



4-STAR ACCREDITATION



The Hampton Roads Chamber of Commerce was awarded with 4-star accreditation on December 9, 2015 by the United States Chamber of Commerce for its sound policies, effective organizational procedures, and positive impact on the community.

The U.S. Chamber of Commerce Accreditation is the only national program that recognizes chambers for their achievement of effective organizational standards and community impact. In order to receive accreditation, a chamber must meet the highest standards in their operations, programs, and financial management, including areas of governance, government affairs, and technology. Of the 7,022 local and regional chambers in the United States, only 213 are 4-star accredited which puts the Hampton Roads Chamber of Commerce among the elite chambers in the top 3% in the nation.

GENERAL ASSEMBLY

The Virginia General Assembly concluded their 60 day session on March 12th in Richmond, VA. The Hampton Roads Chamber of Commerce Governmental Affairs team worked hard for the Hampton Roads Community on lobbying bills, meeting with Senators and Delegates, speaking to various committees, and being the voice for the business community. The Hampton Roads Chamber of Commerce is the Region's premier business organization and we help businesses succeed, drive economic growth and enhance the quality of life of our community's residents. We stand behind initiatives and bills that will benefit the businesses in our communities.



GOVirginia

The Hampton Roads Chamber of Commerce is a proud partner of GO Virginia (www.govirginia.org). GO Virginia is a bipartisan grassroots initiative to provide state incentives for private-sector focused collaboration and innovation in all regions of the Commonwealth. The Hampton Roads area, consisting of seven dominate cities, is a perfect example of regional collaboration. Together we help businesses succeed, drive regional economic growth, and enhance the quality of life for our community's residents. GO Virginia would allow local governments and regional entities to collaborate in identifying strategic opportunities, identifying skill gaps, and mobilizing public and private resources, all of these will support growth and attract new investments in our area. These initiatives would boost entrepreneurship, expand exports, help with education and training of employee needs, improve the tax and regulatory climate, and create conditions where small and large businesses can grow and create jobs.



The Hampton Roads Chamber of Commerce State of the City Series kicked off this year with Virginia Beach Mayor Will Sessoms on February 11 at the Virginia Beach Convention Center. There were 1,300 business leaders and community leaders in the audience making the 2016 Virginia Beach State of the City, the largest State of the City in the history of Hampton Roads! Connectivity was the main topic in the Mayor's speech. Making strong connections to create opportunities for local businesses to grow and succeed, creating innovations and breakthroughs to attract new businesses to Virginia Beach, and improving the quality of life for residents are the main goals for the city of Virginia Beach in 2016.

Mayor Paul Fraim of Norfolk gave his last State of the City speech to the 1,100 business leaders and community leaders on March 18th at the Norfolk Waterside Marriott. Mayor Fraim reported on exciting new businesses opening in Norfolk and new residential developments that will be breaking ground. He also spoke on important initiatives that the city of Norfolk is taking and the quality of life improvements that will help position Norfolk for a successful future.

Chesapeake State of the City is next and will be held on Wednesday, March 23 at the Chesapeake Conference Center with Mayor Alan Krasnoff. Portsmouth State of the City with Mayor Kenny Wright is on Wednesday, April 13 at the Renaissance Portsmouth-Norfolk Waterfront Hotel and The Suffolk State of the City will be on Tuesday, May 10th at the Hilton Garden Inn Suffolk Riverfront Hotel & Conference Center with Mayor Linda Johnson.

UPCOMING

EVENTS

Chesapeake State of the City
 March 23, 2016

Chamber Leadership Series
 Governor Terry McAuliffe
 April 7, 2016

Portsmouth State of the City
 April 13, 2016

Hampton Roads Sports Commission Corporate Challenge
 April 19-23, 2016

Chamber Education Series
 "How to Get Your Story to the Media"
 April 19, 2016

Valor Awards
 April 22, 2016

Suffolk State of the City
 May 10, 2016

Chamber Education Series
 "Using Your Dreams to Build Your Success"
 May 17, 2016

Military Recognition Reception - VB
 May 18, 2016

Beach Bash
 June 2, 2016

LEAD Hampton Roads Bravo!
 June 3, 2016

Chamber Golf Outing
 June 16, 2016

Chamber Education Series:
 "The Cloud"
 June 21, 2016



The Chamber Education Series kicked off in January with an address from both Dr. Chad, founder and lead doctor of Planet Wellness and Carletta Waddler, Vice President of Talent Curve. Dr. Chad focused on stress with the topic, "Minimize Your Stress, Maximize Your Longevity". He addressed various types of stress and offered solutions and tips to best eliminate, manage and prevent these types of stress. While Waddler graced our series with her presentation on "The Future Workplace Is Now... Is Your Business Ready?". Waddler touched on important aspects of coaching millennial leaders and advised baby boomers not to be handicapped by these changes, but to adapt and become literate in the new technologies.

In February, the Chamber was delighted to host Executive Vice President Paul Ariola of Dale Carnegie Training where he focused on building a better relationship between top management and their employees.

Be sure to take note of the upcoming topics in the series and contact Ebony Coleman to reserve your spot at ecoleman@hrccva.com.

CONTACT

NEW MEMBERS

Charlotte:

Total Integrity Solutions

Chesapeake:

Compassionate Care Hospice
Stanley Convergent Security Solutions
Dominion Dental Services
Bonnie Brunton - The Real Estate Group
Stay at Home Personal Care
American Diabetes Assoc.
Elysian Wellness & Day Spa
Jerod A Wilson, Realtor
Crucio, Inc.
The Look Salon & Day Spa
American Nationwide Mortgage Company
Krispy Kreme Doughnut Corporation
Skin Renaissance
Hampton:
Willow Beach Real Estate

Highland:

Sprint Hampton Roads

Irvington:

The Tides Inn

Newport News:

The Cove Tavern
Empowered Management Consultancy
EVB

Norfolk:

Connect Hearing
Creations by Tiffeny
Harbor's Edge Norfolk
IDShield/LegalShield-Marco Vaughn
Leadership Management Institute LMI
Norfolk Marine Company
ODU Procurement Assistance
Sandler Sales Institute
Special Occasion Arrangements
by Tomicka
The Art Bar LLC
Virginia Community Capital (VCC)

Portsmouth:

Absolute Stone Design
Churchland House Retirement Residence

Raleigh:

Advance Auto Parts

Suffolk:

Meadowbrook Memorial &
Cremation Gardens

Virginia Beach:

900 Acqua Apartments
Ant Control, LLC
Axis Global Enterprises
Berkshire Hathaway Home Services
Towne Realty
Beth Sholom Village
Childcare Network
Common Courtesy Hampton Roads, LLC
Creed Realty: Pro-Coastal VA
East Coast Logistics (SEKO Logistics)
Elizur International, Inc
Joe Camarda (AtCoastal Real Estate Agent)
Kiddie Academy
The Language Group
MBH Capital, LLC
Mitchell Pest Services
Monkee's of Virginia Beach
MS Consultants, LLC
S. B. Ballard Construction Company
Sorenson Community Interpreting Service
Sunrise Behavioral Health
Topgolf
University of Phoenix-Virginia Beach
Wellness Wisdom with Whitney
The Westin Virginia Beach Town Center

Williamsburg:

Wilson Law, PLC

MEMBERSHIP

The Hampton Roads Chamber of Commerce is on the move! Our new Tiered Membership program offers YOU, our members, the option to choose from a wide variety of resources at different membership levels. The value and benefit of membership builds with each tier.

This program communicates a consistent message: that the Chamber is dedicated to helping businesses of all sizes grow and prosper. Rather than requiring businesses to buy into a "cookie-cutter" membership, the tiered system allows companies to invest in a level that best suits their needs. Our new program clearly outlines the list of benefits and resources a company receives in each tier, showing a direct benefit for each level of membership. Through this outline, companies are well-informed about what the Chamber has to offer. Members always have access to additional benefits through affordable membership upgrades, advertising opportunities (such as website banner advertisement) and event sponsorship.

A Great Starting Point! To help understand the Chamber's offerings, we have created a very informative starting point with our **Membership 101** class. All new and prospective members are encouraged to attend this quarterly session, where we will personally help you navigate your Chamber benefits and help you make a plan for a successful, rewarding membership experience.

Networking opportunities! Because we want to support you in growing your business, we provide many ways to connect with others! Frequency and engagement is key in making the most of your Chamber membership.

- >> Coffee & Connections
Mix & Mingle
Morning Connects

Membership has its perks! Chamber membership is a proven component to a business plan that will help grow your business. Join the nearly 6,000 individuals who benefit from the Chamber's programs, networking and marketing opportunities, advocacy, and resources throughout the year.

Grow Your Business in 2016! Plan on attending or becoming an exhibitor at one or all of the events below to demonstrate your latest product or service to the business community. These events promote local businesses and encourage corporate networking.

- >> **Spring B2B Expo Chesapeake**
April 28th
- Suffolk B2B Expo**
May 25th
- Mega Mixer Virginia Beach**
October 25th

Visit our website often! Check out our events page on our website HamptonRoadsChamber.com and make plans to GROW!!!!

ANNUAL MEETING



Governor L. Douglas Wilder, the country's first elected African American Governor gave a keynote address at the Hampton Roads Chamber of Commerce 31st Annual Meeting on December 9th, 2015 at the Virginia Beach Convention Center. Governor Wilder led the Commonwealth of Virginia from 1990-1994. He spoke about the acclaim for his fiscal management and balancing the state budget during challenging economic times. He still takes pride in Virginia's ranking by Financial World magazine as the best managed state in the United States for two back-to-back years under his administration. Governor Wilder also touched base on how he believes the American people need to be made part of the partnership of the government and how money and politics play an essential role in this nation. After the former Governor's remarks, 2015 Chair, Joe Witt passed the Chamber gavel to the new 2016 Chair, Shepelle Watkins-White, formally installing the new officers and regional board, as well as division boards.

Fowler Creef Anders Group



Michael J. Fowler, CFP®

First Vice President - Wealth Management
Wealth Management Advisor
757.446.4028 • mike.fowler@ml.com

Merrill Lynch

999 Waterside Drive
Suite 1100
Norfolk, VA 23510
fa.ml.com/fcawmg

Jennifer S. Anders, CFP®

Assistant Vice President
Senior Financial Advisor
Senior Portfolio Advisor
757.446.4006 • jennifer.anders@ml.com



Life's better when we're connected®

Merrill Lynch Wealth Management makes available products and services offered by Merrill Lynch, Pierce, Fenner & Smith Incorporated, a registered broker-dealer and Member SIPC, and other subsidiaries of Bank of America Corporation.

Investment products: **Are Not FDIC Insured** **Are Not Bank Guaranteed** **May Lose Value**

The Bull Symbol, Life's better when we're connected and Merrill Lynch are trademarks of Bank of America Corporation.

Certified Financial Planner Board of Standards Inc. owns the certification marks CFP®, CERTIFIED FINANCIAL PLANNER™ and CFP® in the U.S.

© 2016 Bank of America Corporation. All rights reserved.

ARQJ54V | AD-01-16-8899 | 470944PM-1215 | 01/2016



LEAD Hampton Roads Class of 2016 Visits the General Assembly

The members of the LEAD Hampton Roads Class of 2016 joined business leaders from across the Commonwealth at the Virginia Chamber's Annual Chamber Day at the Capital on January 27. The Class of 2016, consisting of 50 participants, was the largest regional group from across the Commonwealth and engaged in conversations with statewide business and political leaders, including a visit with Governor McAuliffe. The annual visit is part of the LEAD Hampton Roads Signature Program's 10-month curriculum. Nominations for the Class of 2017 are currently being accepted.



LEAD Hampton Roads Announces the 2016 First Citizen of Hampton Roads: Congressman Scott Rigell

The First Citizen of Hampton Roads award is presented annually by LEAD Hampton Roads in order to celebrate an inspirational leader who promotes, through vision and action, a strong and vibrant Hampton Roads. The Honorable Scott Rigell, a graduate of the LEAD Class of 1993, has been chosen as the 2016 First Citizen of Hampton Roads. Congressman Rigell will be honored for his commitment to building productive collaborations across traditional boundaries that have strengthened the long-term prosperity of our region, the Commonwealth and the nation. The award will be presented to Congressman Rigell at BRAVO! on the evening of June 3rd.



SMALL BUSINESS DEVELOPMENT CENTER



Following on the success of its first Mentor-Protégé program, the Small Business Development Center of Hampton Roads and the Hampton Roads Chamber of Commerce are in the process of recruiting members for the second class which will start on the 25th of March.



A BUSINESS MENTORSHIP PROGRAM

PROPEL is a structured education, counseling, mentoring and peer to peer counseling program which is designed for existing business owners who are looking for ways to grow their businesses. The ideal candidate for the program is an owner who has been in operation for at least two years and who has sales in the \$75,000 to \$100,000 range.

Participants will go through a 7-week "Boot Camp" which consists of one half-day class per week. The purpose of this class is to bring everyone up to a common level of knowledge as well as allow participants to conduct peer-to-peer counseling with one another. Upon completion of the Boot Camp, the Protégés are introduced to their respective mentors and they will then participate in a two-year mentorship program, meeting with their mentors for two hours on a monthly basis.

"The Mentorship aspect is where the program delivers the majority of its value. Protégés are partnered with mentors who have achieved success in their respective businesses," states Jim Carroll, the executive director of the Small Business Development Center. "By being able to reach out and partner with the Entrepreneur Organization and other successful entrepreneurs gives the program participants access to a depth of knowledge and experience that is absolutely priceless."

The cost for the program is \$400 which covers the boot camp, the counseling and mentorship programs and all materials as well as attending and being recognized at the Chamber's annual Small Business of the Year Awards Luncheon.

For more information please contact either Zack Miller at HATCH, zack@stuartwithhatch.com or Jim Carroll at Hampton Roads Chamber of Commerce, jcarroll@hrccva.com or visit hrsfdc.org

CLASS SCHEDULE:

- >> **Cash Flow Principles**
March 25th 9:00am
- >> **Building Revenue**
April 1st 9:00am
- >> **Sales Training + Business Development Principles**
April 8th 9:00am
- >> **Marketing Training**
April 15th 9:00am
- >> **Practicing Economic Inclusion for Growth**
April 22nd 9:00am
- >> **Disc Personality & How to Fascinate Testing**
April 29th 9:00am
- >> **How to be a Good Protege**
May 6th 9:00am



Young Professionals of the Hampton Roads Chamber of Commerce

THRIVE is so grateful for the support it received in its inaugural year. In July, THRIVE kicked off the fun with over 200 young professionals at its first event and within six months, over 1,100 young professionals in Hampton Roads joined THRIVE with a mission to invest in their careers and community.

In 2016, THRIVE will be focusing on two goals: growth and impact. THRIVE's tremendous growth since July only represents a fraction of the young professionals in this region. In less than ten years, approximately 75% of the workforce will be made up of Millennials. Through collaboration and strategic efforts, young professionals can leverage their numbers to create an impact in their community.



THRIVE can provide an avenue to achieve that impact. Through the various events planned for 2016 and strategic goals, THRIVE will continue to grow and impact the region.

To learn more and to join this dynamic group go to www.ypthrive.org.

STRATEGIC PARTNERS

Strategic Partners are members who invest the greatest through membership dues, sponsorships and/or advertising in support of Chamber programs and services. We'd like to introduce you to members that have stepped up as new Strategic Partners in 2016.



CLARK NEXSEN

Founded in 1920, Clark Nexsen is a U.S. based architecture and engineering firm with complementary expertise in planning, interior design, and landscape architecture. Clark Nexsen is ranked in the Top 20 Architecture/Engineering firms by Building Design + Construction and has been named to the prestigious Architect 50 by Architect magazine for the past four consecutive years. Headquartered in Virginia Beach, Virginia, Clark Nexsen has 450 employees in 10 offices located in Virginia, North Carolina, Georgia, Texas, and Washington, D.C. With an established reputation for design excellence, we have been honored to receive more than 50 AIA Design Awards in the last decade. Learn more at clarknexsen.com



Farm Fresh Food & Pharmacy® was founded in 1957 as a neighborhood grocery store providing world class customer service. From the very beginning, community involvement has been an important part of Farm Fresh. Farm Fresh currently operates 41 stores in Hampton Roads, Franklin and Richmond, Virginia, and Elizabeth City, North Carolina. Farm Fresh headquarters are located in Virginia Beach. The company is a wholly owned subsidiary of Minnesota-based SuperValu. For more information, visit www.farmfreshsupermarkets.com

Kroger operates nine stores in the Hampton Roads area. The Mid-Atlantic Division operates a total of 120 stores, 115 pharmacies and 81 fuel centers in Virginia, West Virginia, North Carolina and the eastern portions of Tennessee, Kentucky and Ohio. Headquartered in Roanoke, the Mid-Atlantic Division is dedicated to making a difference in the communities it serves by supporting hunger relief, women's health, our troops and their families, and local schools and grassroots organizations. Kroger is also a strong supporter of the Salvation Army, American Red Cross and organizations that promote the advancement of women and minorities. In 2013, Kroger's Mid-Atlantic Division contributed nearly \$13 million to communities served. Fortune magazine named Kroger the "most generous company in America." For more information, visit kroger.com



OFFICERS:
Shepelle Watkins-White, Chair
Tom Winborne, Chair-Elect
Sharon Fanto, Treasurer
Bryan K. Stephens, President & CEO

CONNECT WITH THE CHAMBER ON THE WEB

- facebook.com/Chamber757
- twitter.com/Chamber757
- linkedin.com/HamptonRoadsChamberofCommerce
- instagram/Chamber757

Visit us at: www.HamptonRoadsChamber.com

To advertise, call 757-664-2503.

THE HAMPTON ROADS CHAMBER OF COMMERCE IS A NOT-FOR-PROFIT 501(C)(6) MEMBERSHIP ORGANIZATION.



The Hampton Roads Sports Commission (HRSC) is thrilled to announce its innovative and original event, the 2016 Hampton Roads Corporate Challenge, slated to take place April 19– 23, 2016 in Chesapeake, Norfolk, and Virginia Beach. The Corporate Challenge is designed to give businesses of the Hampton Roads area a chance to compete against one another in a fun, competitive and exciting environment! This event will increase employee engagement, improve office morale, focus on health/wellness and provide an opportunity for networking in a fun way.



Companies will have a chance to compete in eight separate and diverse team building sports:

- > BOWLING
- > CORNHOLE
- > GOLF
- > KICKBALL
- > ROPES COURSE
- > TUG-OF-WAR
- > 5K RUN
- > 3V3 BASKETBALL

There is an event that appeals to EVERYONE in the office. Each event price will vary depending on the type of event and the number of participants on the team. Along with a trophy and bragging rights, the top three overall winning teams will receive money towards the charity of their choice.

If companies cannot field a team, but still want to be involved, be sure to check out the sponsorship packages. Sponsorships range from \$250 - \$10,000 and the HRSC can customize them to best fit your company's needs.

If you think your company is up for the challenge, please visit our website for more information and to register:

hamptonroadssports.org/corporatechallenge

Contact Info:

Lauren Bland, Executive Director
 Email: lbland@hrccva.com
 Phone: 757-664-2576

Mollie Robertson, Event Manager
 Email: mrobertson@hrccva.com
 Phone: 757-664-2573

hamptonroadssports.org