

2009 **ANNUAL** REPORT

HAMPTON ROADS
CHAMBER
OF COMMERCE
IN BUSINESS SINCE 1801

MESSAGE FROM THE CHAIR



Robert M. Boyd
Chair

It has been an honor and pleasure to serve as Chair of the Hampton Roads Chamber of Commerce. An organization like the Chamber is only as strong as its leadership, so I thank my colleagues on the Chamber's Regional Executive Committee and each of the Chamber's Boards of Directors for their time and wisdom that made this year successful. I'd also like to thank the Chamber's President & CEO, Jack Hornbeck, and his hardworking staff.

This year has been a difficult one, and the business community has faced many economic challenges. The Chamber's leadership has moved forward with tough decisions which were designed to better prepare the organization for the future.

The process of centralizing the Chamber's five offices into one location became a reality in October. This allows the Chamber to operate more efficiently. The Chamber's new location at 500 East Main Street in downtown Norfolk offers a professional state-of-the-art space which means better service to our members.

During these tough economic times, the Chamber's voice for business, both large and small, has never been more important. Your Chamber is representing your business interests daily in the public policy arena. For example, we worked diligently with a broad based business coalition to retain millions of dollars in "dealer discount" fees that support the private sector's cost of collecting state sales taxes. The Chamber's opposition to the "Homestead Exemption" ultimately led to the defeat of this proposed constitutional amendment that shifted a local tax burden of \$1 billion dollars from residential to commercial property. We also continued to represent the legislative interests of the Virginia Peninsula Chamber of Commerce; and in 2010, the Greater Williamsburg Area Chamber & Tourism Alliance.

In 2009, the efforts of the Hampton Roads Business Political Action Committee (HRBizPAC) paid significant dividends. In addition to hosting several high profile forums and special events, the HRBizPAC worked to endorse a bipartisan slate of candidates for Governor, Lt. Governor and the Virginia House of Delegates. The HRBizPAC trustees utilized research information of voting records and an extensive questionnaire on key business issues to make endorsements. All of the candidates endorsed by the HRBizPAC were elected on November 3. These endorsements continue to send a strong message to elected officials that their votes matter and that the business community is engaged and energized in the public policy arena.

The Chamber's Small Business Development Center (SBDC) worked tirelessly to assist and develop small businesses throughout the region, counseling more than 500 small business owners and generating more than \$9.7 million in local economic impact.

I am proud of what we have accomplished together and humbled to have served with an amazing group of volunteers. In 2010, under the able guidance of Nelson Adcock (GeoEnvironmental Resources, Inc.), we will meet the challenges of the future.

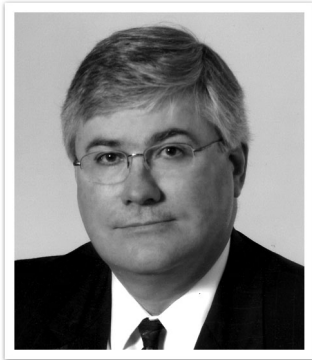
Best Regards,

A handwritten signature in cursive script that reads "Robert M. Boyd". The signature is written in dark ink on a white background.

Robert M. Boyd
Hampton Roads Regional President
BB&T

MESSAGE

FROM THE PRESIDENT & CEO



John A. Hornbeck, Jr., CCE
President & CEO

This year has been an unprecedented year of challenge and change. However, the Hampton Roads Chamber of Commerce is better poised to help you and your business succeed. At the end of the day, a united business community can make a difference.

The roots of the Hampton Roads Chamber of Commerce go back to the very early days of the chamber movement in this country when, in March 1801, a group of Virginians met in Norfolk's Exchange Coffee House to establish the guidelines for the formation of the city's Chamber of Commerce.

Twenty-five years ago marked a strategic landmark in our efforts to better serve our members and our communities. With the merger of the Norfolk, Portsmouth, Suffolk, Chesapeake and Virginia Beach Chambers, we became the Hampton Roads Chamber of Commerce and have grown into the pre-eminent regional voice of business.

This year, the Chamber marked another significant milestone in its history. In an effort to better provide programs and services to you, our members, in the most efficient and cost effective manner, the Chamber centralized its offices. We are proud to serve nearly 2,000 members representing more than 225,000 working men and women from our new headquarters at 500 East Main Street, Suite 700 in downtown Norfolk.

In this report, you can read about many of our 2009 achievements, like our Small Business Development Center's enormously positive impact on the community, the launching of new networking events, victories in our advocacy efforts, and record-setting event attendance numbers.

This year, we continued implementation of our five-year strategic plan, which has proven to be an outstanding "road map" for guiding Chamber volunteers and staff in achieving our goals to benefit you, our members. The following report summarizes our efforts and accomplishments during this past year outlined by the goals of the strategic plan.

The Chamber has many dedicated volunteers, but I would like to specifically thank our leadership. Our 2009 Chair Robert M. Boyd (BB&T) guided the Chamber with his visionary leadership skills, and is a great asset to Hampton Roads. Nelson Adcock (GeoEnvironmental Resources, Inc.) will serve as the 2010 Chair, and he will be supported by an excellent team of volunteers.

We have achieved much together in 2009, and we look forward to continuing to serve you in 2010. Many thanks for your support of the Chamber.

Sincerely,

A handwritten signature in black ink, appearing to read "John A. Hornbeck, Jr.", written in a cursive style.

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

OUR MISSION

As a 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.

VALUE PROPOSITION

The value proposition refers to the benefits that members receive with the Hampton Roads Chamber of Commerce.

Expand Your Business Network

The Chamber holds more than 125 networking opportunities each year that connect you to over 13,000 business leaders. You can mingle at the monthly Business After Hours, or cast a wider net at the annual Seafood Outing and State of the City Series.

Increase Your Visibility

Expose your business to the region through members-only marketing and advertising opportunities. The Chamber has several media vehicles you can take advantage of to reach nearly 70,000 people each year. These include newsletters, strategic event sponsorships, website sponsorships, membership directory, and more.

Learn From the Pros at a Fraction of the Cost

From the bi-monthly Business Education Series to one-on-one counseling through the Small Business Development Center, the Chamber offers inexpensive or free educational opportunities to grow your business. Since 1990, the SBDC has assisted more than 9,400 clients, generating \$212 million in capital investments and increased sales and more than 3,300 jobs created or saved. The Business Education Series has attracted over 1,600 attendees at more than 75 sessions since 2006.

Your Membership Pays for Itself

As a Chamber member, you can save significantly by using a host of exclusive member benefits like value-added health insurance, merchant-services, OfficeMax and FedEx discounts, business communication, and more. Chamber members who take advantage of these discounts can save up to \$1,353 annually.

Join the Most Powerful Voice of Local Business

The Hampton Roads Chamber, in partnership with the Greater Williamsburg Chamber & Tourism Alliance and Virginia Peninsula Chamber, promotes pro-business policies in local and state government, advocating for a variety of business-related issues on behalf of 5,867 businesses representing nearly 500,000 working men and women in Hampton Roads.

// GOAL

PROVIDE VALUE-ADDED PROGRAMS AND SERVICES TO MEMBERS TO SUPPORT AND EXPAND THEIR BUSINESS.



The Chamber's Strategic Plan was developed to ensure that we are meeting the needs of our members and the Chamber remains the preeminent regional business organization in Hampton Roads. The Strategic Plan, outlined by the following Goals, comprehensively captures our collective mission, vision, goals and objectives, which drives the success of our Chamber and Board of Directors.

Presented 149 events throughout our five-city service area, attracting 12,837 attendees.

More than 3,250 attended the signature State of the City Series, breaking attendance records. And in October, a record 750 regional leaders attended the 10th annual State of the Region address presented by LEAD Hampton Roads.

In January, the Chamber kicked off a new annual series, The Hampton Roads Business Brief: The Port. Greg Edwards, Director of External Affairs for the Port, provided a presentation to more than 200 business leaders on the vast economic impact the Port has not only on Hampton Roads but also on Virginia.

On May 13, LEAD Hampton Roads (LHR) graduated 51 business leaders from its nine-month program which focuses on progressive leadership practices and group dynamics. Monthly field work and enrichment sessions extend opportunities to experience the region at work behind the scenes, explore innovative solutions pressing issues with the region's decision makers, and hone leadership skills. These 51 graduates now join more than 1,200 LHR alumni. In addition, 18 graduated from LHR's seventh Ignite Chesapeake program, held from May 22-June 19. Ignite Chesapeake focuses on the key areas of civic and corporate life in Chesapeake including quality of life, government, economic development, and community leadership opportunities.

In July, LEAD Hampton Roads launched eXcel, its inaugural youth leadership program. Forty high school juniors and seniors from across the region took part in the week-long program that engaged students in leadership training to help prepare them to be effective future leaders. The experience allowed participants to exchange ideas, opinions, and plans while connecting with and learning from local community, government and business leaders.

The Suffolk Board selected James and Glenda Johnson as the 2009 Farm Family of the Year. The Johnson family, who reside in the Holland area of Suffolk, are the second generation recipients of this program. James' father, Elliot, received the award in 1987. The Chamber has been recognizing leaders in agriculture in Suffolk since 1978.

Launched "Doing Business With" procurement series to help small, woman, and minority owned businesses (SWaM) do business with large businesses. The first event, attended by nearly 150, was "Doing Business With General Contractors" on February 27.

Expanded networking events by launching the Morning Schmooze series and Connect 4 Lunch program. Additionally, the Chamber extended its Speed Networking program.

Hosted several military appreciation events, including the Military Recognition Reception, Virginia Beach Armed Forces Awards and the Military Citizen of the Year. More than 1,750 people attended these events, at which more than 500 members of each of the five branches of the armed forces were recognized.

On May 27, the Chamber and its HRBizPAC hosted a U.S. Congressional Issues Luncheon. Congressmen Randy



Forbes, Glenn Nye, Bobby Scott, and Robert Wittman participated. Additionally, a Roundtable Luncheon with Senator Mark Warner was held on June 19.

Benefit programs saved members nearly \$700,000 this year. Participating members saved an average of \$498. In July, a discounted FedEx shipping program was launched to further enhance membership value.

During the Chesapeake Division's Volunteer Recognition Award ceremony on September 9, the Marian P. Whitehurst Women in Leadership Award was presented to the Honorable Barbara O. Carraway, Treasurer of the city of Chesapeake. Shepelle Watkins-White, attorney with Kaufman & Canoles, received the Chairman's Award and the Volunteer of the Year Award was presented to Marie Ringler, Dale Carnegie Training/Wade Powell & Associates, Inc.

The Chamber's 2009 Outing Series attracted more than 1,324 members to the 56th Annual Seafood Outing, Beach Bash, Spring Fling and Golf Outing.

The Chamber honored Young Family Dentistry, based in Virginia Beach, with the 2009 Small Business of the Year Award. Other 2009 city Small Business of the Year winners were T Solutions, Inc. (Chesapeake), Getem Services Termite Pest Trusted Since 1922 (Norfolk), LMS Medical Supplies (Portsmouth), and 1Foot 2Foot Centre for Foot and Ankle Care (Suffolk). The Verizon Wireless Leadership Award was presented to Wade Powell, President of Dale Carnegie Training/Wade Powell & Associates, Inc.

412 members received training through the Business Education Series, and 1,250 people attended Small Business Development Center of Hampton Roads training events.

The Virginia Beach Division hosted the State of the Schools Luncheon on October 28. Dr. James Merrill, Superintendent, Virginia Beach Public Schools, spoke to more than 100 people about the school system's strengths and challenges.

Utilized voterVOICE 25 times to communicate the Chamber's legislative priorities; educate members on business-related legislation; and encourage support on issues like transportation, card check, health care, and the Homestead Exemption. Through voterVOICE, 347 Chamber members contacted their elected representatives.

Developed and distributed the 2009 Legislative Proposals to Chamber members, the 140-member Virginia General Assembly delegation and key constituents as lead partner with the Virginia Peninsula Chamber of Commerce.

With the active engagement of the Hampton Roads Chamber of Commerce, the General Assembly took action in the 2009 session to save \$80.4 million in "dealer discounts." These discounts are fees that go directly to business for collecting the sales taxes for the Commonwealth.

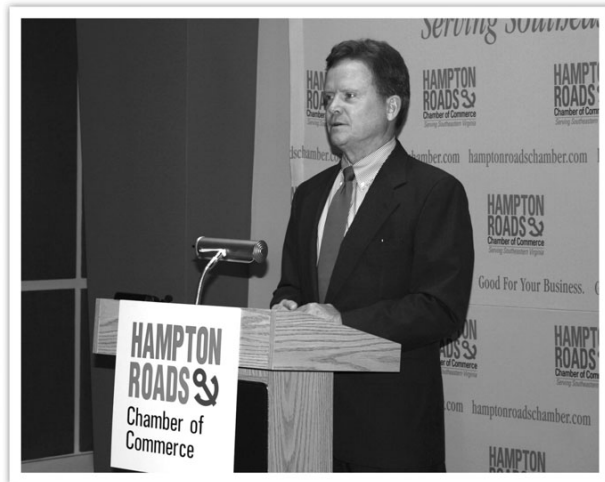
The Chamber joined a coalition of business interests in lobbying against the "Homestead Exemption." Both the Senate and House versions of resolutions authorizing "homestead exemptions" failed to advance from committee. The Chamber opposed HJR686 and SJR333 which would have revived last year's proposed "homestead exemption" in Virginia. The Chamber consistently opposed "homestead exemption" legislation, as it would bring about a shift in the burden of funding local government from residential to business/commercial property owners. A letter was sent to members of the General Assembly noting business opposition.

The Chamber opposed the Employee Free Choice Act (EFCA), also called "card check." If approved by Congress, the

// GOAL

REPRESENT BUSINESS VIEWPOINTS AND INTEREST TO THE PUBLIC SECTOR.

EFCA would dramatically effect the circumstances under which unions are able to organize workers and jeopardize Virginia's status as a "Right to Work" state.



The Chamber's position against receiving federal stimulus money for Virginia's unemployment insurance program was supported during the Virginia General Assembly's Veto Session. The governor's proposed amendments would have provided benefits to former part-time workers who sought part-time work and provided up to 26 weeks of additional benefits to those enrolled in a job training program. These extended benefits would have been permanent. The General Assembly did provide additional assistance for the unemployed and those in danger of losing their health care coverage as well as additional weeks of unemployment coverage.

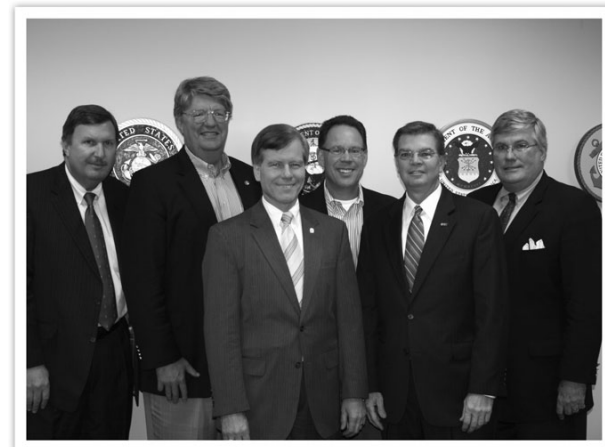
The HRBizPAC hosted a meeting with Senator Jim Webb. He spoke to more than 75 business leaders about his trip in August to Asia, pending Senate legislation, and the economy.

The Chamber supported the construction of a new fixed-span, two-lane toll bridge to replace the former Jordan Bridge. A private firm is expected to begin work on the construction of the replacement of the Jordan Bridge pending final approval by the U.S. Coast Guard.

In May, at the request of Virginia Beach Mayor William Sessoms, the Chamber's Virginia Beach Division Board convened a meeting of the Virginia Beach Roundtable to define business priorities. In July, Jim Flinchum (Bay Capital Advisors), Chair of the Chamber's Virginia Beach Division, presented the views of the Virginia Beach Roundtable to the Virginia Beach City Council.

The Chamber signed on to a U.S. Chamber letter to the U.S. Congress regarding health care reform to support lower health care cost, improving the quality of care, and making sure every American has access to affordable coverage.

In September, a bipartisan slate of candidates was endorsed by the HRBizPAC after careful consideration of incumbent voting records and a review of responses to a comprehensive questionnaire detailing key public policy issues. With one exception in the race for Lt. Governor where a co-endorsement was made, all of the HRBizPAC endorsed candidates were elected on November 3. HRBizPAC endorsed candidates included: Governor - Robert McDonnell; Lt. Governor - Bill Bolling and Jody Wagner; Virginia House of Delegates (Incumbents): Kenneth Alexander (89th District), John Cosgrove (78th District), Sal Iaquinto (84th District), Chris Jones (76th District), Barry Knight (81st District), Paula Miller (87th District), Glen Oder (94th District), Harry Purkey (82nd District), Robert Tata (85th District); Virginia House of Delegates (Challengers): Chris Stolle (83rd District), Ron Villanueva (21st District), and Matthew James (80th District).



The Hampton Roads Transportation Planning Organization held a meeting on October 30, attended by 40 area leaders, to receive information on the development of high-speed rail and intercity passenger rail in our region. The planning group adopted a resolution that contained key elements of a supporting resolution adopted by the Hampton Roads Chamber of Commerce. Specifically, the Hampton Roads Transportation Planning Organization supported: the designation of a "high-speed rail" corridor along the Norfolk Southern/Route 460 corridor designated, ultimately, at speeds of more than 110 MPH and that the intercity rail service along the CSX-I-64 corridor be enhanced and that a Regional High-Speed Rail Task Force be established. The Chamber, has co-hosted passenger rail informational events and continues to meet frequently with elected leadership to refine its regional passenger rail strategy and prepare for upcoming Federal Rail Administration public hearings.

On October 15, the process of approving the construction of a new Midtown Tunnel/Downtown Tunnel improvements/MLK Extension project moved forward with the approval of an interim agreement between Virginia Department of Transportation and the private entity, Elizabeth River Crossings, to advance the design and feasibility studies for the project. This is a milestone for the use of public/private partnership funding, made possible because of the creation of the Commonwealth Public/Private Partnership Act, which was supported by the Hampton Roads Chamber of Commerce.

// GOAL

DEVELOP AND IMPROVE THE ECONOMY IN THE REGION.



Sync757, our young professionals program, grew from 80 members in 2008 to 375 members in 2009. 149 members attended Sync757's four key programs: Mentor757, Connect757, Enrich757, and Rep757. Events included Hot Topics/Cold Sandwiches with Chesapeake Mayor Alan Krasnoff, and Mentor757 lunches with both Maurice Jones, President & Publisher of *The Virginian-Pilot*, and former Virginia Delegate Terrie L. Suit, Director Government Affairs, Williams Mullen.

Counseled more than 500 small business owners through the Chamber's Small Business Development Center of Hampton Roads (SBDC), helping to generate more than \$9.7 million in economic impact, creating 41 new businesses, and saved more than 415 jobs. For more details, visit www.hrsbdc.org.

The Hampton Roads Sports Commission recruited partners to produce the 2010 AAU Junior Olympic Games. The economic impact these games produce is expected to exceed \$47 million.

Partnered in the efforts to help small business owners in Isle of Wight and Southampton Counties and the City of Franklin in the aftermath of the announcement to close the International Paper plant.

In December, launched a new website with improved tools and resources for businesses.

Jim Carroll, Chamber Vice President of Small Business and Executive Director of the Small Business Development Center, moderated two small business lending panels in August, one sponsored by Congressman Bobby Scott and the other sponsored by Congressman Glenn Nye. More than 175 total attendees participated.

// GOAL

BUILD AWARENESS AND SUPPORT OF THE CHAMBER'S MISSION, VALUE, AND ACCOMPLISHMENTS WITH ALL KEY AUDIENCES.

THANK YOU FOR BEING A MEMBER OF THE HAMPTON ROADS CHAMBER OF COMMERCE

Chamber membership pays for itself.

"Since we joined the Chamber in 2005, we have been very active and our membership easily paid for itself several times over within the first couple of months of joining!"

Jason Keller, Signs By Tomorrow Chesapeake, Chamber member since 2005

HAMPTON ROADS
CHAMBER OF COMMERCE
IN BUSINESS SINCE 1883

Look on back to learn how you can receive 2 FREE tickets to any Signature Chamber event in 2010!

The Chamber received 331 media mentions from regional media outlets. The state of the economy, Jordan Bridge project, Small Business Development Center, General Assembly session, headquarters relocation, and candidate endorsements were topics of prominent media coverage.

A full-page ad featuring an open letter to Senators Warner and Webb regarding the negative elements of Card Check ran in *The Virginian-Pilot* on Tuesday, March 17. Additionally, the Chamber was mentioned in a front-page article in *Inside Business* about Card Check.

Distributed monthly eConnect electronic newsletters to more than 5,000 member contacts, and published five issues of the CONTACT newsletter. Maintained regular electronic communications with members to promote events and other important Chamber news.

In January, Suffolk Division Chair Tom Gross (Lockheed Martin) submitted an op-ed letter in support of the approval by the Suffolk city staff and planning commission of the CenterPoint Distribution Center project off Rt. 58 in western Suffolk. In addition, Virginia Beach Division Chair Jim Flinchum (Bay Capital Advisors), submitted an editorial to *The Virginian-Pilot* supporting the proposed Phase IV of the Virginia Beach Town Center.

Working with our Marketing & Communications Committee, initiated a direct mail campaign related to the Chamber's Value Proposition. In April, May, and November, more than 1,000 postcard mailers were sent to member and non-member businesses with 10-99 employees in targeted zip codes.

// GOAL

OPERATE THE CHAMBER IN AN EFFECTIVE AND EFFICIENT MANNER TO ENSURE ITS LONG-TERM VIABILITY AND GROWTH.

The Marketing & Communications Committee and Chamber President and CEO Jack Hornbeck, CCE, developed a series of columns about the benefits of the Chamber, related to the Value Proposition formulated by the committee in 2008. John Doucette (Vox Optima), helped lead the initiative.

The Chamber produced two television commercials that aired on various networks on Cox Media from October 1 - December 31. The two commercials highlighted the Chamber's Value Proposition and featured spokespersons Bob Boyd (BB&T), Roger Brown (Roger Brown's Restaurant & Sports Bar), Rowena Fullinwider (Rowena's), and Shepelle Watkins-White (Kaufman & Canoles). The commercials reached approximately 510,443 adults ages 25-54.

The Chamber now serves nearly 2,000 members throughout Hampton Roads. Chamber Account Executives recruited 242 new members in 2009, valued at \$103,007.

The Chamber reduced operating expenses by 8.7%.

The 10th annual Sustainable Resources Campaign – the “Campaign of Champions,” raised more than \$678,000 in cash and budget-reduction trade through membership, sponsorship, and advertising sales. We thank Campaign Chair Dave Durham (SunTrust), and all our board and corporate teams.

Completed relocation of the Chamber's headquarters and centralized operations in October.

Amanda Gant, Leadership Programs Coordinator, and Sheila Clendenning, Administrative Coordinator, graduated from the Virginia Association of Chamber of Commerce Executives (VACCE) two-year institute. In addition, Desiree Ellison, Program Development Coordinator, was awarded a scholarship by the VACCE to attend its Institute program in Spring 2010.

Chamber President & CEO Jack Hornbeck, CCE, was elected Chair of the American Association of Chamber of Commerce Executives' Benefit Trust, an organization dedicated to providing retirement and related benefits to those individuals working in the profession.



2009 // Regional Executive Committee

The Hampton Roads Chamber of Commerce 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.

Chair

Robert M. Boyd
BB&T

Chair-elect

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

Treasurer

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

Immediate Past Chair

C. Grigsby Scifres, Esq.
Williams Mullen

President & CEO

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

Vice Chair, Marketing & Communications

Maurice Jones
The Virginian-Pilot

Vice Chair, Governmental Affairs

Kenneth G. Stepka, PE
Clark Nexsen, Architecture & Engineering

Chair, Hampton Roads Business PAC

W. S. "Shep" Miller, III
KITCO Fiber Optics

Vice Chair, Leadership Programs

Terrie L. Suit
Williams Mullen

Vice Chair, Membership

Susan R. Blackman
Willcox & Savage, PC

Vice Chair, Sports

Stephen R. Romine
LeClair Ryan

Vice Chair, Strategic Planning

William J. Holloran, Jr.
DZ Atlantic

Vice Chair, Sustainable Resources Campaign

David Durham
SunTrust Bank

Vice Chair, At Large/Facilities

Rich Werber
Great Atlantic Pool, Spa, Patio & Fireplace

Vice Chair, At Large

Gary T. McCullom
Cox Communications, LLC

Vice Chair, At Large

Scott Wilkinson
Norfolk Southern Corp.

Chair, Chesapeake Division

Kevin J. Cosgrove
Hunton & Williams LLP

Chair, Norfolk Division

Richard F. Kiefner, III
JAV Group

Chair, Portsmouth Division

Susan A. MacLeod
Bon Secours Maryview Medical Center

Chair, Suffolk Division

Tom Gross
Lockheed Martin

Chair, Virginia Beach Division

Jim Flinchum
Bay Capital Advisors, LLC

General Counsel

Hugh L. Patterson, Esq.
Willcox & Savage, PC

2010 // Regional Executive Committee

We are pleased to introduce the 2010 Regional Executive Committee Members.

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

Vice Chair, Sports

C. Grigsby Scifres, Esq.
Williams Mullen

Chair, Sustainable Resources Campaign

Terrie L. Suit
Williams Mullen

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

New members of the Regional Board of Directors:

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

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