

LYNCHBURG REGIONAL CHAMBER OF COMMERCE

Chamber's New Chairman Shares Vision for the Year



James Richards

The word for 2015 is "collaboration." The Chamber is uniquely positioned to be the catalyst to bring together the sometimes seemingly divergent interests of local businesses, government agencies, organizations, and other local stakeholders to promote the region in transportation, business development, and entrepreneurial encouragement. Upon the signing of the Declaration of Independence Benjamin Franklin said, "We must all hang together...else we shall most certainly hang separately." The Lynchburg region stands at a crossroads. In talking with members, we hear of the challenges that are most concerning

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James Richards,
Petty, Livingston,
Dawson & Richards, PC
Chamber Chairman

to our community and we must work together to solve them. For instance, Lynchburg stands last or next to last in transportation dollars received from the state. Our hold on local air service is a constant worry. We continue to lose locally owned businesses to outside investment. We are not on the radar of many site selectors searching for locations.

But within these challenges lay significant opportunities. Our region's strength has always been in our ability to work together to reach a goal and our resiliency in the midst of trials. We have done it before and there is no reason we cannot do it again. The good news is that results are achievable. We do not need to win the big prize. For a region our size, winning a few of the smaller prizes would suffice. Little victories mean a lot. A larger share of dollars for roads, a few of good businesses that want to locate plants or offices here, a number of successful local start-ups. These things can happen. We just need to work together to make them happen.

In the coming year the Chamber will work collaboratively with stakeholders in region, local governments, and businesses to grow the area's economy. I want us to create more opportunities for business-to-business networking and referrals, so that Chamber members are helping other Chamber members to expand their businesses. I believe we have what it takes to promote start-up businesses that have the potential to grow and create jobs for our citizens.

The Chamber needs you. No one who cares about this community can afford to sit back and hope others do the heavy lifting. We have opportunity for success. Will you join us to achieve it?

Popular Business at Breakfast to Feature Speed Networking!

Come enjoy breakfast, make lots of great new contacts and have the opportunity to develop new business relationships with a two-three minute presentation on your business. Breakfast presented and hosted by the Summit and will be held at 7:30 a.m., Wednesday, February 11. Cost is \$17 for Chamber members and \$27 general admission. RSVP required by February 9. Signature sponsors are First National Bank and The News & Advance. New Member sponsor Member One FCU.

Expo Early Bird Registrants Get Booth Discounts and More!

Reserve your exhibit space TODAY for the Lynchburg Regional Chamber's Connection Expo to be held May 19. Be a part of this year's Expo and take advantage of this great opportunity to market your products and services, as you build your company for future growth and success. Early bird deadline is March 20!

For more information contact Kaye Lewis at x 15. Exhibit form available on the Chamber website at www.lynchburgchamber.org

Chamber Seeks Small Biz Award Nominees

The Chamber seeks the most outstanding small businesses in the region. Nominate a business today that demonstrate excellence in one or more of the following areas:

- Customer Service
- Innovative Products or Services
- Employee Satisfaction and Retention
- Sales Increase
- Leadership

- Community Spirit
- Nominated business must be a Chamber member in good standing, and have 100 or fewer employees. Nomination deadline is March 3. Nomination form and a list of past winners are located on the Chamber's website. Members can also obtain nomination form in the January Member Value Mailer.



New Members Who Are Growing Their Business With the Chamber!

New members will be recognized at the Chamber's February 11 Business at Breakfast hosted by The Summit and will receive a complimentary breakfast thanks to New Member sponsor **Member One FCU**. Welcome the following new members:

American Cancer Society
Cheryl Palmer, Realtor - Keller Williams Realty
Club Z! In-Home Tutoring Services
DataPrivia, Inc.
Domino's Pizza - Amherst
Farmer Legal, PLLC

Gentry Locke - Attorneys - Lynchburg
Horizon Behavioral Health
Sandy Maroney, Realtor - Keller Williams Realty
Simplimatic Automation
Sports Outreach Institute

Chamber to Host Legislative Reception in Richmond with local Senators and Delegates

Join us on February 4 for an opportunity to meet with state representatives to discuss important legislative issues under consideration in the 2015 General Assembly. Your ticket includes transportation to and from Richmond, admission to our legislative reception, a cocktail buffet and one-on-one time with our regional Senators and Delegates.



Cost is \$49 and RSVP is required by January 30. More information available on Chamber website or contact Edie Swann at (434) 845-5968 x15. The Chamber thanks our Legislative Series Sponsors Appalachian Power, The News and Advance and Verizon.

Chamber Lobbies Top Five Legislative Priorities During General Assembly Session

The General Assembly Session kicked off on January 14. The Chamber continues to advocate for pro-business policy and here are our top five priorities:

1. **Promote and develop new and innovative education and workforce development concepts** to prepare students and local unemployed/underemployed citizens for job opportunities and advancement.
2. **Promote economic vitality of our region** and formulate initiative to address the growing disparity between job creation and population growth in the region.
3. **Lead the Lynchburg Regional Transportation Advocacy Group, Air Partnership Committee and the Committee to Advance the TransDominion Express in furthering transportation initiatives.**
4. **Support sound fiscal practice** by controlling non-essential spending before increasing tax rates and opposing any policies that shift the tax burden onto the business community.
5. **Promote work site wellness and oppose mandated health-care products and costs** by advocating for the business community and supporting efforts to provide an environment where businesses are incentivized to offer healthcare coverage for their employees and their families.

Obtain the Chamber's full 2015 Legislative Agenda and also keep track of the General Assembly Session on the Chamber website at lynchburgchamber.org.

Chamber Welcomes 2015 Board of Directors

Anthony B. Andrews Twenty23	Steve Jones Delta Star, Inc.
Bradley W. Bateman Randolph College	Mike Lee Genworth Financial
Lee Beaumont Liberty University	Ryan A. McEntire C.P.A. Brown, Edwards & Company, L.L.P.
Scott S. Brabrand Lynchburg City Schools	Patrick S. McNamara LLC MaxPlayFit, LLC
Alton Brown The News & Advance	Lewis H. Mundin IV Bankers Insurance, LLC.
Bill Bryant Counts Realty & Auction Co. Inc.	Robert O'Leary StarTek Inc., Lynchburg
John S. Capps Central Virginia Community College	Tulane Patterson Generation Solutions
Ed Craighill Boxley	L. Kimball Payne III City of Lynchburg
Steve Cronemeyer Verizon	Tray Petty Moore & Giles, Inc.
Lauren B. Dianich Atelier 11 Architecture, LTD	Patrick C. Proffitt P.E. Hurt & Proffitt, Inc.
Aubrey "Todd" H. Hall III First National Bank	Stefanie Prokity Successful Innovations, Inc.
Keith Harkins Virginia Technical Institute	J.R. "Reggie" Pugh AREVA Inc.
Michael Hicks The Babcock & Wilcox Company	James R. Richards Petty, Livingston, Dawson & Richards, PC
Rick A. Huff CPA/PFS HSC Wealth Advisors	John M. Stone, CFA Stifel Nicolaus
Darryl Huften Apple Ford	E.W. Tibbs Jr. CENTRA
Larry E. Jackson Appalachian Power	Luke Towles Wells Fargo

To learn about the benefits of membership in the Lynchburg Regional Chamber, contact Mike Lewis (434) 515-3365 or mlewis@lynchburgchamber.org



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CALENDAR

January 28, 2015
Chamber Day at the Capitol
9:00 a.m. - 2:00 p.m.
Omni Richmond Hotel, 100 S 12th St, Richmond, VA

February 4, 2015
Richmond Legislative Reception
4:30 - 6:30 p.m.
The Bull and Bear Club
#21 East Cary Street, Richmond, VA

February 11, 2015
Business at Breakfast Speed Networking
7:30 - 9 a.m.
The Summit, 1400 Enterprise Drive (Wyndhurst), Lynchburg

February 17, 2015,
Chamber Night at Liberty Univ. Men's Basketball Game
8 p.m.
LU VINES CENTER
1901 University Boulevard, Lynchburg

February 26
Women's Luncheon Series
11:30 a.m. - 1 p.m.
Oakwood Country Club
3409 Rivermont Avenue, Lynchburg

March 3
Annual Meeting & State of the Chamber
7:30 a.m.
Kirkley Hotel & Conference Center
2900 Candler's Mountain Road, Lynchburg