The Hampton Roads Chamber of Commerce welcomes a new slate of officers. The following individuals were elected to serve as the Chamber’s 2015 officers by members of the regional board. These leaders officially take their new office at the Chamber’s Annual Meeting of the Membership on December 10th. The Chamber thanks its 2015 officers for their commitment to serve.

Chair
Joseph R. Witt, CPA, serves as the Senior Executive Vice President and Chief Administrative Officer for Old Point National Bank. Mr. Witt previously held the position of treasurer at Ferguson Enterprises, Inc. Witt has previously served as the Chair of the Peninsula Chamber of Commerce, Chair of the Virginia Living Museum, and Chair of the Newport News Redevelopment and Housing Authority. Director of the Virginia Peninsula Food Bank, the Newport News Education Foundation and the Peninsula Habitat for Humanity. He currently serves as Chair of the ODU Graduate School of Business Board of Advisors and as a Director of the Virginia Living Museum and the Virginia Center for Inclusive Communities.

Witt earned a B.S. in Commerce from the McIntire School at the University of Virginia and an M.B.A. from the University of Richmond. He is also a Certified Public Accountant. Mr. Witt and his wife have three children; Karsten, 26, a graduate of James Madison University; Kelsey, 23 a graduate of the University of Mary Washington; and Jordan, 20, a third year student at the University of Virginia. In 2013, Witt was a member of the Chamber’s Executive Committee and served as Vice Chair of Investments. Most recently, Witt served as the Chamber’s 2014 Treasurer.

Chair-Elect
Susan R. Blackman, partner at Willkie & Savage, PC, practices employment law and business immigration law. She helps employers solve a wide array of workplace issues ranging from disciplinary action to matters involving employees’ rights. Blackman represents employers in federal and state court cases and before the Equal Employment Opportunity Commission, Department of Labor, and various U.S. immigration agencies. She is Chair of the firm’s Immigration Law Team, which obtains visas and green cards for foreign employees, and advises clients about U.S. employment and immigration laws.

Blackman is in “The Best Lawyers in America” for both immigration law and employment law. Richmond Magazine named her as one of the “Top 25 Women Attorneys in Virginia,” and she was the only Hampton Roads lawyer recognized by Benchmark Litigation as one of the top 250 women litigators in the country. In May, Virginia Lawyers’ Weekly named Blackman as one of the “Influential Women of Virginia” due to her achievements in her profession and her service to the community. Blackman is a past Chair of the Chamber’s Virginia Beach Division, has served in various officer positions for the Hampton Roads Chamber of Commerce Executive Committee, and received the Volunteer of the Year Award in 2013.

Treasurer
Shepelie Watkins-White, owner of Shepelie Watkins-White Consulting & Law, PLLC in Chesapeake, Virginia and a member of the Virginia State Bar. She is a graduate of the University of North Carolina Chapel Hill and University of Richmond Law School. In her law practice she routinely represents owners and developers in real estate transactions and zoning and permitting matters. Ms. Watkins-White has represented clients developing property for retail centers, office buildings, multi-family and single-family residential developments, mixed-use and conservation uses. Previous work experience includes working as an assistant city attorney, and serving as a law clerk to the first Judicial Circuit of Virginia. Ms. Watkins-White also asks small business clients to entity formation, employment law and contractual matters. Ms. Watkins-White serves as Vice Chair of the Chesapeake Redevelopment and Housing Authority, and as Chair of the Hampton Roads Transportation Planning Organization’s Citizens Committee. She is also Director for the TowneBank Chesapeake Board. Watkins-White has served in a variety of volunteer positions with the Hampton Roads Chamber of Commerce, most recently as Vice-Chair of the Governmental Affairs Committee and a member of the Regional Board.

See insert for those also serving as members of the 2015 Executive Committee and the Chamber members elected to serve on the Regional Board of Directors beginning in December 2014.

State of the Region Address Shows Economy is Slow to Recover

The current approach to economic growth and offered possible courses of action. The primary message was that our regional economy continues to recover, but has not yet regained the jobs lost in the 2008 recession. While DOD spending has helped lessen the impact of a recession, the presentation emphasized the need to diversify the economy.

The content of the address is based on the annual report produced by the Regional Studies Institute at Old Dominion University. All of the State of the Region reports may be found at www.odu.edu/forecasting.

In keeping with the last couple of CONTACT editions, I want to elaborate on the Chamber’s third goal: Develop and improve the economy and quality of life in the region. When I came on board a year ago, I set out to meet our members, learning more about their specific needs and the problems they were facing. I also held a number of meetings with companies who are not members to see what they were dealing with and to ask what they would need to make Chamber membership a valuable proposition for them. Members or not, I was saddened time and again to learn that many were not aware of what all the Chamber does, often hearing we “just do events” or the Chamber is just a “networking organization.” Let me tell you, we are much more than just events and networking. Yes, we have many amazing events, first-rate events that people enjoy and benefit from, but they drive a bigger purpose.

In all things, events included, the Chamber seeks to set the stage for your success. We are committed to making businesses stronger, smarter and more agile. As we were told again this year at the annual State of the Region, our communal success is tied to diversification. Businesses that can keep up with this challenge to diversify, applying current expertise and skill into new markets, will not only survive, they will thrive. We will drive home the value of partnerships, serving as integrator. We make connections - person to person, company to company, city to city. Our events are merely one more tool in your kit. In each thing we do, we keep in mind the issues that affect Hampton Roads. We don’t take a meeting for a meeting’s sake, but make each thing we do purposeful and impactful toward a strategic goal.

With that in mind, we threw our full support behind Patriot’s Crossing this fall. The Chamber has long supported transportation efforts. On the surface, supporting Patriot’s Crossing seems all business, allowing for the speedy transportation of goods and services in and out of the region, but it’s a lot more. It’s quality of life. Each minute our citizens spend traveling to and from family, from leisure activities, from church, school and volunteer activities. We’d much rather see you engaged in the things you want to do.

Supporting Patriot’s Crossing also means more efficient exit routes when we face a hurricane and it’s another route in when we welcome tourists for another beautiful Hampton Roads summer.

We’ve also taken a position on the Atlantic Coast Pipeline and offshore energy exploration. Both mean a lot to our regional economy and for the entire Commonwealth. Both come with the promise of new jobs and tax revenues. Inman Virginia can begin to establish its energy independence, that
**Chamber Hosts U.S. Congressional Forum to Discuss Challenges and Solutions**

The Hampton Roads Chamber of Commerce brought together elected officials October 23 to provide its members with one-on-one access. The annual event drew more than 150 Chamber members to the Town Center City Club in Virginia Beach and marked the largest number of elected officials at a single Chamber event this year. Ahead of the General Assembly Session that opens January, the reception is deemed an important part of the Chamber’s overall advocacy efforts, according to President & CEO, Bryan K. Stephens, who welcomed the legislators to the members.

**Chamber Hosts 11th Annual Legislative Reception**

The Hampton Roads Chamber of Commerce brought together 33 elected officials ahead of the General Assembly Session. The event was held on October 23 to provide its members with one-on-one access. The annual event drew more than 150 Chamber members to the Town Center City Club in Virginia Beach and marked the largest number of elected officials at a single Chamber event this year. Ahead of the General Assembly Session that opens January, the reception is deemed an important part of the Chamber’s overall advocacy efforts, according to President & CEO, Bryan K. Stephens, who welcomed the legislators to the members.

**Message from the President & CEO**

Businesses can find a way to cut some costs out of their overhead, making them that much more competitive, and it means house- holds can weather a harsh cold winter season a little bit easier. When you look at it that way, why wouldn’t the Hampton Roads Chamber of Commerce take a vocal stand, lending our weight to an important regional issue?

Taking a position and thoughtfully lending our argument or focusing our energies behind a call to action is important for the membership too. It’s something we intend to do more in 2015. Reckoning crime or enhancing educational opportunities from pre-school through college or trade school. Studying the plight of the poor and evaluating current resources and new offerings. Eradicating drugs on our city streets and in our schools. Access to health care or helping our heroes in uniform make an easier transition after the military. These are but a few areas in which we intend to toot our own horn. Making a difference, no matter few small, means a better hometown, a better Hampton Roads.

And with that, a better foundation for businesses to succeed and grow.

It’s been an exciting year for me. I’ve relished chashing down the goals we’ve set for ourselves. Following careers in the military and in business, coming back to Hampton Roads was a thoughtful strategic decision for me. My commitment to you, that of my hard-working staff, is to set even better goals for 2015. We will continue to grow and hold ourselves accountable to you.

That said I want to again encourage you to get engaged. Attend our events and be a part of the conversation. Add your voice to the debate, so that what we advocate for is what you need, want and desire.

Let us know how we can help your business. Remember, we work for you. Together we will continue to make Hampton Roads a thriving region to work, live and play.
Most recently, Witt served as the Chamber's 2014 Treasurer. Executive Committee and served as Vice Chair of Investments. University of Virginia. In 2013, Witt was a member of the Chamber's of Mary Washington; and Jordan, 20, a third year student at the James Madison University; Kelsey, 23 a graduate of the University Education Foundation and the Peninsula Habitat for Humanity. Director of the Virginia Peninsula Food Bank, the Newport News Chair of the Newport News Redevelopment and Housing Authority, Inc. Witt has previously served as the Senior Executive Vice President of the Hampton Roads Chamber of Commerce, Chair of the Virginia Living Museum. He is also a Certified Public Accountant. Mr. Witt and his wife of 31 years, Kathy, have three children: Karsten, 29, a graduate of James Madison University, Kelsey, 23 a graduate of the University of Mary Washington, and Jordan, 20, a third year student at the University of Virginia. In 2013, Witt was a member of the Chamber's Executive Committee and served as Vice Chair of Investments. Most recently, Witt served as the Chamber's 2014 Treasurer.

Also serving as members of the 2015 Executive Committee:

<table>
<thead>
<tr>
<th>Immediate Past Chair</th>
<th>Vice Chair Communications &amp; Membership</th>
<th>Vice Chair Governmental Affairs</th>
<th>Vice Chair Leadership Programs</th>
<th>Vice Chair Small Business</th>
<th>Vice Chair Sports</th>
<th>Co-Chair Development</th>
</tr>
</thead>
<tbody>
<tr>
<td>Optima Health Plans</td>
<td>Sun Communications</td>
<td>CEO Firefly</td>
<td>Chief - Advisance &amp; Engineering</td>
<td>President</td>
<td>WIA Insurance Agency</td>
<td>Bond-Young</td>
</tr>
<tr>
<td>Co-Chair Development</td>
<td>Chairman</td>
<td>Co-Chair</td>
<td>Co-Chair</td>
<td>Co-Chair</td>
<td>Co-Chair</td>
<td>Co-Chair</td>
</tr>
<tr>
<td>Jeff W. Ainslie</td>
<td>Debra Butler</td>
<td>Clyde T. Clark, Jr.</td>
<td>David Durham</td>
<td>Sherry Miller</td>
<td>Cathy J. France</td>
<td>Bryan W. Stephenson</td>
</tr>
<tr>
<td>Ainslie Group</td>
<td>Norfolk Southern (Cary)</td>
<td>360IT Partners</td>
<td>Huntington Bank - Hampton Roads</td>
<td>KTBI Fiber Optics</td>
<td>The Fire of Virginia</td>
<td>Hampton Roads Chamber of Commerce</td>
</tr>
<tr>
<td>President and CEO</td>
<td>President</td>
<td>President</td>
<td>President</td>
<td>President</td>
<td>President</td>
<td>Chair-Elect - Norfolk</td>
</tr>
<tr>
<td>Michael J. Fenster, CFP</td>
<td>Michael J. Fenster, CFP</td>
<td>Michael J. Fenster, CFP</td>
<td>Michael J. Fenster, CFP</td>
<td>Michael J. Fenster, CFP</td>
<td>Michael J. Fenster, CFP</td>
<td>Michael J. Fenster, CFP</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Chair Electro</th>
<th>Treasurer</th>
<th>Treasurer</th>
<th>Treasurer</th>
<th>Treasurer</th>
<th>Treasurer</th>
<th>Treasurer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Willcox &amp; Savage, PC</td>
<td>Consulting &amp; Law, PLLC</td>
<td>Consulting &amp; Law, PLLC</td>
<td>Consulting &amp; Law, PLLC</td>
<td>Consulting &amp; Law, PLLC</td>
<td>Consulting &amp; Law, PLLC</td>
<td>Consulting &amp; Law, PLLC</td>
</tr>
</tbody>
</table>

Joe Witt earned a B.S. in Commerce from the McIntire School at the University of Virginia and the Virginia Center for Inclusive Communities. He is also a Certified Public Accountant. Mr. Witt and his wife of 31 years, Kathy, have three children: Karsten, 29, a graduate of James Madison University, Kelsey, 23, and Jordan, 20, a third year student at the University of Virginia. In 2013, Witt was a member of the Chamber’s Executive Committee and served as Vice Chair of Investments. Most recently, Witt served as the Chamber’s 2014 Treasurer.

Shepelle Watkins-White is the owner of Shepelle Watkins-White Consulting & Law, PLLC in Chesapeake, Virginia and a member of the Virginia State Bar. She is a graduate of the University of North Carolina Chapel Hill and University of Richmond School of Law. In her law practice she routinely represents clients in real estate transactions and land use permitting matters. Ms. Watkins-White has represented clients in developing property for retail centers, office buildings, multifamily and single family residential developments, mixed use and conservation uses. Ms. Watkins-White also advises small business clients in entity formation, employment law and contractual matters. Ms. Watkins-White serves as Vice Chair of the Chesapeake Redevelopment and Housing Authority, Chair of the Hampton Roads Transportation Planning Organization’s Citizens Committee. She is a Director for the Tidewater Bank Chesapeake Board and serves on various other boards and organizations within the Hampton Roads area. Watkins-White has served in a variety of volunteer positions with the Hampton Roads Chamber of Commerce, most recently as Vice Chair of the Government Affairs Committee and a member of the Regional Board.

The Hampton Roads Chamber of Commerce welcomes a new slate of officers. Individuals were elected to serve as the Chamber’s 2015 officers by members of the regional board. These leaders officially take their new office at the Chamber’s Annual Meeting of the Membership on December 10. The Chamber thanks its 2015 officers for their commitment to serve.
Board of Directors

Norfolk Board Representative
- Scott Carter, United Networks, LLC
- Ben Moon, Old Point National Bank
- Edward W. Ware III, Norfolk Redevelopment & Housing Authority
- Earnhart Spencer, Cooper, Spring & Davis, PC
- Daryl Cheatham, Lionsgate Investments

Norfolk Board Representative
- Jennifer A. Smith, Bon Secours

Norfolk Board Representative
- Raymond Willis, Jr, Heritage Capital Group LLC
- Susan P. Davis, Dixon Hughes Goodman LLP
- Felicia Glenn, Paul C. Craig Community College
- Brian Williams, Hilton Garden Inn Suffolk Riverfront Hotel
- Cathie J. France, The Port of Virginia

Portsmouth Board Representative
- Tyrone Melvin, Pathways Developmental Services
- Joseph D. Taylor II, Taylor Co & Co

Portsmouth Board Representative
- John Padgett, McGuireWoods LLP
- Craig Dagley, Hampton Roads Military Federal
- Deborah Stancio, CPM, USG
- BMG, Rick Williamson, United States Navy

Portsmouth Board Representative
- Bill Holloran, Day & Zimmermann
- Rhonda Bridgeman, Comfort Systems of Virginia, Inc.
- James Wofford, MacArthur Center
- Delceno Miles, The Miles Agency
- Marybeth Ballard, BB&T
Thank you to the following individuals and companies for demonstrating their leadership and support of the Hampton Roads Chamber of Commerce by being Trustee Members.

The Trustee program was established in 2001 to take advantage of the quality and depth of business leadership in Hampton Roads. The Chamber and the community benefit from the knowledge, experience, and interest of corporate CEOs and other business executives who may not currently be serving on the Chamber’s Board. Members at this level provide invaluable input into the direction of the Chamber, while also benefiting from broad exposure to key business leaders in the region.

To learn more about the added benefits of Trustee Membership, contact JC Kreidel, Senior Vice President, Membership & Communications at 757-664-2530 or jkreidel@hrccva.com.
The Chamber's Wild Wing Fling event held on September 11 at Bayside Harley-Davidson in Portsmouth was a huge success attracting nearly 1,000 attendees and 40 exhibitors. Business professionals took advantage of the large-scale networking opportunity, discovering new products and services while enjoying samplings of the best wings from area restaurants and the live band, Big Woody.

Participants dined on wings from local restaurants voting for their favorites. The first place “People’s Choice Award” went to Maryview with Bubba N’ Franks Smoke House coming in second. Big Woody’s Chesapeake Square (pictured) was crowned the Wild Wing Fling King for the second year in a row, also receiving the “Best in Show,” “Most Original,” “Hottest Wings” and the “Most Flavorful” awards.

A week later, the fun moved to Virginia Beach with nearly 1,000 people attending the Chamber’s annual Beach Bash at Neptune Park on the Virginia Beach Oceanfront. Ninety local businesses featured exhibits showcasing their products and services at the September 18 event. An annual affair, it was the first time to be held in September as a result of a rain delay from its originally planned date in June. The perfect early fall weather had many calling for a permanent date change of the Chamber’s annual Beach Bash at Neptune Park on the Virginia Beach Oceanfront.

Nearly 150 teams played in the third annual Beach Bash. Teams played in the third annual event with Beach Bash. Teams played in the third annual tray, out on the sand beyond Neptune Park. Nearly 150 players on 11 teams participated in the high energy, double elimination competition, including non-profit organizations and companies of all sizes. Electronic Systems, Inc. (pictured) took home the first place “Grand Sand Kickers” trophy. Second place went to Brown & Brown Insurance, and Collier’s International team finished third.

Dan Harris Presents: “How I Became 10 Percent Happier”

More than 250 business professionals gathered to hear Dan Harris, Co-Anchor for Nightline and the Weekend Edition of Good Morning America present “The Inside Story of a TV Anchor and How I Became 10% Happier” at the Chamber’s Special Leadership Forum held on October 30 at the Holiday Inn Virginia Beach-Norfolk Hotel & Conference Center.

Dan Harris is the author of the #1 New York Times Bestselling 10% HAPPIER: How I Tamed the Voice in My Head, Reduced Stress Without Losing My Edge, and Found Self-Help That Actually Works—A True Story, published by T. Books/HarperCollins. His book accounts how with the help of various health professionals, religious leaders, self-help gurus and news industry mentors, he was able to find the one factor to turn his life around. Harris also reminisced with the audiences on news stories he has covered in his career and a variety of assignments; and highlights from his career at ABC News.

The Professional Women’s Leadership Luncheon Series provides its members and guests with insight and access to nationally-known speakers.

ET3 Jasmin Lamanna Receives Military Citizen of the Year Award

Crowd of 300 gathered for October 9 ceremony

The Samuel T. Northern Military Citizen of the Year Award was presented to Navy Electronics Technician Third Class Petty Officer Jasmin Lamanna of the Naval Computer & Telecommunications Area Master Station-Atlantic in Norfolk. Lamanna was chosen from 37 nominees for this award, which honors an active duty service member stationed in Hampton Roads for personal and public volunteer contributions that have had the most positive effect on the community.

When presented with the award a very humbled Lamanna said, “I would like to say thank you to my command because they say a sailor is only as good as their leadership.”

The award luncheon, as well as other events focused on regional military, underscores the Chamber’s commitment to supporting our citizen service members.

ET3 Lamanna, 21, serves in the Maintenance division of the Communications, Maintenance & Engineering department of her command. Lamanna volunteered more than 400 hours as a member of the Virginia Beach Department of Emergency Medical Services since 2013. This department serves more than 430,000 residents and is the largest volunteer-based rescue service in the country. Throughout the year, her off-duty services responding to emergency situations and having a medical presence at various events across the city saved the city more than $10,000. Lamanna also volunteers as a mentor in the Drug Education for Youth Program that equips adolescents to engage in positive, healthy lifestyles as drug-free citizens and successful leaders in their communities. Through this program, she has been a part of a force to enhance the quality of life for military personnel and their families.

Lamanna supports the Ronald McDonald House preparing home-cooked breakfast through the Comfort Food Program and providing meals for families staying in the Ronald McDonald House.

Dan Harris, Co-Anchor for Nightline and the Weekend Edition of Good Morning America present, “The Inside Story of a TV Anchor and How I Became 10% Happier” at the Chamber’s Special Leadership Forum held on October 30 at the Holiday Inn Virginia Beach-Norfolk Hotel & Conference Center.

Dan Harris is the author of the #1 New York Times Bestselling 10% HAPPIER: How I Tamed the Voice in My Head, Reduced Stress Without Losing My Edge, and Found Self-Help That Actually Works—A True Story, published by T. Books/HarperCollins. His book accounts how with the help of various health professionals, religious leaders, self-help gurus and news industry mentors, he was able to find the one factor to turn his life around. Harris also reminisced with the audiences on news stories he has covered in his career and a variety of assignments; and highlights from his career at ABC News.

The Professional Women’s Leadership Luncheon Series provides its members and guests with insight and access to nationally-known speakers.
Small Business Summit Offers Businesses Opportunity to Network, Learn and Grow

Beyond the speaker presentations, attendees found much in the connections the Chamber fostered by holding the event, according to Ty Swartz of Chief’s Touch Consultant, a new member of the Chamber.

“The networking at this event was great. I made three or four solid contacts that I have already set appointments with next week.”

– Ty Swartz

These and other events are a key element of the Chamber’s overall strategy—through first-class events serving as the backdrop, members are connected to the resources and contacts that ultimately ensure their future success. This staff of the Hampton Roads Chamber of Commerce is committed to the ideal of setting the conditions that ensure all businesses not only succeed, but grow, contributing to a stronger regional economy.

Welcome New Members

Join us in welcoming these new Chamber members. More than 125 companies have joined in membership this year.

Anniversaries

Congratulations to the following businesses that celebrated milestone memberships anniversaries from August – October 2014.

35 YEARS

Beach Chemical & Paper Co., Inc. (1979)

30 YEARS

City of Suffolk

25 YEARS

Clancy & Theif Construction Co. (1989)

20 YEARS

10th Atlantic Hotel

Suffolk News Herald and Suffolk Living Magazine

15 YEARS

Kimbo-Hein & Assoc., Inc.

10 YEARS

The Ballentine Bay View Dental Laboratory

TRUSTEE PROFILE

Langley Federal Credit Union is recognized as one of the top 100 largest credit unions in the nation. Langley serves members in Hampton Roads, across the United States and around the world they boast 17 convenient branch locations, over 50 surcharge-free ATMs, shared branches, plus virtual banking through online and mobile access account 24/7.

SERVING the community since 1938, Langley has grown to 200,000 members with more than $13 billion in assets and employees 407 staff in the Hampton Roads area. Regardless of size and scope, Langley remains committed to serving members of all ages and will always stay true to the credit union tradition of “People Helping People.” As a not-for-profit financial cooperative, Langley offers competitive rates and lower fees on a variety of affordable products and services. The Credit Union is also a community partner and plays an active role in charitable giving by supporting the needs of hundreds of local non-profit organizations.

Employers can open a world of opportunity to their staff by offering the benefit of credit union membership. There is no cost to becoming a member company, and employers will enjoy competitive loan rates, free checking, direct deposit, no annual fee credit cards, free online and mobile banking, free Bill Pay and more. In addition to financial products and services for consumers, Langley also offers a variety of Small Business products including loans. Langley was recently recognized as the number one SBA Lender in the Southeast Virginia region.

Langley Federal Credit Union became a trustee in August of 2014. For more information, visit www.langleyfcu.org.