Members
For the most current member directory, visit HamptonRoadsChamber.com

November 2008
Fiduciary Asset Management, Inc.
Access Corp.
Read Paper USA / Black Expo
Carrington Business Consulting Group
Black Pages USA / Black Expo
Gavoni and Shrum LLC
Carrington Business Consulting Group
November 2008
All City Cab
Curtis T. Cook, MCDP, USN, Ret
Motor World of Virginia Beach
C. Grigsby Scifres, Esq., Immediate Past Chair
GEO Industries, Inc.
The Christian House of Prayer-VA Vintage International
468 Connections
Healing Hands Chiropractic
T. Hassell Scifres, Jr., CCE, Chairman
Walt-Mart Young's Flooring Co., Inc.
Black Pages USA / Black Expo
Lindsey A. Lindsey, a senior at Virginia Wesleyan College, has joined the Chamber as Coordinator, Program Development.
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The Hampton Roads Chamber of Commerce
Thrives in a competitive world.

Hampton Roads Chamber Celebrates 25th Anniversary

The Hampton Roads Chamber of Commerce officially went into business on January 1, 1984.

The roots of the Hampton Roads Chamber of Commerce go back to the very early days of the chamber movement in the country when, in March 1901, a group of Virginians met in Norfolk’s Exchange Coffee House to establish the guidelines for the formation of the city’s chamber of commerce. Norfolk thus became the first local chamber in the United States. Subsequently, as the Hampton Roads region developed, chambers were established in the four other communities that, together with Norfolk, comprise our current service area: Chesapeake, Portsmouth, Suffolk, and Virginia Beach.

In the mid 1970s, the leaders from the five south Hampton Roads chambers began meeting informally, which came to be known as the Hampton Roads Chamber of Commerce. In 1981, the Hampton Roads Chamber of Commerce officially went into business. In 1983, it had become apparent that a regional chamber of commerce was necessary to strengthen the efforts of the five city chambers of commerce. A voice that reflected the needs of the state’s largest business concentration; a single organization that would market the region’s assets and attract new jobs; a single entity that would formally and effectively manage the resources of the Hampton Roads Chamber of Commerce.

In 2009, the Chamber celebrates its 25th Anniversary as a regional organization, currently representing 2,300 member organizations with more than 300,000 local employees in southeastern Virginia. The Hampton Roads Chamber of Commerce extends our programs to 17 cities and counties in Hampton Roads.

Chamber Involved in 2009 General Assembly Session

The 2009 Legislative Session of the Virginia General Assembly convened on Wednesday, January 14. During the Session, the Hampton Roads Chamber of Commerce once again has been supporting bills that are good for Hampton Roads’ business and opposing those that are not.

The focus of the Chamber’s legislative efforts are to influence and shape public policy to support sound, progressive business initiatives and regional growth.

During Governor Tim Kaine’s State of the Commonwealth address at the start of the 2009 session, he introduced two new initiatives to reduce Virginia’s economic downturn.

It is important that you take the time to let your voice be heard when alerted to action alerts from the Chamber through voterVOICE. Through voterVOICE, Chamber members will have the option to send messages through email and/or letter to their representatives.

Governor Kaine also highlighted the importance of creating “green” jobs and made a number of references to the “entrepreneurial spirit” in his address, indicating that ultimately this spirit will create jobs and turn the tide in the economy.

A main issue the Chamber has focused on is the “Disaster Discounter” proposal, which would repeal the dealer discount offered for the following: Used Retail Sales and Use Tax, Motor Vehicle Fuels Sales Tax, Cigarette Tax, Tobacco Sales Tax, Landline E-911 Tax, Tire Recycling Fee, and DMV Motor Fuel Tax. Though this bill would increase state revenues by about $80.4 million annually, this would represent a reduction of the same amount in revenue to businesses.

The Chamber building past and present

The Hampton Roads Chamber of Commerce is a cornerstone for business and community in the Hampton Roads area.

Did you know?

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New Leadership, Chairman's Award Winner Recognized

The 27th Annual Meeting of the Membership in December attracted nearly 600 business and community leaders and elected officials, including Kristan Cavallo, an executive from Richmond’s The Martin Agency, discussing marketing in a tough economy, using examples from her clients Walmart, GEICO, and UPS. She also gave insight on questions from the audience on small business and business-to-business implications of advertising in a tough economy. Cavallo stressed not to “drink the kool-aid” of a poor economy — customers are already feeling the pinch and are already driven — don’t reinforce those feelings.

The Chamber also recognized the 2008 Chamber leadership and welcomed the 2009 incoming leaders as well. Special 2008 Chairman’s Award to Ray Pentecost of Clark Nexsen. The Chair’s Award is bestowed upon a volunteer by the Chair in honor of outstanding service and commitment to the Chamber.

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Money-Saving Member Benefits: The Hidden Cost of Supplying your Business

Research shows that the average North American business will spend nearly $350 per employee each year on office and business supplies. To reduce your office supply costs, the Hampton Roads Chamber of Commerce is pleased to be a product partner with OfficeMax, offering office supply discounts for Chamber members. OfficeMax offers an office supplies and paper, technology products and solutions, and furniture to businesses of all sizes.

The Chamber’s Annual Meeting is the region’s largest gathering of business leaders and elected officials. Thanks to BB&T, Williams Mullen, Silver Sponsor Ben Sacours Hampton Roads, and to GEICO for helping to secure this year’s speaker.

The Game of Business: Chamber Edition

Collect M2M Discount Card
Connect and save in-store Chamber members through the Member-to-Member discount program. Over 75 Chamber members offer discounts to fellow members. Contact Shannon McCrickard at smccrickard@hrccva.com or 757.625.6340 for more information.

Discounts

Play the Chamber’s Game of Business: Chamber Edition throughout the year for your chance to win quarterly prizes, as well as the grand prize at the end of the year. Collect squares in CONTACT, online, and other publications for your chance to win.

Campaign of the Year 2009

Camp of Champions

In 2009, Dave Durham (SunTrust Bank) will serve a second year as the chair of the annual Sustainable Resources Campaign (SRC) and is aiming to exceed 2008’s results. The SRC has become an integral part of the Chamber’s revenue generation, generating nearly 32 percent of the Chamber’s annual revenue through sponsorship, advertising, and membership sales. Participate in the 2009 SRC to benefit the region, earn great prizes and incentives, and have fun. Recruit your colleagues and friends to participate as well!

Participating in the SRC provides value for your business by helping to ensure the Chamber continues to provide necessary products and services to the business community. The SRC also provides a great opportunity for you to build relationships with area business men and women, improve your leadership and presentation skills, be involved in the regional business community, earn incentives, and have fun.

If you are interested in committing to the 2009 SRC, contact Sarah Martin Lampert at slampert@hrccva.com or 757.664.2503. Look for information on the SRC’s March kickoff event very soon.

The Game of Business:

Chamber Edition

Small Business of the Year Nominations Wanted

Do you know of a small business that is second to none? Give them due and nominate them for the Chamber’s 2009 Hampton Roads Small Business of the Year Award. The Chamber is now accepting nominations for the award. Businesses do not have to be Chamber members to be eligible. Nominations are due no later than Wednesday, April 15, 2009 at 5 p.m., and there is no limit to how many businesses you can nominate. Visit HamptonRoadsChamber.com or call 757.622.2312 for a nomination form. Mark your calendars now for the 2009 Hampton Roads Small Business of the Year awards luncheon on September 24, 2009, presented by Cox Business.

Save the date for these upcoming Sync757 programs:

March 3
Alive After 5 social at the Westin Virginia Beach Town Center
April 21
Mentor757 with Maurice Jones, President & Publisher of The Virginian-Pilot (Members only)

The Hidden Cost of Supplying your Business

One of the takeaways from the 2008 IRV to Tampa was the importance of engaging young professionals in regional leadership and planning. By engaging the demographic of 21-40 year olds in the workforce with its Sync757 program, the Chamber hopes to better recruit and retain this demographic that is so critical to the region’s growth and vitality. With this in mind, Sync757 plans to continue its proactive in 2009 to include professional development programs, educational opportunities, and networking events. Chamber members get a discount on Sync757 membership, and Sync757 members get in for all business After Hours events. Thanks to our 2008-2009 Sync757 Chair, Owen Van Syckle of Winfree Business Growth Advisors.

For more information on membership or to be involved in the leadership of Sync757, email sync757@hrccva.com.

Sync757

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