



Congratulations to Amanda Gant (left) and Sheila Clendenning (right), who recently graduated from the Virginia Association of Chamber of Commerce Executives two-year institute!



**Sandy Sekeet**  
757.664.2530  
ssekeet@hrcvca.com  
Sandy has been named the Chamber's new Director of Membership. She has extensive experience in hotel sales management and at the Norfolk Convention and Visitors Bureau.

**Welcome New Members**  
For the most current member directory, visit [HamptonRoadsChamber.com](http://HamptonRoadsChamber.com)

- March**
- Affordable Landscapes & Irrigation
  - American Systems
  - Beach Eye Care
  - Candlewood Suites Norfolk Airport
  - Centerbrooke Seniors LC
  - CenterPoint Properties
  - Cherry's Cleaning Service
  - Davenport & Co. LLC
  - Dover Downs Hotel & Casino
  - Exhibit Marketing Solutions
  - getRightThere
  - Ghent Village Apartments
  - Monarch Mortgage
  - Networking Technologies and Support, Inc.
  - Operation Blessing International
  - Pilot Direct
  - Precision Printing
  - Remedy Intelligent Staffing Services
  - Scenic View Landscape
  - The Bowen Group
  - Tiffany Dennis w/Long & Foster Realtors
  - V-Power LLC
  - VSD, LLC
  - Whitney, Bradley & Brown Inc.
- April**
- Ameriprise Financial
  - AT&T
  - Atrium Resort
  - Beach Funeral Services, Inc.
  - Buffalo Wild Wings Bar & Grille
  - Center for Coaching and Conflict Management
  - Challenge Constructors, Inc.
  - Coco's Cupcakery
  - Endurance Network Services
  - Exotic Home
  - HD Tees, LLC
  - Interiors by Decorating Den
  - Jennifer Hoffman, Liberty Mutual
  - Kellam Mechanical
  - Madison Jewelers
  - Merchant's Tire
  - Morningstar Mini-Storage
  - Newport News Williamsburg Int'l Airport
  - Ocean Sands Resort
  - Omni Financial of Virginia
  - Powerhouse Advertising
  - Reynolds, Smith, and Hills, Inc
  - Sherry Goumenis, Liberty Mutual
  - The Grammer Man
  - The Kelly Company Professional Services LLC
  - The Pet Guardian
  - Tidewater Linen
  - Tornado Business Solutions
  - VA Mortgage Center.com
  - Welcome Home Realtors

**HAMPTON ROADS** Chamber of Commerce  
Thrive in a competitive world.

Spring 2009 Vol. 9, Issue 3  
**CONTACT**

**Hampton Roads Chamber and FedEx Bring New Savings to Chamber Members**

These days, every dollar counts, and the Hampton Roads Chamber of Commerce is pleased to announce a new exclusive member benefit to help members save up to 26 percent more through the FedEx Advantage® Program. As a Chamber member, you are eligible for special member benefits to help you save money on the products and services you need – including special discounts on select FedEx® and FedEx Office™ services.

Service	FedEx Rate <sup>1</sup>	Member Discount <sup>2</sup>	Your Rate
FedEx® Envelope shipped via FedEx Priority Overnight®	\$16.15	26%	\$11.95
2-lb. FedEx® Pak shipped via FedEx Standard Overnight®	\$40.75	20%	\$32.60
35-lb. package shipped via FedEx Ground®	\$10.26	12%	\$9.03
25 presentations printed at FedEx Office <sup>SM</sup>	\$37.50	20%	\$30.00

<sup>1</sup> FedEx® delivery service in Zone 2 (shipments 0-150 miles from origin to destination anywhere in the contiguous U.S.) or Zone A (international). FedEx Ground discounts may apply to out-bound shipments only.  
<sup>2</sup> Shipping discounts are exclusive of any FedEx surcharges, premiums or special handling fees and are not available to package consolidators. Eligibility for discounts subject to FedEx credit approval. FedEx First Overnight®, FedEx SameDay®, FedEx® International Next Flight, FedEx International First®, FedEx International Priority DirectDistribution®, FedEx® 10kg Box, FedEx® 25kg Box and FedEx International MailService® not included. Eligible services subject to change. Base discounts on FedEx Express® are 15%-21%. An additional 5% discount is available for eligible FedEx Express® shipments when you ship online at fedex.com. For details on the FedEx Money-Back Guarantee, see Service Info at fedex.com. Discounts are subject to change. The FedEx Ground money-back guarantee applies to deliveries within the U.S. For details see the FedEx Ground Tariff. ©2009 FedEx.  
<sup>3</sup> FedEx Office example is for 25 presentations (15 pages each presentation, stapled, printed in black & white on 8 1/2" x 11", 24-lb. laser paper); printing costs are based on January 2009 non-metro prices. Actual prices may vary.

Let the FedEx discount program help you save on FedEx services today – here are some sample savings for Chamber members:

**Sign up now to start saving on FedEx services – it's free.** To create a new FedEx account or enroll your existing account in the discount program, go to [www.chambermemberbenefits.com/fedex](http://www.chambermemberbenefits.com/fedex) or call 1.877.569.8040.



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**Did you Know?** The Chamber offers internship opportunities to college students in a variety of areas? College juniors and seniors are encouraged to apply for fall semester internships in communications/marketing, leadership, events, small business, and more by emailing [jpearce@hrcvca.com](mailto:jpearce@hrcvca.com).

**Thanks to our Strategic Partners**

For more information, contact the membership department at 757.664.2504.

**CONTACT**  
Hampton Roads Chamber of Commerce • 420 Bank Street • Norfolk, VA 23510

**HAMPTON ROADS** Chamber of Commerce  
Proud to serve business in America's First Region 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

**How To Contact Us**

<b>Main Number</b> 757.622.2312	<b>Director, Membership</b> Sandy Sekeet 757.664.2530 ssekeet@hrcvca.com	<b>Vice President, Development &amp; Marketing</b> Sarah M. Lampert 757.664.2503 smartin@hrcvca.com	<b>Manager, Communications</b> Joel Pearce 757.664.2531 jpearce@hrcvca.com
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**Visit us at:** [www.hamptonroadschamber.com](http://www.hamptonroadschamber.com) Printed by Progressive Graphics, Inc.

**SMALL BUSINESS OF THE YEAR**

The Chamber's 25th annual Hampton Roads Small Business of the Year award ceremony is coming up on September 24, are you registered? Visit the events tab at [HamptonRoadsChamber.com](http://HamptonRoadsChamber.com) to register or sponsor this signature Chamber event.

The Hampton Roads Top 10 to Watch nominations are open until July 15. Businesses that will be considered must be a South Hampton Roads for-profit emerging business with fewer than 99 employees, in business for five years or less as of 1/1/09 but more than one year, OR should have introduced a new product or entered a new market in the last five years. Email [jpearce@hrcvca.com](mailto:jpearce@hrcvca.com) for a nomination form.

**Chamber Centralization Update**

We are continuing to make progress on our move to 500 East Main Street in Norfolk, and we expect to relocate sometime after September 1. We closed on the sale of our current headquarters at 420 Bank Street in Norfolk in early June, and will rent the building from The Hurrah Players until our move. Additionally, we are finalizing meeting locations in each of the five Southside cities – stay tuned for the official announcement. We are also marketing the sale of our Chesapeake location at 400 Volvo Parkway and have been receiving interest on the building.

A team of Chamber staff members has been meeting regularly to address the operational issues surrounding our new centralized location. We are focusing on how we will continue providing top-level service to our members located throughout Hampton Roads. These issues will be reported to the Chamber's Local Presence Task Force, chaired by Susan Blackman (Willcox & Savage).

At the end of the day, our goal is to restructure the Chamber into an organization that the business community will continue to be proud to call their own. For more information, please contact Chamber President & CEO Jack Hornbeck, CCE at [jhornbeck@hrcvca.com](mailto:jhornbeck@hrcvca.com).



## Congressional Issues Luncheon

Continuing to advocate for business related issues at many levels of government, the Chamber convened all four of Hampton Roads' House representatives at the Congressional Issues Luncheon on May 27. More than 250 members and regional leaders had the opportunity to discuss issues of national security, defense spending and strategies, health insurance, Card Check, small business taxes, and other important business-related issues with the Congressmen. Thanks to Presenting Sponsor KITCO Fiber Optics and Media Sponsor Cox Communications.

Co-presenter the Hampton Roads Business PAC (HRBizPAC) is recruiting members to serve as Trustees. The HRBizPAC is a bi-partisan committee



From left, Congressman Randy Forbes, Congressman Glenn Nye, HRBizPAC Chair Shep Miller, Congressman Bobby Scott, and Congressman Rob Wittman discuss business issues

that provides Chamber members and others the opportunity to pool resources to influence public policy. This year, the HRBizPAC will be involved in the 2009 Virginia elections through candidate

debates/forums, endorsing candidates, and disseminating helpful information. For more information, contact Candace Reid creid@hrccva.com or 757.664.2572.

## Expert Voice

By Carolyn S. Brown,  
District Manager  
Social Security Administration,  
Virginia Beach District Office

Did you know that you can apply for Social Security retirement benefits online? Not sure whether you're ready for retirement? The Social Security Administration (SSA) can help you plan ahead with online benefit planners, including the online Retirement Estimator. This Estimator provides get quick and accurate estimates of retirement benefits based on different scenarios. And you can apply for disability benefits online. You even can apply for help to pay the costs of the Medicare prescription drug program.

Information on retirement, survivors, disability, Supplemental Security Income, and Medicare are easily accessible on Social Security's homepage. But the website offers much more. The site allows you to discover the wider Social Security program.

First, familiarize yourself with their publications, which explain all of SSA's programs. One of their newest publications is a fact sheet that explains the new retirement estimator — found at the Forms and Publications link from the homepage. There, you'll find publications on all the relevant subjects including information about Social Security cards, Social Security numbers, and how Social Security affects women. Moreover, dozens of publications are available in 15 languages.

If you have a question that you can't find answered in the publications, click "Questions?" for the most frequently asked questions and answers.

Spend some time at  
[www.socialsecurity.gov](http://www.socialsecurity.gov).  
You'll be pleasantly surprised  
at all you can discover there.



## Sync757 Emerging as Premier Young Professionals Group

With Sync757 membership at a record 240 young professionals, it is gaining steam as the premier emerging leaders and young professionals organization in the region. Sync757 members recently had the exclusive opportunity to meet with Virginian-Pilot President & Publisher Maurice Jones (below) at the most recent Mentor757 lunch. Sync757 is recruiting mentors for the Mentor757 program, which puts CEOs in conversation with young professionals on topics of success, responsibility, and what keeps them up at night. Contact Sharon Dail at sdail@hrccva.com or 757.664.2501 for more information and available dates.

Sync757 has also rolled out its newest event series, "Last Fridays," a chance for Sync757 members to have a casual gathering to unwind, network, and socialize at local establishments. Sync757 drink and food specials are offered at each event.



Contact Desiree Ellison at dellison@hrccva.com for more information.



## '09 Campaign Moves to 51%, Hosts Local Sports Personalities

The 10th annual Sustainable Resources Campaign — the Campaign of Champions — has had an amazing start this year, hitting the 50 percent mark before the halfway point of the campaign. The campaign has raised \$402,896 as of press deadlines, with several volunteers already earning a trip to the Dominican Republic.

The SRC is a team sport. Team volunteers enlist new Chamber members, generate program and event sponsorships, sell advertising in our publications, and raise awareness of the Chamber's mission throughout the region.

2009 Chair Dave Durham (SunTrust Bank) leads the effort. "This year we have lots of enthusiasm, strong teams, great challenges, and enticing rewards. There have been great turnouts for the pep rallies, and we have plenty more to go."

So far this year, Hampton Roads sports personalities have been featured at the SRC pep rallies, including Old Dominion University head basketball coach Blaine Taylor, Old Dominion University head football coach Bobby Wilder, and the Norfolk Tides' General Manager Dave Rosenfeld and Manager Gary Allenson.



Norfolk Tides Manager Gary Allenson pumps up the SRC teams at a recent Pep Rally

For more information on this year's SRC,  
contact Sarah Martin Lampert at smartin@hrccva.com or 757.664.2503.



## Chamber Unveils New Networking Program

The strongest referrals you can get are from someone who knows you personally. These people have the confidence to refer you to their friends, family, and closest associates. Needless to say, you don't get this kind of referral with only a business card. You get these referrals from someone with whom you have a personal connection.

These are the kind of referrals the Chamber wants you to be able to get on a regular basis. That's why we have introduced a new Chamber program called **Connect 4 Lunch**.

Each week, Connect 4 Lunch will let you spend an hour or more over lunch with three different Chamber members to make personal connections, build trust, swap referrals, and learn about each other's businesses. During the course of a year, you can make connections with up to 100 different Chamber members!

Here's how the program works. On Wednesday of each week, you'll get an email asking if you'd like to go to lunch on a specific day in the following week. If yes, you'll be notified the next Monday with the name of the restaurant, a map, and the names of the three Chamber members you'll be having lunch with. On the day of your lunch, all you have to do is show up at the restaurant. The reservation will be made for you.

In June, every Chamber member will receive information about their complimentary introductory period. During these eight weeks, you will have four opportunities to try Connect 4 Lunch for free (you will pay for your meals).

At the end of the eight weeks — or after you've gone to lunch four times — you can continue for the nominal fee of only \$9.95 for two times a month or \$17.95 for four times a month.

To learn more, go to [www.connect4lunch.com/hrccva](http://www.connect4lunch.com/hrccva) or contact Sandy Sekeet at [ssekeet@hrccva.com](mailto:ssekeet@hrccva.com) or 757.664.2530.

## The Game of Business:

## Chamber Edition

## Networking

### ATTEND BUSINESS AFTER HOURS

Pick up new leads at the Chamber's networking events. Membership in the Hampton Roads Chamber of Commerce can help your business be more profitable by giving you access to more than 14,250 business professionals at more than 150 Chamber events each year. Mingle at the monthly Business After Hours and Morning Schmooze events, or cast a wider net at large signature Chamber events like the annual Seafood Outing or State of the City Series. Visit the Events tab at [HamptonRoadsChamber.com](http://HamptonRoadsChamber.com) for more information.



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**Hurricane season is upon us, is your business prepared? Visit the News section at [HamptonRoadsChamber.com](http://HamptonRoadsChamber.com) for tips to get prepared.**