

chamber RVA

SERVING THE RICHMOND REGION

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"Greater Richmond is in a pivotal and exciting place right now, and we're honored to have Brian continue the mission laid out by Kim over the past decade-plus.

As we take stock of where we've been and where we want to

go, we look forward to working with Brian to continue to support the success of our members, provide a strong business voice and develop tomorrow's leaders."

- Pat Gottschalk Partner, Williams Mullen



"We are thrilled to bring Brian aboard to continue moving our region forward. He's done outstanding work in Georgia, and he has demonstrated through his many successes that he believes in community development, leadership development and economic development – right in line with the values of

ChamberRVA. I'm proud of the work by the search committee these past months. We spoke with a diverse group of exceedingly talented and qualified candidates from across the region and country, and we are fully confident we've made the best choice for our regional community's continued growth and success."

- Mark Hourigan CEO, Hourigan



Exciting Changes in Leadership at ChamberRVA in 2019!

In August, Chair Pat Gottschalk, partner at Williams Mullen, announced that Brian D. Anderson has been named the new president and CEO of ChamberRVA. Brian came to Richmond from the Greater Columbus Georgia Chamber of Commerce, where he served as president and CEO since 2015. Brian was selected through a national search process spearheaded by Mark Hourigan, founder and CEO of Hourigan Group and vice- chair of the ChamberRVA Board of Directors. Hourigan oversaw a rigorous five-month search and led a search committee composed of a diverse sampling of chamber leaders.

"Richmond is a world-class city offering businesses, residents and tourists all that a community should. Although no community or region is perfect, it is obvious through the intentionality of the region's leaders that Greater Richmond is a fantastic place to live, work and play. I am honored and

humbled to join the ChamberRVA team and to have the opportunity to continue the positive momentum of a growing and prospering community."

- Brian Anderson President and CEO, ChamberRVA



"It is with gratitude and pride that I pass the baton to Brian, knowing that he believes in and understands the work we've been doing. I'm confident he will take the Chamber to the next level. Our members and the chamber team have accomplished incredible things over the past decade, and it's

been an honor to work alongside this community toward a better, more successful and more equitable future for RVA.

I look forward to watching the region and the chamber thrive at an even faster pace under Brian's leadership."

- Kim Scheeler Executive Consultant, ChamberRVA





CHAIR



CHAIR ELECT



VICE CHAIR



RICHMOND CABINET



IMMEDIATE PAST CHAIR







CABINET FORUM CHAIR

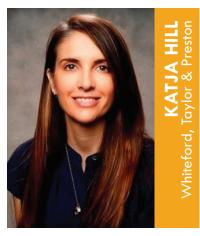


KRISSY GATHRIGHT Apple REIT

HANOVER CABINET

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CHAIR CHAM



INNOVATION



MEMBER VALUE



BRANDING



HYPE

LEADERSHIP DEVELOPMENT



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ROB JC Alliance (

CHESTERFIELD CABINET



TREASURER

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PARTNER LEVEL

HEIDI ABBOTT Hunton Andrews Kurth

PHILLIP AVANT SunTrust Bank

EDWARD BAINE Dominion Energy

VICTOR BRANCH Bank of America

PATRICK BUTLER Proxios

BILL CASEY Capital One Bank

CHRIS DANIELS Wells Fargo, N.A.

PAUL FARRELL Richmond Times-Dispatch

DIANE FLANNERY McGuireWoods LLP

JENNIFER HUNTER Altria GREG LOWE HCA

OWEN MATTHEWS Kings Dominion

PATTY MERRILL Genworth

TED OSWALD M&T Bank

PAULA PANDO Reynolds Community College

JEFF RICKETTS Anthem Blue Cross Blue Shield

RHODES RITENOUR Bon Secours Health System

DOUG ROTH BB&T

LISA RUGGLES CoStar Group

MAC STUCKEY CarMax

BOARD OF DIRECTORS

NEIL AMIN Shamin Hotels

KEN AMPY Astyra Corporation

NATHALIA ARTUS Atlantic Union Bank

JOHN ASBURY Atlantic Union Bank

STEVE BARIL KVCF Solutions

MARGARET ANN BOLLMEIER MCV Foundation

LESTER BROWN Tredegar

JUNIOR BURR Canterbury Enterprises

JAY CARPENTER Fahrenheit Group

LAKSHMI CHALLA Challa Law Offices

KELLY CHOPUS Robins Foundation

MARK CREERY Data Directions, Inc.

SHARON DABNEY WOOLDRIDGE Klean Kare Team

TIM DAVEY Timmons Group **DEBORAH DAVIS** VCU Health System

MOSES FOSTER West Cary Group

DAVE GALLAGHER Dominion Payroll

RICK GREGORY Lynx Ventures

ED GRIER VCU School of Business

JULIE GUSTAVSSON Keiter

MITCH HADDON ColonialWebb

GRETA HARRIS Better Housing Coalition

BRIAN JACKSON Hirschler

BOB LINDGREN Randolph-Macon College

NED MASSEE Croatan Advisors

AMY MILLER VACO Richmond, Inc.

CHRIS MUMFORD The Martin Agency

ALLISON O'BRIEN Long & Foster Corporate Real Estate Services TODD PARNELL Richmond Flying Squirrels

KIMBERLY RANGE Federal Reserve Bank of Richmond

GENEVIEVE ROBERTS Gallagher Titan

BERNARD ROBINSON Networking Technologies + Support

CARRIE ROTH Activation Capital

JOHN SARVAY Floricane

MARTHA SHOTWELL Koontz Bryant Johnson Williams

DAPHNE SWANSON Junior Achievement of Central Virginia

MATTHEW WELLS WestRock

DOUG WHITE Gather

JOHN ZEHEB Ukrop's Homestyle Foods

OUR INVESTORS / TOTAL CHAMBERRVA INVESTMENT

\$50,000+



Anonymous Donor

\$20,000+





- Allianz Worldwide Partners
- Atlantic Constructors
- Atlantic Union Bank
- Auxo Medical
- Barton Malow Company
- Brandywine Realty Trust
- CapTech
- CBS 6 WTVR
- Challa Law Offices
- Chase Dominion Advisors
- Cherry Bekaert
- Christian & Barton
- Clark Nexsen Architecture and Engineering
- Colliers International
- ColonialWebb Contractors
- Columbia Gas of Virginia
- Community College Workforce Alliance (CCWA)
- Creative
- Dominion Payroll
- Draper Aden Associates
- Drive Shack
- EAB
- Federal Reserve Bank of Richmond
- Froehling & Robertson
- Fulton Bank
- Gather
- Gilbane Building Company
- GRTC Transit System
- GSK Consumer Healthcare
- Highwoods Properties
- Hirschler
- Historic Housing
- IdeaWeavers
- Johnson Controls
- John Tyler Community College
- JMI
- Keiter
- KPMG
- Lansing Building Products
- Luck Companies
- Markel Corporation

- Mutual Assurance Society of Virginia
- NurseSpring
- Odell
- Old Dominion Electric Cooperative
- Omni Richmond Hotel
- Owens & Minor
- Patient First
- Performance Food Group
- PNC Bank
- Randolph-Macon College
- Richmond Marriott Downtown
- Richmond International Airport
- Sands Anderson
- SIR
- SMG Richmond
- Sonabank
- South State Bank
- Spotts Fain
- Strange's Florist
- Swedish Match North America
- The Community Foundation
- The Martin Agency
- Timmons Group

- T-Mobile
- TowneBank
- Trane
- Trolley House
- Ukrop's Homestyle Foods
- United Network for Organ Sharing
- Universal Corporation
- University of Richmond
- UPS
- UPS Freight
- Vaco Richmond
- Virginia Commonwealth Bank
- Virginia Commonwealth University
- Virginia Credit Union
- W. M. Jordan Company
- Wegmans Food Market
- West Cary Group
- Whiteford Taylor Preston
- Williams Mullen
- YMCA of Greater Richmond

CHAIRMAN'S CIRCLE

IMPACT AWARD A LOOK AT THE 2018 WINNERS:



Dixon Hughes Goodman is a top-twenty public accounting firm with two offices in the Richmond area. In addition to traditional audit, accounting and tax services, the company also offers transaction advisory, international tax advisory, business valuation, IT risk assessments, loan staffing and tax incentive reviews. The firm's corporate citizenship brand, DHG Impact, strives to "live their values" of health, teamwork, financial wellbeing, community and sustainability through multiple volunteer initiatives and employee programs.

FINALISTS: CapTech and Goodwill of Central and Coastal Virginia

SMALL BUSINESS WINNER

DOMINION PAYROLL

Dominion Payroll offers payroll, HR, timekeeping and pre-employment solutions – "from hire to retire" – to clients in all 50 states. The company is based in Richmond and has offices in four other states. Their new building in Scott's Addition is quickly becoming an anchor institution in the neighborhood, with locally sourced design elements, a modern open-office concept, popular tenants like Brenner Pass restaurant and a 2,000-square-foot community room that they make available to their nonprofit partners and members of the community.

FINALISTS: Compare.com and Dodson Property Management

PRESENTING SPONSOR:





The Chamber's HYPE program honors young professionals and companies that support young professionals at its Annual ICONS Emerging Leader Awards Show.

The winners of 2018 ICONS Emerging Leaders Awards:



SMALL BUSINESS YP WORKPLACE:

FINALISTS: 3NORTH AND URBANCORE



FINALISTS: CHERRY BEKAERT AND EAB

PRESENTING SPONSOR:

Dominion Payroll

Empowering Your Business



-75



THE NON PROFIT INNOVATOR:

Alyssa Truesdale • Director of Development, Special Olympics Virginia

FINALISTS:

Emily Lehmann, Assistant Vice President of Day and Residential Services, The Greater Richmond ARC

Melissa Phillips, Director of Race Operations, The Cameron K. Gallagher Foundation

THE NON PROFIT FRONT RUNNER:

Alicia Broughton • Teacher, Hanover County Public Schools

FINALISTS: Danielle Gilbert, Director of Human Resources, Bon Secours Health System

Meredith Privott, Assistant Professor, John Tyler Community College





THE BUSINESS FRONT RUNNER:

Joe Williams • Senior Specialist Internal Communications, Altria

FINALISTS: Amy Stinnett, Customer Projects Designer, Dominion Energy Caitlin Friebertshauser, Marketing Coordinator, Barton Malow

THE BUSINESS INNOVATOR:

Joey Darragh • Co-Founder and CEO, Väsen Brewing Company

FINALISTS: Tom Katovsich, Senior Financial Education Specialist, Virginia Credit Union

Virginia Mathurin, Underwriter: Environmental & Energy Wholesale G&A, Markel Corporation







SMALL BUSINESS YP WORKPLACE:

FINALISTS: ALTRIA, EAB



LARGE BUSINESS YP WORKPLACE:

FINALISTS: BRANDITO, JMI



PRESENTING SPONSOR:

New in 2019, the Corporate Innovator award recognizes a business two to five years old that has shown amazing growth, innovation and potential.



New in 2019, the Mentor Award honors an individual of any age who has served as an invaluable mentor to a YP in RVA – someone who provides an exceptional level of guidance as they support and contribute to the professional development and advancement of their mentee.

THE MENTOR AWARD:

Tracy Lewis

NOMINEES:

Shelley Nichols • Markel Thomas Weingertner • ColonialWebb





THE BUSINESS FRONT RUNNER:

Nathan Wethington

ColonialWebb

NOMINEES:

Laura Bowser of TMI Consulting, Inc.

Kevin Mullaney of Brandito;

Benjamin Waksmunski of Capital Center LLC

NON PROFIT & COMMUNITY FRONT RUNNER:

Ellen Victoria Luckey Victoria's Kitchen LLC

NOMINEES:

Cynthia Pantaleo Junior Achievement of Central Virginia





NON PROFIT & COMMUNITY INNOVATOR:

lan Bodkin John Tyler Community College

NOMINEES:

Morgan Rhudy Girl Power Grant

Shayla Varnado Black Girls Wine

BUSINESS INNOVATOR:

Baylee Mabe

Workpath

NOMINEES:

Nicole Kappatos Richmond Times-Dispatch





CHARLIE AGEE Board Member ChamberRVA Foundation



EDWARD BAINE Senior Vice President-Distribution Dominion Energy



SCOTT BLACKWELL Chief Community Engagement Officer The Community Foundation



MARGARET ANN BOLLMEIER President Medical College of Virginia Foundation



LESTER BROWN, III Analytical Technician Tredegar Corporation



ELIZABETH CREAMER Vice President of Workforce Development and Credential Attainment Community College Workforce Alliance



ROBERT DORTCH, JR. Director, Community Innovation Robins Foundation



KATHRYN FESSLER Director, Corporate Citizenship Altria Client Services



LARA FRITTS President and CEO Greater Richmond Partnership



KYM GRINNAGE VP/General Manager NBC12/WWBT



PAT GOTTSCHALK Partner Williams Mullen



MITCH HADDON President and CEO ColonialWebb



MARK HOURIGAN CEO Hourigan

NED MASSEE Sole Proprietor Croatan Advisors Chair, ChamberRVA Foundation



LESLIE PARPART Director, Community Relations CarMax, Inc.



RHODES RITENOUR Vice President External and Regulatory Affairs Bon Secours Health System



LISA RUGGLES Senior Vice President of Global Research CoStar Group



JOHN VITHOULKAS County Manager Henrico County



JIM UKROP Co-Founder, Managing Director NRV

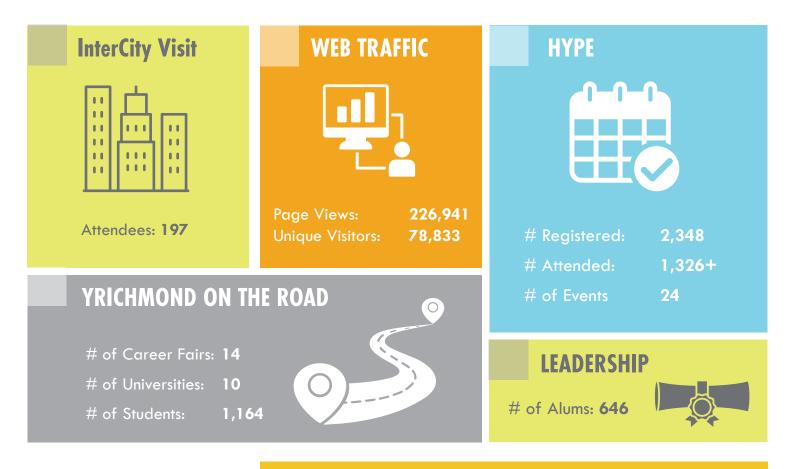
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thank you

FOR MORE INFORMATION, VISIT OUR WEBSITE AT: CHAMBERRVA.COM/FUTURERVA

\$50,000+					
A	ltria	BON SECOURS HEALTH SYSTEM	four	nunity ndation	
Dominion Energy®		for a greater Richmond			
\$25,000 - \$4	9,999				
CARM		CoStar™ Gen	worth 🛼 🔬 M	ILLIAMS ULLEN Finding yes	
\$10,000 - \$2	4,999				
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Admiral Security Services Alliance Group Kathleen Barrett Baskervill BB&T Blair & Associates Capital Ale House	Commonwealth Strategy Group Croatan Advisors Data Directions, Inc Floricane Fulton Bank Gather	Hourigan IdeaWeavers Keiter Koontz Bryant Johnson Williams KVCF Solutions Long and Foster	The Martin Agency MBM Marketing McDonough Bolyard Peck, Inc Moseley Architects Networking Technologies + Support	Richmond Flying Squirrels Strategic Staffing Solutions Thought Logic Timmons Group True North Advisors Ukrop's Homestyle Foods Virginia Commonwealth	hank y

YEAR AT A GLANCE CHAMBER BY THE NUMBERS



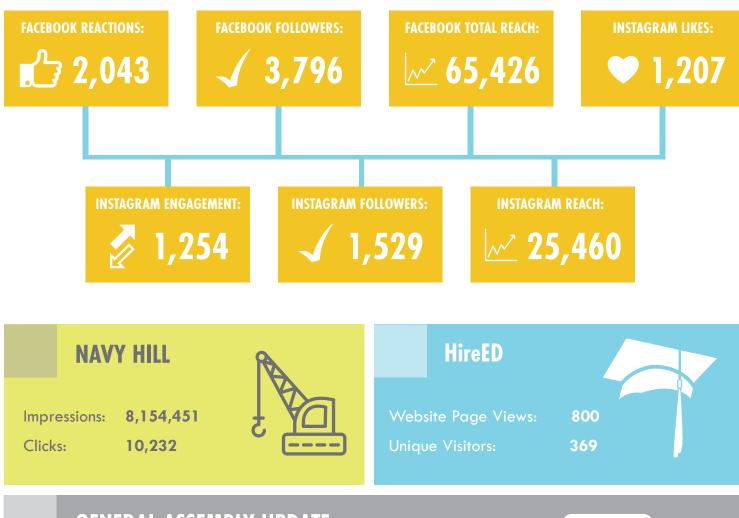
COLLECTED SO FAR: \$2.294 MILLION



SPENT ON ADVOCACY/WORKFORCE: \$1.713 MILLION

*\$581,000 TO BE SPENT BY 6/30/20

SOCIAL MEDIA



GENERAL ASSEMBLY UPDATE

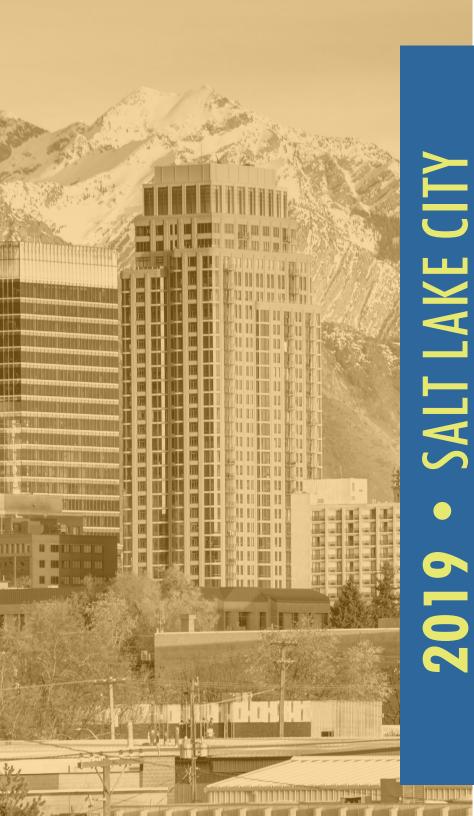
of People on Email List:823# of People on Master Survey:1,944



INTERCITY VISITS

We're fortunate to have many peer cities eager to share their successes with us. Our annual InterCity Visits allow Richmond region leaders to engage with these city trendsetters to generate innovative ideas for our own region.





Perhaps the biggest takeaway from the 2019 InterCity Visit to Salt Lake City was a "yes" mindset. We heard from SLC's leaders in business, government, nonprofits and education about how they first come together at the table to say "yes," and then figure out what the right questions are. This regional collaboration has been used to get big things done in SLC, from the 2002 Winter Olympics (and upcoming 2030 bid) to a major mixed-use downtown redevelopment at City Creek Center.

Other takeaways from Salt Lake City include the importance of investing in sports tourism to propel the regional economy - and in year-round cultural attractions and festivals to keep tourism dollars flowing amid traditional seasonal dips. ChamberRVA is also reexamining and evolving our Chamber Women programming after learning more about the Women's Leadership Institute in Salt Lake City.

From HYPE Women programming for young professionals up to our executive women's programming, we aim to elevate professional women at every point in their careers and mobilize them in support of a greater Richmond community.

2019

PREVIOUS INTERCITY VISITS



2018 MINNEAPOLIS-SAINT PAUL: In Minneapolis–Saint Paul, we learned about how the city's downtown development – neatly interwoven with its three stadiums, a light rail system, the Skyway System, and many business towers – drives new business, culture, sports, education and housing solutions. We explored the region. We also took a deep dive into the history of the U.S. Bank Stadium project, a new \$1 billion, 66,000-seat stadium right in downtown. And we checked out the riverfront and got a taste of the region's diverse food, arts and culture scenes.



2017 PITTSBURGH: During our second trip to Pittsburgh (the first was in 2002), we saw how Pittsburgh has continued its transformation and why it's now known as an innovative and culturally vibrant region. Our agenda highlighted Pittsburgh's innovation and entrepreneurism efforts, workforce preparedness and neighborhood development strategies, riverfront development efforts, and nationally recognized revitalization.



2016 SAN DIEGO: In San Diego, we heard about the intersection of regional collaboration and transportation – on display with their new free downtown circulator system. We also learned about the San Diego Housing Commission deal with HUD and their voucher program. Back in RVA, the Junior Achievement Finance Park was built in Henrico at the Libbie Mill Library. The InterCity Visit also galvanized support of CodeVA and encouraged continued emphasis on the commercialization of ideas generated by local universities.



2015 NASHVILLE: Participants learned how collaboration between the business community and the Metro Nashville Public Schools led to a transformational learning model known as "Academies" which enable students to learn through the lens of a career or academic theme. The Richmond Public School system is working with RVA's business community to launch an Academies model to better prepare students for life after high school.



2014 TAMPA: In addition to a tour of its cargo operations, ship yard facility and cruise ship docks, ICV participants learned that the Port of Tampa is the largest economic development engine in Central Florida, creating over \$15 billion in annual economic impact. Similarly, the Port of Virginia, which includes the Richmond Marine Terminal, is one of Virginia's greatest assets. In February 2016, ChamberRVA created the Chamber Task Force to identify economic development and workforce preparation opportunities related to increased traffic in and out of Richmond Marine Terminal.



2013 DENVER: After touring Galvanize, Denver's co-working space, Whitestone Partners, along with other business partners opened Gather, a co-working space with locations in downtown RVA and Scott's Addition. Gather offers collaborative space where startups, entrepreneurs, work from home professionals and small businesses can work, meet and create. We also championed Richmond's Bus Rapid Transit system after seeing a successful model in Denver.





We advocated at the 2019 General Assembly for 21 bills, with an 86% success rate.

Bills we supported or opposed were in the areas of business, early childhood, education/workforce, economic development, and elections.

WORKFORCE DEVELOPMENT & EDUCATION:



The Chamber supports education and training programs that develop a workforce possessing the skills and business-recognized credentials aligned with industry's current and future business needs.



BUSINESS DEVELOPMENT:

HEALTHCARE

The Chamber supports aggressive, well-funded economic development to ensure that Virginia maintains a favorable business climate and policies that create jobs and encourage business opportunities and investment.

EARLY CHILDHOOD INVESTMENT:



The Chamber supports investment in early childhood programs that enhance the opportunity for children to realize the benefits of their future education and become workforceready.



The Chamber supports policies to minimize rising healthcare costs and to help businesses provide affordable coverage.

BUSINESS CABINETS

About the ChamberRVA Cabinets: Championed by volunteers, the Cabinets serve as the Chamber's voice in the city of Richmond and the counties of Chesterfield, Hanover and Henrico. The Cabinets are the Chamber's advocacy arm, supporting the RVA business community by connecting business leaders, identifying and addressing key issues, serving as a liaison to local governments and providing member engagement opportunities.

2019 CANDIDATE FORUMS

Candidates for local and state offices spoke at a series of forums this fall hosted by ChamberRVA and the Business Cabinets for General Assembly candidates and local elections in Hanover and Henrico counties. In addition, the Chesterfield Business Cabinet partnered with the Chesterfield Chamber of Commerce and the Chesterfield Observer to host two candidate forums for the Chesterfield Board of Supervisors and School Board in October.

The moderated forums, which started in mid-September and continued through October, served as a fair and unbiased opportunity for candidates and incumbents to speak publicly in their locality. The candidate forums have been held every election cycle for over ten years.

CampusRVA

Helping students engage in the region and connect to careers

YRichmond

Introducing interns to all

RVA has to offer so they

stay post-grad

Leadership Lab

Developing mid-career professionals to increase their capacity to lead

MENTOR Richmond

Connecting early-career professionals to regional business and community leaders

HYPE

Helping young professionals build a network with each other and establish themselves in RVA

ChamberWomen

Providing women at all stages in their career a platform for education, connection, and inspiration

TALENT DEVELOPMENT LEADERSHIP OPPORTUNITIES AT EVERY STAGE OF YOUR CAREER

THE TEAM that makes it happen



BRIAN ANDERSON President & CEO



JOHN EASTER Senior Vice President, Government & Community Affairs



ROB ANDERSON Chief Financial Officer



KELLEY MCCALL Vice President, Leadership, Community & Resource Development



CHRISTY MCCURDY Principal Staff Officer & Corporate Secretary



SHARAZA NELSON Director, Workforce Programs



STEPHANIE PHILLIPS
Director, Member Value and Engagement

WESLEY BLAND Manager, Finance and Membership Services



SAM MAYMAN Manager, Government and Community Affairs



ELIZABETH ECKSTEIN Administrative Assistant Mc

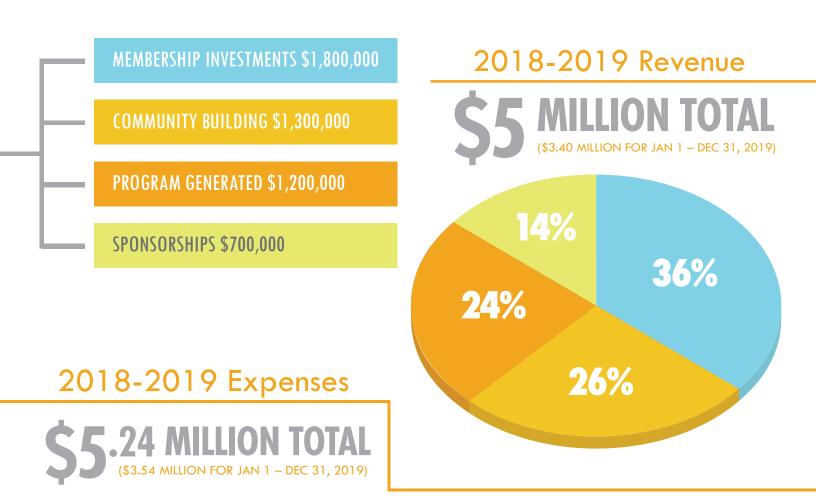
JANÉA TYLER Marketing & Communications Coordinator



TY LOGAN Workforce Intern



KIM SCHEELER Executive Consultant



Communications and Marketing
Member Support and Retention
Advocacy
Workforce Development/Talent Pipeline
General Administrative
Community Building



chamber RVA

ChamberRVA is the only membership organization devoted to the success of the entire region. Through membership we provide benefits that strengthen your business and strengthen the region as a whole.

VISIT US ONLINE AT CHAMBERRVA.COM

