



Staff in the lobby of the new office space on October 26

Chamber Has a New Home and a New Look

On October 23, the Hampton Roads Chamber of Commerce moved into its new headquarters at 500 East Main Street, Suite 700 in Norfolk (the BB&T building). Thanks to the help of Brooks Transfer & Storage Company, Inc., the move to the new location was quick and easy. "The team from Brooks was pleasant, professional and made the Chamber's move as smooth as possible," said Sylvia Haines, Sr. Vice President, Organizational Development, who oversaw the transition from Bank Street to Main Street.

Though many individuals and organizations deserve recognition for making this two year vision a reality, this would not have been possible without Bob Boyd (BB&T), Grig Scifres (Williams Mullen), and Rich Werber (Great Atlantic Pools, Spas, Patio & Fireplace). Additionally, the following are singled out for their significant contributions: Mike Bean (RGI), Whitt Cotton (Mega Office Furniture), Kim Driver (American Office Furniture), Matt Dudley (Willcox & Savage), Mark Gavrish (Beach Design), Jim Meincke (ESI), Brian Mooney (ESI), Wayne Newsom (RGI), Dennis Schliske (Vicom), Jimmy Schools (Direct Invest), Brandon Shewbridge (TCI), Deborah Stearns (Harvey Lindsey), Melodi Terhune (Clark Nexsen), Chris Todd (Direct Invest), and John Wessling (S.L. Nusbaum).

"This new location represents a significant reduction in our annual operating expenses, which will allow the Chamber to better

deploy our resources and staff to meet the needs of our members," said Jack Hornbeck, CCE, Chamber President and CEO.

The Chamber is operating in a new location and in a new way! We will continue to provide the same exceptional programs and services to help you grow your business. Our phone numbers and e-mail addresses remain the same. Approximately 35 staff members of the Hampton Roads Chamber of Commerce, ChamberSolutions, Hampton Roads Sports Commission and the Small Business Development Center of Hampton Roads, Inc., will work in the new 14,000 square foot space. The new location offers a larger, updated classroom and conference center able to seat 60, state-of-the-art audio-visual equipment, a Small Business library, and the latest telecommunication gear. This means better service to our members.

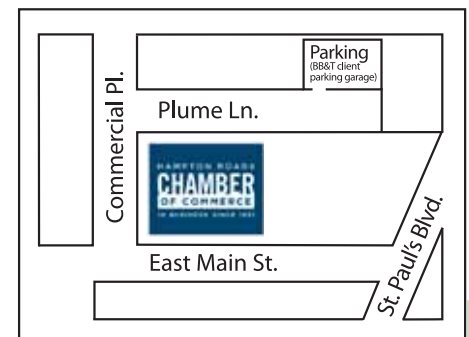
An Open House will take place on Thursday, December 3 from 11am-2pm, with a ribbon cutting at 11:30am. The Chamber's Chair Bob Boyd (BB&T), mayors and Chamber leaders from area cities will participate. Please plan to join us for this landmark celebration.

Along with a new location, the Chamber has a new logo. We've updated the logo with a new color palette and placed emphasis on the word "Chamber." You'll begin to see the new logo in Chamber communications, materials, advertisements and at events.



Mike Denning (center) and his team from Brooks Transfer & Storage Company, Inc.

NEW ADDRESS
500 East Main St., Suite 700
Norfolk, VA 23510



Chamber Announces its 2010 Leadership

At the September 24, 2009 Board of Directors meeting, the following individuals were elected as the Chamber's 2010 officers. They will take office at the Chamber's Annual Meeting of the Membership on December 15. Nelson Adcock (GeoEnvironmental Resources, Inc.) will serve as Chair, Dr. Nancy Bagranoff (Old Dominion University) will serve as Chair-Elect, and Dave Durham (SunTrust Bank) will serve as Treasurer. Thank you to our 2010 officers for your commitment to the Chamber.



Chair

Nelson Adcock began his career at the Norfolk Naval Shipyard in 1980 as a Nuclear Engineer. He left the shipyard in 1984 and joined Furmanite America, Inc. as a staff engineer. In

October 1987, he became President of Furmanite America. In 1992, Nelson co-founded a consulting engineering company, GeoEnvironmental Resources, Inc., which specializes in geotechnical, environmental, hazardous material, and mechanical engineering. They have completed over 5,000 projects for more than 700 clients. Exceptional projects have included the Convergence Center development, the Wisconsin berthing, Virginia Beach Convention Center, 31st Street Hilton Hotel, and the Half Moone Cruise and Celebration Terminal just to name a few.



Chair-Elect

Dr. Nancy Bagranoff

began her career at General Electric Company, and has taught at several universities, including American University and Miami University. Dr.

Bagranoff is currently Professor of Accounting and Dean of the College of Business and Public Administration at Old Dominion University and is President of the American Accounting Association.



Treasurer

Dave Durham is Executive Vice President and Commercial Banking Line of Business Manager at SunTrust for the greater Hampton Roads market. Dave has been a SunTrust

team member for the past 32 years and is currently serving a second tour of duty here in Hampton Roads. Dave continues to serve the Hampton Roads Chamber as a Regional Director and chaired the past two Sustainable Resource Campaigns. Dave is also a Board Member of the Contemporary Arts Center of Virginia.

Also serving as members of the 2010 Regional Executive Committee:

Immediate Past Chair
Robert M. Boyd
BB&T

President and CEO
Jack Hornbeck, CCE
Hampton Roads Chamber of Commerce

Vice Chair, Communications & Marketing
Michael Dudley
Sentara Optima Health Plans

Vice Chair, Governmental Affairs
Ruthie L. Goodboe
McGuireWoods LLP

Vice Chair, Leadership Programs
Stephen R. Romine
LeClair Ryan

Vice Chair, Membership
Maurice Jones
The Virginian-Pilot

Vice Chair, Small Business
William J. Holloran, Jr.
DZ Atlantic, Inc.

Vice Chair, Sports
C. G. Scifres Esq.
Williams Mullen

Chair, Sustainable Resources Campaign
Terrie L. Suit
Williams Mullen

Vice Chair, At Large
Susan Blackman
Willcox & Savage, PC

Vice Chair, At Large
Deborah H. Butler
Norfolk Southern Corp.

Vice Chair, At Large
Scott F. Wilkinson
Norfolk Southern Corp.

Vice Chair, At Large
Leigh A. Woisard
Cox Communications, LLC

Chair, Hampton Roads Business PAC
W. S. Miller, III
KITCO Fiber Optics

Chair, Chesapeake
Susan Archer
Old Dominion Steel & Container Co., Inc.

Chair, Norfolk
Mason Andrews
Archipelago

Chair, Portsmouth
Stan Magann
W. F. Magann Corp.

Chair, Suffolk

Lisa Kersey
Bon Secours Health System

Chair, Virginia Beach

John W. Wilson, Jr.
WBR Insurance Agency LLC

General Counsel

Hugh L. Patterson Esq.
Willcox & Savage, PC

Regional Board Members:

Individuals elected to serve three-year terms as members of the Chamber's Regional Board of Directors beginning in December 2009:

Susan Blackman
Willcox & Savage

Chris Lagow
Portfolio Recovery Associates, LLC

Christopher R. Mosley
Chesapeake Regional Medical Center

Wade Powell
Dale Carnegie Training/Wade Powell and Associates, Inc.

Marino Santarelli
Wachovia Bank

Junius H. Williams, Jr.
Dominion Virginia Power

Young Family Dentistry Named Small Business of the Year

On October 1, the Hampton Roads Chamber of Commerce held its 25th Annual Small Business of the Year Awards at the Renaissance Portsmouth Hotel & Waterfront Conference Center. At the luncheon, Young Family Dentistry was named the 2009 Hampton Roads Small Business of the Year.

Young Family Dentistry was Virginia Beach's 2009 Small Business of the Year as well, and was chosen for the regional award from an excellent pool of city winners including T Solutions, Inc. (Chesapeake), Getem Services Termite and Pest Trusted Since 1922 (Norfolk), LMS Medical Supplies (Portsmouth), and 1Foot 2Foot Centre for Foot and Ankle Care (Suffolk). During the luncheon, the Verizon Wireless Leadership Award was presented to Wade Powell, President of Dale Carnegie Training/Wade Powell & Associates, Inc.

Many thanks to Presenting Sponsor Cox Business, Media Sponsor *Inside Business*, and Leadership Award Sponsor Verizon Wireless.



Dr. Lynnette Young of Young Family Dentistry proudly holds the 2009 Small Business of the Year Award



Submariner Wins Military Citizen of the Year Award



(from left) Jack Hornbeck, CCE, Hampton Roads Chamber of Commerce President and CEO; Vice Admiral Melvin Williams Jr., Commander, U.S. Second Fleet; Rear Admiral Mark S. Boensel, Commander, Navy Region Mid Atlantic; Machinist Mate First Class (Submarines) Rodney E. Buse, 2009 Military Citizen of the Year award recipient; and Gary McCollum, Cox Communications Sr. Vice President and General Manager

The Chamber presented the prestigious 2009 Samuel T. Northern Military Citizen of the Year Award on October 7 to Machinist Mate First Class (Submarines) Rodney E. Buse. He is involved in foster and adoptive children programs and identified a need to help keep foster children more involved in the communities they live in. Earlier this year Buse founded the BMX for Christ Ministries Bike Club. The group was organized to provide under-privileged children the opportunity to learn about BMX cycling, and it has raised more than \$2,000 to purchase BMX bicycles and pay national licensing and entry fees for children to compete in local and state tournaments.

Presenting Sponsors for this event were USA Discounters, Inc. and the City of Norfolk. Thank you to our Gold Sponsors Bay Auto and KITCO Fiber Optics, Media Sponsor Cox Communications, Gold Military Partner GEICO and our Bronze Military Partner Regent University.

Virginia Named Best State for Business

Forbes.com has ranked Virginia the "best state for business" for the fourth year in a row! Although the state's economy has deteriorated, "Virginia is booming" compared with the rest of the country, according to Forbes. And, despite the prolonged recession, "The state government's finances are in good shape."

Virginia "benefits from a highly educated work force that is expected to expand" and the state has energy costs 30 percent below the national average, says Forbes. Virginia was the only state in the top 20 in six categories for 2009. It ranked first in quality of life, second in regulatory environment and third in labor supply. Its lowest ranking was No. 20 for business costs. North Carolina came in at No. 5, down a spot from last year.

And in September, *Inc.* magazine announced its "Top Ten States for Entrepreneurs" and Virginia tied for third place with New York. Virginia's strengths were in companies that provide goods and service to the federal government. The basis for selection was the number of companies that are based in the state which are listed in the *Inc.* 500 list. California came in at the top of the list, followed by Texas. For more, visit www.inc.com.

LEAD Hampton Roads Presents 10th Annual State of the Region

LEAD Hampton Roads, a program of the Hampton Roads Chamber of Commerce, presented the 10th Annual State of the Region address on October 13 at the Norfolk Waterside Marriott. More than 750 of Hampton Roads' business and government leaders attended the address given by Dr. James V. Koch, President Emeritus and Professor of Economics, Old Dominion University.



Dr. James Koch gives the annual State of the Region report

The annual address provided the area's most comprehensive review of the region's current economic strengths, challenges, and inter-relationships. This year's report covered issues including:

- Our general economic picture, including the housing market and stress tests for regional banks.
- Transportation congestion and the impact of choke points.
- Vulnerability of our bridges and tunnels to accidents/terror attacks.
- The effects of global warming and rising sea levels on Hampton Roads.

Thanks to Presenting Sponsor Optima Health Plans by Sentara; Gold Sponsors SunTrust and Cox; Silver Sponsors Bon Secours Health System, Clark Nexsen and Damuth Trane; and Bronze Sponsors Dobil Laboratories, Inc. and Ainslie Group.

All 10 of the State of the Region reports may be found at www.odu.edu/forecasting

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For more information or to enroll, contact Loree Peele at lpeele@chambermemberbenefits.com or 757-664-2523.

Save the Date!

The Hampton Roads Chamber of Commerce is holding its **25th Annual Meeting of the Membership** on Tuesday, December 15, from 11:30am-1:45pm with Keynote Speaker, Governor-Elect the Honorable Robert F. McDonnell. The Annual Meeting is the Chamber's premier annual event. Enjoy a luncheon with legislators, state government officials and the most influential business people in Hampton Roads. To RSVP, visit www.HamptonRoadsChamber.com or call the Reservation Hotline at 757-664-2558.

For a complete list of Chamber events go to www.HamptonRoadsChamber.com and click on the Events page.

Chamber Brings Members and Legislators Together

On October 21, more than 100 people attended the Hampton Roads Chamber of Commerce's annual Legislative Reception at the Town Center City Club in Virginia Beach. This reception for local legislators and members of the business community gives business leaders an opportunity to meet legislators prior to the General Assembly Session. The Town Center City Club was buzzing with conversation that was a blend of relationship building and discussion on business issues throughout the Hampton Roads region. The Chamber also presented its 2010 Legislative Priorities for the upcoming General Assembly session.



(from left) Honorable Dr. James Holley, Portsmouth Mayor; William D. Sessoms, Jr, Virginia Beach Mayor; Shep Miller, Chair of the Chamber's Hampton Roads Business PAC; and Channing Pfeiffer, CEO of Tidewater Builders Association

Thanks to Title Sponsor Verizon Communications; Gold Legislative Affairs Sponsor BB&T; Silver Legislative Affairs Sponsors Clark Nexsen and Goodman & Company; Gold Sponsors Virginia Natural Gas and KITCO Fiber Optics; Bronze Sponsors Bon Secours Health System, Charter Business and The Runnymede Corporation; and Program Sponsor WBR Insurance Agency, LLC. If you would like to sponsor next year's Legislative Reception, contact Candace Reid at 757-664-2572 or at creid@hrccva.com.



(from left) Scott Rigell, Owner and Chief Executive Officer, Freedom Automotive; Laura Barnes, Area Manager, External Affairs Eastern Virginia, Verizon Communications; and Delegate Bobby Mathieson, 21st District

Nominations Requested for Small Business Veteran of the Year

With the large presence of military, including both active and retired veterans located throughout Virginia, the Virginia Small Business Development Centers (VSBDC) has placed a special emphasis on acknowledging veteran owned businesses.

The VSBDC created the Small Business Veteran of the Year Award to recognize the accomplishments of this special group of Virginia entrepreneurs that have given their time and dedication to not only their business, but to their community and country. Go to www.smallbizvetaward.org for an application. The deadline is December 31, 2009.

Each local award winner will go on to compete for the Virginia Small Business Veteran of the Year award which is announced annually in March. The state winner will receive a plaque from the VSBDC and will have their name inscribed on an urn permanently displayed at the Virginia War Memorial in Richmond, Virginia.

If you have questions, contact Jim Carroll, Vice President, Small Business, Hampton Roads Chamber of Commerce, at 757-664-2595 or jcarroll@hrccva.com

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Chamber Corner



Dolores Bray Metcalf
757-664-2508
dbray@hrcvva.com
Dolores is the new Manager of Technology. Dolores graduated from Virginia Commonwealth University with a B.S. in Marketing and an A.A.S. from ECPI Technical College in Programming/Web Development. She has conducted website administration for Landstown High School, database analysis for a local direct marketing firm, and volunteers with a local church youth outreach group.



Robert Carter
757-664-2520
rcarter@hrcvva.com
Robert is a new Account Executive at the Chamber. He is a lifelong resident of Norfolk and his love for the area brought him to the Chamber. While living in Charlottesville, Va. from 1992-2002, Carter worked in the music industry. Upon returning to Norfolk, he attended Old Dominion University and received a B.S. in Finance.



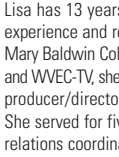
Meredith Caswell
757-622-2312
pdintern@hrcvva.com
Meredith has joined the Chamber as an Intern for the Program Development department. Meredith, who was born and raised in Portsmouth, is in her junior year at Old Dominion University majoring in Recreation and Tourism Management.



Desiree Ellison, Program Development Coordinator, has been awarded a scholarship by the Virginia Association of Chamber of Commerce Executives to attend next spring's VACCE Institute program. Congratulations Desiree!



Lisa Jones
757-664-2531
ljones@hrcvva.com
Lisa has joined the Chamber as the new Manager of Communications.



Lisa has 13 years of communications experience and received her B.A. from Mary Baldwin College. At both WTKR-TV and WVEC-TV, she worked as a commercial producer/director. And most recently, She served for five years as the public relations coordinator at Operation Smile in Norfolk.



Jon Motil
757-664-2519
jmotil@hrcvva.com
Jon Motil is a new Account Executive. A South Hampton Roads native, Jon has enjoyed investing much of his career in the area. He is an Old Dominion University graduate who has worked extensively in the hospitality industry at local landmark hotels.

Trustee Profile



William S. "Stan" Magann Jr. PE
Project Manager

W. F. Magann Corporation was founded by World War II veteran, Wilfred F. Magann, in the summer of 1945. Today, the company is a diversified general contractor for the heavy industrial, marine, and concrete construction industries. Although Hampton Roads continues to be its base of operations, construction for public and private sector clients has expanded to the Middle Atlantic and Southeastern states – and has sent them as far as Puerto Rico. It was realized early in the development of the company that experienced, dedicated, and innovative people would provide long-term strength to the organization – and cultivating talent from within has been critical to their success. To this end, the company staffs departments for Executive Management, Accounting, Procurement, Project Management, Estimating, Engineering, Safety, Equipment Repair, Marine Diving, and EEOC.

Welcome New Members

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

July

- 19th Atlantic Hotel
- Adecco
- BC Computers
- Drake Baron Management Consultants
- Effingham Street Family YMCA
- Farmers Insurance and Financial Services
- Hopewold Healthcare & Assoc., LLC
- HVAC Warehouse
- Jackson Lewis LLP
- KRA Corporation - Norfolk
- KRA Corporation - Portsmouth
- Launch Interactive
- Lee's Quality Electric
- M. M. Jackson Consulting, LLC
- Maritime Cargo Services, Ltd.
- National Kidney Foundation Serving Virginia
- Principle Advantage, Ltd.
- Ray Hogge & Associates, PLC
- RGI General Contractor
- Select Group
- Team Henry Enterprises, LLC
- The Broken Egg
- The Hefferman Group
- University of Phoenix-Virginia Beach
- Verizon - Suffolk
- Verizon - Virginia Beach
- Virginia Beach Premier Medical

- Hampton Roads Planning District Commission
- Hurt & Proffitt, Inc.
- Jeffrey L. McWaters
- Jim Dickens Printing & Promotional Products, Inc.
- JRML Associates, Inc.
- Ma Maison LC
- Mitsubishi Kagaku Imaging Corp.
- Pestar
- ProCraft Inspection Services
- Servpro of Kempsville/Military Circle
- Sleepy Hole Golf Course
- The Center for Cosmetic & Restorative Dentistry
- The Energy Shop
- Uno Chicago Grill

September

- B. Ray Hines, LLC
- Beacon Errand and Concierge Services
- Capital Consultants, Inc.
- DesRoches & Company CPAs PC
- Dominion Performance Consulting
- Eclipse Mechanical Inc.
- Fleurie Fashion Consulting
- Hamilton Fence Co.
- Hyman and Hyman, LLC Janitorial Service
- Jaymes R. Theuer, PLLC
- Joyner's Mechanical Inc.
- NovCon Solutions LLC
- Relax Therapeutic Massage
- Relaxation 4 Health
- Robert Nutt, Esq
- Russ Hanson
- Seton Youth Shelters
- Sweetland's Heating & Cooling
- Taste Unlimited
- The Shopper, Inc.
- Time Management Services LLC
- T-Solutions, Inc.
- Value Place Chesapeake
- Virginia Eye Consultants
- W.P. Taylor & Co. Inc.

August

- Aligned Health Chiropractic, Inc.
- Allstate Insurance
- American Office of Norfolk, LLC
- Apex Systems Inc.
- Bates Health and Life
- Burris Refrigerated Logistics
- Cheetah Trans
- Daves Agency, State Farm Insurance
- Davey & Brogan, PC
- Davis Detailing and Rim Repair, Inc.

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Did you Know?

In 2010, the Chamber's CONTACT newsletter will be produced and mailed quarterly. This newsletter reaches more than 4,300 business professionals in Hampton Roads. Advertise today!

Call Sarah Martin Lampert at 757-664-2503 for details.

Thanks to our Strategic Partner

For more information about being a Strategic Partner, contact the membership department at 757.664.2504.

CONTACT

Hampton Roads Chamber of Commerce • 500 East Main Street • Suite 700 • Norfolk, VA 23510

HAMPTON ROADS CHAMBER OF COMMERCE

CHAMBER OF COMMERCE

IN BUSINESS SINCE 1801

Officers

Robert M. Boyd, Chair • H. Nelson Adcock, Jr., Chair-elect • Nancy Bagranoff, DBA, Treasurer • C. Grigsby Scifres, Esq., Immediate Past Chair • John A. Hornbeck, Jr., CCE, President & CEO

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Visit us at: www.hamptonroadschamber.com
Printed by Progressive Graphics, Inc.

Hampton Roads Chamber of Commerce CONTACT (USPS 380770) is published six times per year by the Hampton Roads Chamber of Commerce, 500 East Main Street, Suite 700, Norfolk, VA 23510. Periodical postage paid at Norfolk, VA VA POST-MASTER. Postmaster send address changes to Hampton Roads Chamber of Commerce, 420 Bank Street, Norfolk, VA 23510.

