

HAMPTON ROADS  
CHAMBER OF COMMERCE

2010

ANNUAL REPORT

HAMPTON ROADS  
**CHAMBER**  
OF COMMERCE  
IN BUSINESS SINCE 1801

## OUR MISSION:

AS A NOT-FOR-PROFIT, MEMBER-BASED BUSINESS ORGANIZATION, THE MISSION OF THE HAMPTON ROADS CHAMBER OF COMMERCE IS TO SERVE ITS MEMBERS AND COMMUNITIES BY CREATING ECONOMIC PROSPERITY AND ENHANCING THE QUALITY OF LIFE IN THE REGION.

## OUR VISION:

THE VISION OF THE HAMPTON ROADS CHAMBER OF COMMERCE IS TO BE THE REGION'S PREMIER BUSINESS ORGANIZATION.

### PARTNERS



### AFFILIATES





(from left) Jack Hornbeck, CCE, President & CEO; Nelson Adcock (GeoEnvironmental Resources, Inc.), 2010 Chair; and David Durham (SunTrust Bank), 2010 Treasurer

**The Hampton Roads Chamber of Commerce's** roots are deep and strong. Since 1801, the Chamber has been serving this community. Now more than ever, businesses are realizing the value and benefits of being members of the Chamber. This year, I heard from many in the business community who said, "We're beginning to see things get better." Hampton Roads has felt the effects of the nation's recession, but this region is resilient and together, we will pull through.

This annual report highlights many of our 2010 achievements and provides you with information about the Chamber and how it can benefit you and your business. If you are not a member of the Hampton Roads Chamber of Commerce, I invite you to join the nearly 2,000 member businesses that

employ more than 280,000 working men and women who support the Chamber.

As the voice of business in Hampton Roads, the Chamber is speaking up for you and standing by your side as an advocate to support the business interests of the region. Read about the General Assembly successes we celebrated this year on pages 6 and 7.

The prospective closure of the U.S. Joint Forces Command (JFCOM) would have a significant impact to our local economy. The Chamber is committed to working with our regional partners to ensure we can minimize the impact on businesses and markets that surround JFCOM activities. We will fully engage the resources of the Chamber and our affiliate,

# LETTER FROM THE CHAIR

the Small Business Development Center of Hampton Roads, to assist in transition.

In its 20th year, the Small Business Development Center of Hampton Roads (SBDC) has worked tirelessly to provide technical support to small businesses throughout the region, particularly those impacted by the closure of International Paper in Franklin.

Last summer, the Hampton Roads Sports Commission, an affiliate of the Chamber, produced the AAU Junior Olympic Games that took place at venues throughout Hampton Roads. The successful 10-day event attracted nearly 15,000 athletes from across the country and had an economic impact of more than \$35 million.

The Chamber's varied networking opportunities continued to open doors for businesses to build relationships and meet new customers. We understand you are busy, so the Chamber hosts events morning, noon and night, to assure there's something for everyone. The Chamber's leadership program LEAD Hampton Roads,

and young professionals program, Sync757, are stronger than ever.

I would like to give special thanks to the Chamber's staff, the Regional Executive Committee and each of the Chamber's Division Boards for their time and leadership. It's been an honor to serve as the 2010 Chair and I look forward to continuing to serve again in 2011. We have an exciting year ahead of us and I encourage you to be involved in the Chamber as we work together to keep Hampton Roads the premier region in which to live and work.

Sincerely,

**H. Nelson Adcock, Jr.**  
**Chair**  
**Hampton Roads Chamber of Commerce**  
**President**  
**GeoEnvironmental Resources, Inc.**

# EXPAND YOUR BUSINESS NETWORK

Grow your business by networking with the Chamber at events that connect you to business leaders. Gain valuable information and build relationships. In 2010, the Chamber presented 170 events throughout the region, attracting 14,220 attendees.

Chamber Events

## HAMPTON ROADS BUSINESS BRIEF-THE ECONOMY:

This January, the Business Brief focused on the state of the economy. The presentation by Gary Bigg, Bank of America-Merrill Lynch economist, provided nearly 200 attendees with insight into the national, state and local economy and indicators of the pending recovery and growth areas for the region.

## STATE OF THE CITY SERIES:

From February-April, more than 3,225 business and community leaders attended the Chamber's five-part State of the City Series. The mayors of Chesapeake, Norfolk, Portsmouth, Suffolk, and Virginia Beach each provided an address which highlighted key business development initiatives, municipal updates and other city news.



## OUTINGS:

More than 2,500 attended the Chamber's 2010 Outing Series which included the 57th Annual Seafood Outing, Beach Bash, Spring Fling and Hampton Roads Golf Outing. These events provide an opportunity for members to mix business with pleasure.



**“The Chamber has opened countless doors for us and holds networking events morning, noon, and night. We’ve made connections with local business leaders and have increased our sales.”**

**Jason & Lacy Kuller, Owners**

**Signs By Tomorrow-Chesapeake, Member since 2005**



## MILITARY APPRECIATION EVENTS:

Throughout the year, the Chamber hosted several military appreciation events, including Military Recognition Receptions, Virginia Beach Armed Forces Awards and the Military Citizen of the Year. More than 1,500 people attended these events, honoring 407 members of the five branches of the armed forces.



## STATE OF THE SCHOOLS/ EDUCATION:

The Chamber's Virginia Beach and Chesapeake Divisions hosted State of the Schools' events in the fall and winter, and the Portsmouth Division held a State of Education featuring city school superintendents. These events, attended by more than 400 people, provided the business community an opportunity to learn more about the school systems' strengths and challenges and how to get involved.



## SMALL BUSINESS OF THE YEAR AWARDS:

More than 300 attended the Chamber's 26th annual Hampton Roads Small Business of the Year Awards luncheon on May 25. The 2010 overall winner was Classic Air's One Hour Heating & Air Conditioning (pictured) in Virginia Beach. Other city winners included Eastern Virginia Family & Cosmetic Dentistry (Chesapeake); A. Reddix & Associates (Norfolk); Bayside Harley-Davidson (Portsmouth); and Bennett's Creek Farm Market & Deli (Suffolk).



## STATE OF THE REGION:

In October, more than 800 regional leaders attended the 11th annual State of the Region addresses on the Southside and Peninsula given by Dr. James Koch, Board of Visitors Professor of Economics and President Emeritus of Old Dominion University. This event was presented by LEAD Hampton Roads, which serves the 17 communities of greater Hampton Roads and is a program of the Chamber.

## LEGISLATIVE EVENTS:

The Chamber held its 7th Annual Legislative Reception in October, attracting more than 100 members and 41 elected officials. Congressional and city council forums held in the spring and fall were part of the Chamber's longstanding commitment to work with our current and future government leaders, while providing the local business community access to these decision makers.

## ANNUAL MEETING:

The Chamber's Annual Meeting of the Membership, held in December, marks the largest gathering of the region's elected officials and business leaders. The Chamber also recognizes its outgoing and incoming volunteer leadership. Attracting more than 700 business professionals, the 2010 Annual Meeting featured speaker The Honorable Ray Mabus, Secretary of the U.S. Navy.



## ADDITIONAL NETWORKING EVENTS:

Network morning, noon and night! The Chamber's Morning Schmooze, Chamber Connect, ConnectForLunch, Speed Networking, and Business After Hours events offer a variety of formats for members to make connections and build relationships to grow their business.

For a list of current events, visit [events.HamptonRoadsChamber.com](http://events.HamptonRoadsChamber.com)

# YOUR MEMBERSHIP PAYS FOR ITSELF

As a member of the Chamber, you can save significantly by using exclusive member benefits like value-added health insurance, prescription drug discounts, merchant services, OfficeMax and FedEx shipping discounts, free conference calling, business communications and more. Chamber members who take advantage of these discounts can save \$1,353\* annually. Membership starts around \$1 a day!

\*ACTUAL SAVINGS VARY DEPENDENT UPON PROGRAM PARTICIPATION



## Anthem

Receive special benefits and programs. Anthem Blue Cross Blue Shield and HealthKeepers group plans for businesses with 2-99 employees include life insurance and web-based wellness programs, without costing you a penny extra!



## CTGroup

10% premium reduction. Members with 2-9 employees receive discounts on group term life, short term and long term disability coverage.



## ChamberRx

Prescription Drug Discounts. The ChamberRx card offers discounts of 10-85% on brand name and generic prescription drugs at more than 58,000 participating pharmacies. This HealthTrans prescription drug card program has repeatedly saved users 40-50% more than similar drug card programs.



**“Through the Chamber’s exclusive member benefits, we receive value-added health insurance and discounts on FedEx and OfficeMax. These benefits allow us to save thousands a year in operating expenses.”**

**Dr. Jane Duffey, Head of School  
Norfolk Christian Schools, Member since 1997**



## OfficeMax

Tap into the strength of a huge buying group! Our negotiated contract pricing provides savings normally reserved for “big business.” Chamber members, regardless of size, now have access to remarkable discounts with orders shipped door to door free of charge. Plus, some of the same contract pricing can be found at your local OfficeMax store using your chamber’s Retail Connect Card account.



## FreeCalls4Members

Free Conference Calls. FreeCalls4Members offers members no cost conferencing for up to 250 participants. Members even have a “web dashboard” to control the call and each caller’s participation. The call can even be recorded and instantly downloaded for playback, editing or distribution.



## FedEx

Save as much as 26% on shipping costs with FedEx. Get special savings offers on both air express and ground services with no commitments, no contracts and no enrollment fees.



## Pricelock

Price protect your fuel costs. As a chamber member, you can set a desired fuel protection price and cap exposure to fuel costs – with no administrative hassle or change to how you currently purchase fuel. You can now predict your fuel consumption costs, thereby eliminating budget variability and protecting your operating margins. With Pricelock’s fuel price protection, Pricelock pays you when fuel prices go above the protection price you select for your plan.



## Member to Member (M2M) Discounts

As a Chamber member, you have the opportunity to take advantage of exclusive discounts offered by other chamber members and your business can also offer your own discounts. For a complete list of M2M discounts, visit HamptonRoadsChamber.com and go to the Member Discounts page. Simply present your card to a participating Chamber member and receive the listed discount. All employees of your organization are eligible to receive these discounts. Chamber members will receive one new M2M discount card upon renewal.

## Additional Membership Perks

Business listing and links to your website and social media pages on HamptonRoadsChamber.com, which has more than 4,000 unique visitors per month

Business listing in the Chamber Membership Directory with distribution to 4,000

Electronic updates and call-to-action alerts on legislative issues impacting local business

Free subscription to quarterly CONTACT newsletter and monthly e-newsletter

Free job postings on HamptonRoadsChamber.com

Free announcement/news submissions on “Member News” page of HamptonRoadsChamber.com

Display Chamber logo at business and on your website – According to a recent national study, consumers are 63% more likely to buy from Chamber members

Member-only submission opportunities to “Chamber Voices” columns for inclusion in a variety of Chamber communications

Exclusive advertising and sponsorship opportunities

Special pricing and advance notice of Chamber events

Free subscription to *Hampton Roads Magazine* and a free 3-month trial subscription to *Inside Business*

# JOIN THE MOST POWERFUL VOICE OF LOCAL BUSINESS

The Hampton Roads Chamber of Commerce, in partnership with the Greater Williamsburg Chamber & Tourism Alliance, promotes pro-business policies in local and state government, advocating for a variety of business-related issues on behalf of 2,535 businesses representing nearly 300,000 working men and women in Hampton Roads. The Hampton Roads Business Political Action Committee (HRBizPAC) is a bi-partisan committee that presses for action on issues impacting business and supports candidates who share those views.

During Virginia's 2010 General Assembly, the Chamber collaborated with the business lobby in Richmond, informed members with weekly electronic "Legislative News and Notes," and engaged members with electronic "Legislative Call-to-Action Alerts."

## Some Success Stories:



### TRANSPORTATION

Supported the development of high-speed passenger rail and improvements to inter-city passenger rail.

OUTCOME: Funding appropriated for capital expenditures to activate Norfolk Southern/460 corridor to renew conventional passenger rail service from Norfolk to Petersburg and on to Richmond and Washington, D.C. Additional funds were appropriated for the operating subsidy. In addition, legislation passed creating a high speed and passenger rail sustainability study (required for federal funding).



### TRANSPORTATION FUNDING

Supported legislation that designated 70% of the funds from offshore drilling for transportation, 20% for environmental research and 10% for local transportation projects.

OUTCOME: Legislation was approved designating future revenues to transportation.



### TOURISM

Supported \$3.6 million in marketing funds for Virginia Tourism Corporation. Opposed all measures that allowed schools to open prior to Labor Day. The economic impact of tourism in Virginia is \$19.2 billion, 210,620 direct jobs, and \$1.28 billion in state and local tax revenue. And, \$700 million dollars in revenue from tourism flows into the Commonwealth during the last two weeks of August.

OUTCOME: Twelve bills that allowed schools to open prior to Labor Day were defeated.



**"The Chamber went to bat for me when my business was at risk. The Chamber saved my business."**

**Susan Archer, President  
Old Dominion Steel & Container Co., Inc., Member since 2003**



### TAXES

Supported the retention of the “dealer discount” fee paid to businesses which collect the sales tax for the Commonwealth. The Chamber was an active participant in a coalition that supported retaining this fee.

OUTCOME: 40% of the “dealer discount” fee was retained for any business that does not file electronically.



### UNEMPLOYMENT INSURANCE

Supported extension of benefits to maximum of 86 weeks and the postponement of a scheduled increase in unemployment minimum earnings requirement from \$2,700 to \$3,000. Opposed expansion of eligibility for unemployment insurance. Proposed expanded eligibility would have included workers who separate for “compelling family reasons” and individuals in state approved training programs. The Chamber opposed unfunded mandates that would have remained once federal stimulus funding ended.

OUTCOME: Long-term, permanent changes to Virginia’s unemployment insurance program that would have cost employers for years to come were defeated.



### HEALTH INSURANCE

Opposed all insurance mandates that would increase the cost of health insurance to business and individuals.

OUTCOME: Defeated measures that would have mandated education services for individuals with autism spectrum disorder. This mandate was to be paid by private health insurance policy holders.



### ECONOMIC DEVELOPMENT

Supported the Governor’s Jobs and Opportunities \$46 million legislative agenda.

#### OUTCOME:

- **Governor’s Opportunity Fund expanded** – includes job creation, capital investment and new tax revenue as criteria in awarding grants. Requirement for local match may now be waived.
- **Enterprise Zones** – designates job grants as a higher priority than real property.
- **Major Business Facility Job Tax Credit** – lowered thresholds for qualifying jobs and permits tax credits to be taken over two years.
- **Motion Picture Film Production Tax Credits** – for qualifying expenses of at least \$250,000.
- **Mega Site Fund** – establishes funds for site location and development.
- **Additional initiatives include:** clean energy development foundation, green jobs tax credit, wine liter tax promotional fund, small business investment company credit, specialized biotechnology grants and public-private partnership enhancements.



### MILITARY

Supported Defense Base Closure and Realignment (BRAC) related funding of \$7.5 million annually for property acquisition around Oceana Naval Air Station. Opposed bills that limited Navy’s ability to build an outlying landing field (OLF).

OUTCOME: \$7.5 million was allocated for first year of biennium. Funds from the sale of land are authorized for year two.



### DEVELOPMENT

Supported measures that prohibit collection of cash proffers until the period of final inspection and certificate of occupancy.

OUTCOME: Legislation passed that would prohibit the collection of cash proffers until the certificate of occupancy is granted.



### ENVIRONMENT/ENERGY

Supported measures creating the Virginia Offshore Wind Project Development Authority.

OUTCOME: Created the Virginia Offshore Wind Development Authority to facilitate and support the development of the offshore wind industry, and wind powered electric energy facilities located off the coast of the Commonwealth beyond the three mile jurisdictional limit. The Authority will be tasked with applying for Department of Energy grants.



### MANUFACTURING/TAXATION

Supported the reinstatement of the section 199 Internal Revenue Code Deduction for Domestic Production Activity. The elimination of this deduction would have resulted in a \$30 million tax increase on Virginia employers.

OUTCOME: The section 199 Domestic Production Deduction was reinstated in the re-convene session allowing up to 6% of income attributed to domestic production to be deducted.



The Chamber's Business Education Series, held three Thursdays each month, provides members with opportunities for practical up-to-date information and training on topics of interest to business. The series provides members an opportunity to learn important content from an expert while making connections with other members. Since 2006, the Business Education Series has attracted more than 2,000 attendees at more than 100 sessions. For a list of current Business Education Series sessions, visit [events.HamptonRoadsChamber.com](http://events.HamptonRoadsChamber.com).

**"The Business Education Series always provides an avenue for me to think outside the box. It's critical in this economy to retain and attract new business. Additionally, the sessions afford me the opportunity to increase my business knowledge and improve my skills as a professional. It's just another wonderful benefit of being a chamber member!"**

**Vicki O'Rourke, Career Advisor**  
Culinary Institute of Virginia,  
School of Culinary Arts at ECPI College

**"With the Chamber's Business Education Series, you get bottom dollar pricing, for top shelf training."**

**Kent Mayer, FSO/Coordinator**  
Trade Team - Colonna's Shipyard



# LEARN FROM THE PROS AT A FRACTION OF THE COST

From the Business Education Series to one-on-one counseling through the Small Business Development Center (SBDC), the Chamber offers inexpensive or free educational opportunities to grow your business.

The SBDC, an affiliate of the Chamber, opened its doors in 1990. Working in partnership with the Mason Enterprise Center at George Mason University and the U.S. Small Business Administration, the SBDC's highly trained staff provides management counseling, information, technical assistance, education, and training to small businesses in the greater Hampton Roads region and the Eastern Shore. Training classes include "Owning Your Own Business" and "Profit Mastery." Counseling is free and confidential. This year, 1,027 people attended SBDC training sessions and 723 prospective and existing small business owners were counseled. For more information, visit [www.hrsbdc.org](http://www.hrsbdc.org).

**"The free training and resources that the Small Business Development Center provided my company have been invaluable. We're now doing business nationwide and internationally."**

**Duane Thompson, Founder & CEO  
Sabrosa Foods, Inc., Member since 2008**



## As a member, you can increase your visibility through the Chamber's Business Education Series by becoming a presenter. The series provides members, who are experts in business related topics, the opportunity to teach.



Display the Chamber's "Proud Member" logo on your company's website. Once downloaded and posted, the logo will open a webpage confirming your chamber membership and listing your organization.

Your online directory listing on the Chamber's website can link to your Facebook, Twitter and LinkedIn pages. To add your sites, click "Members Login" at [HamptonRoadsChamber.com](http://HamptonRoadsChamber.com), choose "Edit Business Info" and complete the online form.



Gain exposure for your business by advertising on the Chamber's website. Reach more than 4,000 unique visitors per month and more than 47,000 unique visitors a year! Sponsorships include entire website or page advertising, and banner advertising on various pages.

eConnect, the Chamber's electronic newsletter, is e-mailed to more than 5,000 contacts at nearly 2,000 member firms the first Monday of each month. One advertising sponsor is sold for each issue.

Gain visibility for your business through members-only sponsorship opportunities. Affiliation with a Hampton Roads Chamber of Commerce event brings valuable recognition and identification as a community-minded business leader, and allows you to further reach your target market.



CONTACT, the Chamber's printed, full-color newsletter, is published quarterly and mailed to more than 3,500 individual contacts at nearly 2,000 local member firms. Advertise today!

As a member, increase your visibility by submitting a "Chamber Voices" column for inclusion in Chamber communications. Share your knowledge on a business related topic, while establishing your business as an expert.

# INCREASE YOUR VISIBILITY

Expose your business to the region through members-only sponsorship and advertising opportunities. The Chamber has many ways for you to reach nearly 70,000 people each year. Volunteering with the Chamber allows you to get involved and share your expertise with other members.



You can increase your company's visibility through the Chamber's Member Marketplace. Receive increased sales potential and gain exposure to new customers through this members-only advertising opportunity. Member Marketplace is e-mailed monthly to more than 5,000 contacts at nearly 2,000 member firms.

**“By serving on the Chamber’s Board of Directors and sponsoring events, I’ve increased my company’s visibility.”**

**Nelson Adcock, Jr., President  
GeoEnvironmental Resources, Inc., Member since 1992**



# 2010 Highlights & Accomplishments



Courtesy of Suffolk News-Herald

Upon the announcement in August of the U.S. Joint Forces Command closure, the Chamber established a special task force to work with city and business leaders to address the issue. The Chamber sent a letter to President Obama expressing its opposition to the proposal.

The 11th Annual Sustainable Resources Campaign “2Tickets2Paradise” exceeded goal, raising more than \$709,000. We thank Campaign Chair Marino Santarelli (Wachovia, A Wells Fargo Company) and the 306 volunteers for their efforts.



The Small Business Development Center of Hampton Roads, Inc. (SBDC), an affiliate of the Chamber, received a \$23,000 grant from the Verizon Foundation to assist the City of Franklin, as well as Southampton and Isle of Wight Counties, all impacted by the International Paper Plant closure.

In May, the SBDC celebrated its 20th anniversary. Since 1990, more than 10,600 clients were counseled, helping to create or save over 3,500 jobs and generating more than \$220 million in economic impact.



In order to meet the needs of business owners, the SBDC established a satellite office in Chesapeake at the Economic Development Department.

The Hampton Roads Sports Commission, an affiliate of the Chamber, produced the 44th Annual AAU Junior Olympic Games from July 29-August 7, attracting nearly 15,000 athletes from across the country. The economic impact to the region was more than \$35 million.

In May, LEAD Hampton Roads, the Chamber’s leadership program, graduated 52 business and community leaders from its nine-month program. Class projects included building awareness for the need for high-speed rail and coordinating the First Annual Regional Education Summit, with keynote speaker Virginia Secretary of Education Gerard Robinson.

During its 22nd Annual Meeting in July, LEAD Hampton Roads presented its First Citizen of Hampton Roads award to Aubrey Layne, President, Great Atlantic Real Estate Property Management.



From July 12-16, LEAD Hampton Roads held its annual eXcel program, a youth leadership development and community education program. Nineteen high school students took part in the program which included team-building exercises, conflict resolution models and dialogue with area leaders.

Sync757, a program of the Chamber, is the “voice” for the region’s emerging leaders. Sync757 connects the “under 40” workforce to the area’s rich resources. In 2010, the program grew to more than 500 members.

In August, the Chamber established a Green Initiatives Task Force to lead and engage the business community in green initiatives, by providing education and programs for the region. The Task Force is led by Chair Lacy Kuller, Co-Owner, Signs By Tomorrow-Chesapeake.

The Chamber enhanced its website by adding a free job posting page, a Member News announcement page, and links to members’ social media pages. [www.HamptonRoadsChamber.com](http://www.HamptonRoadsChamber.com) has more than 4,000 unique visitors per month.



A group of 95 local residents traveled on a Chamber-hosted trip to China from September 14-22 to introduce our region to China’s culture and economy.

On October 21, more than 200 Chamber members, elected officials, and other invited guests traveled on Norfolk Southern Corp’s restored vintage railcars for a trip previewing passenger rail service from Norfolk to Petersburg. Passenger rail service from Norfolk to Richmond, Washington D.C. and up the East Coast is expected to launch in less than three years.



The Chesapeake Division of the Chamber held its 2010 Volunteer Recognition Luncheon in September and The Honorable Faye W. Mitchell (pictured center), Clerk of the Circuit Court, received the 2010 Marian P. Whitehurst Women in Leadership Award; Marie Ringler of Dale Carnegie Training, received the Chesapeake Division’s 2009 Chairman’s Award; and the Division’s Volunteer of the Year Award was presented to Kevin Cosgrove, Esq. of Hunton & Williams LLP.

The Hampton Roads Chamber is led by a diverse group of dedicated business and professional leaders in many industries from throughout Hampton Roads. We would like to recognize them for their leadership in guiding the Chamber.

## 2010 REGIONAL EXECUTIVE COMMITTEE

### **Chair**

H. Nelson Adcock, Jr.  
GeoEnvironmental Resources, Inc.

### **Chair-Elect**

Nancy Bagranoff, D.B.A.  
Old Dominion University

### **Treasurer**

David Durham  
SunTrust Bank

### **Immediate Past Chair**

Robert M. Boyd  
BB&T

### **President & CEO**

John A. Hornbeck, Jr., CCE  
Hampton Roads Chamber of Commerce

### **Vice Chair, Marketing & Communications**

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**

Marino Santarelli  
Wachovia, A Wells Fargo Company

### **Vice Chair, At Large**

Susan R. 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. "Shep" 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

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HAMPTON ROADS  
**CHAMBER**  
OF COMMERCE  
IN BUSINESS SINCE 1801

STRATEGIC PARTNERS

