

2013 Board of Directors:

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Melissa Fortner,
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Mike Garber, PBMares, LLP

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Rebecca Haushalter, White Oak Lavender Farm

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Chris Weaver, Lantz Construction Co.

Glenda Western, MillerCoors Brewing

Laura Wolfe, Kline May Realty

Chamber Staff:

Frank Tamberrino, President & CEO

Chuck Berry-Hoover Boles, New Member Mentor

Stan Farthing, Director of Membership Services

Roy Kelly, Administrative Assistant & LHR Coordinator

Rebekah Painter, Communications Director

Amanda Schaefer, Office Manager



Dear Chamber Members,

2013 was another productive year for the Harrisonburg-Rockingham Chamber of Commerce. We began with a strategic planning session in January that resulted in adoption by your board of directors of specific goals, objectives and strategies that continue to build value for chamber members. We were not starting from scratch, as the Chamber has initiated many new programs and activities for our members in recent years.

The new strategic plan will help guide the Chamber over the next few years toward continuous improvement and innovation in longstanding and new programs alike, always focusing upon enhancing the value of membership in the Chamber.

In this annual report, you will see that we had another outstanding year filled with many successful events and programs for our members. Guiding the life of our Chamber this year has once again been the four cornerstones or guideposts of the Chamber: Lead, Advocate, Network and Promote. As you browse this report, you will find that your Chamber is itself a leader in our community and also in fostering leadership development; advocating for a positive economic climate; offering numerous networking opportunities; and promoting businesses and non-profits through a variety of quality programs and activities.

We are hopeful for continued economic growth in 2014, and are confident that your Chamber of Commerce is poised for continued success in the New Year and beyond. I want to thank our 867 members and all the companies who have sponsored Chamber events in 2013. Thank you also for giving me the opportunity to serve as your Chairman this past year.

Sincerely,

Hobey Bauhan
2013 Chairman of the Board



With another year behind us, we are looking forward to the opportunities that 2014 will bring. A quick look at 2013 highlights is uplifting, but only tells part of the story. Your Chamber staff and volunteers work each and every day to deliver an organization that you can be proud of and that enhances the business and economic climate of our community.

Since 1917, established and emerging community leaders have stepped forward to lead this Chamber of Commerce. I can assure you that this organization is in very capable hands today, and I want to thank each Board member, each and every person serving on a committee or in a volunteer leadership role and every member who supports our program, events, activities, positions and goals. We are fortunate to live in a wonderful community and equally fortunate to have a great Chamber.

Sincerely,

Frank Tamberrino
President, HRCC



Harrisonburg-Rockingham Chamber of Commerce

2013 Annual Report

Lead
Advocate
Network
Promote

2013 Highlights

Chamber Quick Facts:

26 Ribbon Cuttings • 107 M2M Participants • 11 Councils & Committees • 27 Board Members
13 Business After Hours • 15 Ambassadors • 867 Members • 293 Volunteers

January

The Chamber hosted its **Annual Banquet and Awards Ceremony**, Mardi Gras Celebration, on January 9. The 96th annual event, with attendance of nearly 500, was an evening that highlighted the accomplishments of 2012 and honored several individuals within the community. Awards were given to Business Person of the Year Mike Pugh of Old Dominion Realty; Entrepreneur of the Year Katrina Didot, owner of A Bowl of Good Cafe and the Farm Family Stewardship Award was given to Craig & Nancy Miller of Miller Farm.
Major Sponsor: Shenandoah Valley Regional Airport

February

The Economic Forecast, held on February 7, let chamber members hear from multiple presenters on the status of the economy at the local and state level. In 2013, the event also included a Shenandoah Valley Regional Financial Forecast commissioned by Chmura Economics and Analytics, presented by the Virginia Chamber of Commerce. It was also the site of the first regional presentation of BLUEPRINT VIRGINIA by Barry Duval, President of the Virginia Chamber of Commerce. BLUEPRINT VIRGINIA is an initiative of the Virginia Chamber of Commerce to develop a long-range strategic economic development strategy for the state.
Major Sponsor: BB&T Bank

March

The Chamber's Hospitality Committee hosted the **Virginia Green Expo** on March 20. The expo featured guest speaker and Virginia Green coordinator, Tom Griffin who spoke on the benefits of becoming certified as a "green" business. Local businesses were able to set up one-on-one help desk sessions and participate in a roundtable discussion centering around making the region a "green tourism destination."

April

The **Post-Session Legislative Breakfast** was held on April 15 at VMRC. Local legislators were in attendance to talk about local issues of interest and concern and to answer questions from attendees.
Major Sponsor: BB&T Bank

The Chamber was one of the organizers of the first ever **Startup Weekend Harrisonburg** on April 5-7. The event involved local entrepreneurs coming together and creating a business plan from scratch in a 48 hour period.

May

ValleyFest, the largest public event the Chamber sponsors was held on May 25 on the slopes of Massanutten Resort. The festival draws upwards of 3500 attendees and has grown in its 13 year history to be recognized as a premier festival in the Shenandoah Valley.

**Major Sponsor: Valley Honda Volkswagen
Blue Ridge Beverage/MillerCoors**

The **Leadership Harrisonburg-Rockingham** class of 2013 graduated on May 16 from the nine-month program that began in August 2012.

Also in May, the Chamber hosted Virginia Governor Candidate Terry McAuliffe

June

On June 13, the Chamber partnered with the Harrisonburg and Rockingham County Economic Development departments and host location Innovation Village at Rockingham to recognize local business and industry with a **Business Appreciation Reception**.

And in June the Chamber welcomed members of the Broadway-Timberville Chamber into our Chamber as the new **Broadway-Timberville Business Council**.

Also in June, the Chamber hosted Virginia Governor Candidate Ken Cuccinelli

July

The Second Class of **BOLD, Building Optimal Leaders by Design**, began their two year program in July with a Mentee/Mentor Welcome Reception at Beyond Restaurant.

August

The Presidential Address is a unique annual event that brings together the Presidents of the five local colleges and universities. Held on August 7, 2013 just prior to the start of the school year, it is an opportunity to hear what's happening at the local institutions of higher learning from enrollment numbers to plans for building and expansion.

The 2nd Annual **Blue Ridge Music & BBQ Festival** was held on August 23 & 24 at the Rockingham County Fairgrounds. The event, which is open to the public, combines a Kansas City Barbeque Society competition with a Battle of the Bands, music, food and craft vendors.

**Major Sponsor: F&M Bank/VBS Mortgage
Blue Ridge Beverage**

September

The Chamber's **Annual Golf Outing** was held on September 20 at Lakeview Golf Club. 30 Teams hit the links for an afternoon of fun and networking.
Major Sponsor: Dupont Community Credit Union

October

Connections2013, the Chamber's largest business to business networking event of the year, was held on October 24. More than 30 businesses were on hand to exhibit at the event featuring an "Unleashing Your Leadership Potential" theme. COO/Executive Director Stasia Rice of MSBConsult in Charlottesville was the featured speaker.
Major Sponsor: Eastern Mennonite University

November

Shop Local, the Chamber's initiative to encourage consumers to shop local first for their holiday needs kicked off on November 22. More than 25 businesses participated in the event that culminated in a drawing for a gift basket full of goodies from local businesses worth more than \$500.

December

The Pre-Session Legislative Breakfast, the second of such events held in the year, took place on December 4. Local legislators Senator Emmett Hanger, Delegate Tony Wilt and Delegate Steve Landes were on hand to talk about local issues and take questions from the audience.

The 2013 Annual Report is sponsored by:



View the extended Annual Report online at hrchamber.org

2013 Major Event Sponsors

Annual Banquet



SHENANDOAH VALLEY
REGIONAL AIRPORT



Gravity Group
Farm Credit of the Virginias
Housden Photography
RMH Healthcare
First Bank & Trust Company
VBS Mortgage
Virginia Poultry Federation
MillerCoors Shenandoah Brewery
Pendleton Community Bank
Daily News-Record
ColorSolutions

Golf Outing



Fine Earth, LLC
AM 500 WSVA
BB&T
Sunnyside Retirement Community
Bath Fitter
Dick Myers Chrysler Dodge Jeep
Virginia Eagle Distributors
MillerCoors Shenandoah Brewery
Chick-Fil-A

Connections2013



Sprint
Virginia Mennonite Retirement Community
Virginia Small Business Development Center

Valley Fest



Shenandoah Valley Regional Airport
Appeal Production
May Supply
Virginia Truck Center
Capital Ale House
Biolife Plasma Services
Fields of Gold
Daniel's Promotional Products
Clear Channel Radio
Star 94.3
Skin & Zen
The V TV3
Daily News-Record

Blue Ridge Music & BBQ Festival



First Citizens Bank
Quaker Steak & Lube
Clear Channel Radio
Star 94.3

2013 Councils & Committees

Broadway-Timberville Business Council
Co-Chairs: Brooke Zirk, BB&T Bank
Robert Teague, State Farm Insurance

Leadership Harrisonburg-Rockingham
Chair: Beth Bland, Valley Program for Aging Services
Melissa Fortner, VMRC

East Rockingham Business Council
Chair: Pete Bonavita, Four Star Realty

Military Affairs Committee
Chair: Jim Shaeffer, JMU

Greater Ashby Business Council
Chair: Curtis Arey, Farmers & Merchants Bank

Hospitality Committee
Chair: Richard Smith, Fairfield Inn & Suites

Diversity Council
Chair: Saul Rodriguez

Vision2020
Chair: Tom Mendez, BB&T Insurance

Aging-in-Place Business Roundtable
Chair: Charles Hendricks, The Gaines Group, PLC

Public Policy Committee
Chair: Jeff Holsinger, Frazier Quarry

Membership Services & Recruitment
Chair: John Riner, LD&B Insurance Services

ValleyFest:
Chair: Steve Turner, Daily News-Record

Existing Membership/Ambassadors
Chair: Laura Wolfe, Kline May Realty

Blue Ridge Music & BBQ Festival
Chair: Josh Hale, Farmers & Merchants Bank

2013 Business After Hours Hosts

January - WVPT Nonprofit Roundtable
February - Heritage Museum
March - VBS Mortgage
April - Rockingham County Fairgrounds
May - PB Mares
June - BB&T Insurance
July - Litten & Sipe
August - The Greens @ Chestnut Ridge
September - Snow & Ice Christmas & Gift Store
October - The Boys and Girls Club
November - Travel Leaders
December - Spotswood Country Club

Thanks to all the sponsors, committee members, and volunteers who contributed to making 2013 a successful year for the Harrisonburg-Rockingham Chamber of Commerce.

2013 Business Smarts Breakfast Series

January 11	Visioning/Strategic Planning Speaker: BRCC President John Downey	September 13	Internet Security Speakers: Harry Reif, JMU Professor of Computer Info Systems Tom Richardson, CTO of Drawbridge Technologies
March 8	Business Life Cycles Speaker: Rick Baker, Applied Knowledge Labs	October 11	Physical Security Speaker: Fred Stockley, Precision Locksmith
April 12	Business Case Studies - Reinvention Local Business Owner Roundtable	November 8	Financial Security Speaker: Megan Argenbright, Brown Edwards & Co.
May 10	Market Research Speakers: John Meck, Rockingham Co. Development Manager; Ande Banks, City of Harrisonburg Director of Special Projects and Grant Management; Cheryl Griffith, Community Relations Manager, Massanutten Regional Library	December 13	Electronic Gizmos Gadgets and Toys Speakers: Valley Automation & Dawg House Computers
June 14	The Upside of Upselling Speaker: Steve Hertzberg, Sales Professional	Sponsors:	
July 12	Dazzling Customer Service Speaker: Don Taylor, Assistant Professor of Communication, BRCC		
August 9	Secrets of Successful Sales People Roundtable Discussion		