

HR The Advocate

A Publication of The Harrisonburg-Rockingham Chamber of Commerce

Join Us: Annual Banquet & Awards Ceremony

Thursday, January 3 · 5:30 p.m.

Hotel Madison & Shenandoah Valley Conference Center

Join us for our Annual Banquet and Awards Ceremony as we recognize our collective achievements in 2018, set the vision for 2019 and celebrate our business and community leaders.

The evening will begin at 5:30 pm with a causal opportunity for networking. The sit down dinner will be held in the Shenandoah Ballroom. Each ticket includes a plated dinner with two (2) drink tickets. Dress will be Business/ Business Causal attire.

For those who wish to reserve a table, you can choose between three levels this year; Platinum \$700.00 (table of 8 located toward the front of the room), Gold \$600.00 (table of 8 towards the middle of the room) and Silver \$500.00 (table of 8 towards the back of the room). Individual ticket will be \$75 per person. Please note that registration for this event goes live on the Chamber's website on November 15, 2018.

This event is also a time to celebrate and acknowledge several members of our business community. Award recipients will include Farm Family, Entrepreneur, Community Champion and Business Person of the Year.

The 2018 Annual Report will be unveiled at the event and members are encouraged to take a copy with them. We look forward to see you there.

Registration Opens

11.15.2018

Go to www.hrchamber.org

Tables (tables of 8)

- Platinum Table \$700
- Gold Table \$600
- Silver Table \$500

Individual Ticket - \$75 per person

- includes plated dinner & two drink tickets •

Sponsorship Opportunities Ranging from \$300 to \$1,000
Contact Sara Wittig (sara@hrchamber.org)



SUPPORT LOCALLY OWNED BUSINESSES IN
HARRISONBURG & ROCKINGHAM COUNTY

Sponsored by:




For additional details and participants, check out page 7

Lead · Advocate · Network · Promote

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Joel Shank , Dynamic Aviation Group, Inc.

Chair

“Season of Thanksgiving”

As we close in on the end of the year and holiday celebrations with friends and families, I am beginning to look back at the year of 2018. It is amazing to think that we are already at Thanksgiving, with only a few weeks left in the year.

The last several months have been full and overflowing with events. Connections 2018 was a great event with many valuable sessions for attendees. There were sessions on DIY Video Hacks, Building Relationships through Networking, & Public Speaking to name a few. Thank you to all of the facilitators and presenters for sharing your knowledge and experience in your sessions. The Chamber golf tournament was back at Spotswood Country Club with good attendance, and not even the threat of hurricane weather could keep us off the greens. The Valley Vines 5k was held at CrossKeys Vineyard again, with great attendance, exceptional weather and the perfect setting to wind down after some exercise!

I am incredibly grateful for several groups for making 2018 a great year. First, our members: you are the backbone of the Chamber and your dedication and effort in supporting local businesses keeps our business community vibrant. Secondly, our Board of Directors: thank you for putting substantial time and effort into our Chamber, providing valuable guidance and time to Chamber staff and programs which support and celebrate our local businesses. And last but not least, Chamber staff: we are blessed with a fantastic staff who juggle many tasks very well throughout a busy, hectic year. Frank, Trent, Sara, Sheena, and Carlie thank you for your daily efforts in Chamber events, activities and support efforts.

As you look forward to your upcoming holiday celebrations, make sure to highlight January 3rd 2019 on your calendar. We would like you to join 500 of your closest friends to celebrate 2018 and some great business leaders with us. I'll be at the Hotel Madison & Shenandoah Valley Conference Center that night and I look forward to seeing you there.

Joel

“Workforce”

There has been a lot of discussion lately, more so than normal, on the need for employees. The need crosses all levels: highly educated, technical, skilled and general labor. I am no genius, but I have been saying for twenty years that “whichever community figures out the workforce component will have a competitive advantage on everybody else”. The historic economic theory that land, labor and capital determined a community’s success was modified years ago to include elements like entrepreneurship, and now includes quality of place. Still on my bookshelf is Readings in Urban Economics, a holdover from my college days, which examined the reasons area grow or not economically. Labor, or now broadly referred to as workforce, was starting to emerge as a more important factor than the other two traditional cornerstones, even before the high profile Amazon HQ2 site search.

Yes, location is still important for the distribution of goods and services. Infrastructure needs to be in place to support commerce, production, distribution and now data transmission. A competitive business climate (tax rates, regulatory attitude, etc.) still needs to be in place and obviously capital is needed, but good money typically finds good deals or opportunities. But the key economic driver now, for both existing and new businesses is workforce.

The Valley has historically enjoyed a great reputation for work ethic. And the population growth has generally kept up with demand for labor. To many business people, however, this latest economic recovery has felt a little different than past ones, for a variety of economic, social and demographic reasons. Demand for labor is high on all fronts. Which brings us to today’s world. I have heard from individuals and in a couple recent meetings with business leaders that almost everyone can use more help. The skilled trades are in high demand. Technical expertise, creativity and problem solving skills are valued. For some employers, a pool of highly technical people is essential, in other cases it might be a pool of workers who have the aptitude, ability and willingness to be trained to meet specific job skills or demands. I have talked to some employers who, in today’s economy and labor market, just need warm bodies to fill a need, although they would really like someone with at least basic skills and a good work ethic. Career readiness is now at the forefront of educational lexicon, and this won’t change anytime soon.

There are quite a few dedicated people and opportunities in the Harrisonburg-Rockingham MSA for education and training. We are blessed in that regard. There are multiple programs and money that are geared towards workforce development. Most other communities and states have access to generally the same programs and money. The trick is figuring out how to leverage them. Both the Virginia Chamber of Commerce (through Blue Print Virginia 2025) and the Virginia Economic Development Partnership (VEDP) are putting time and effort into workforce issues at the state level on behalf of employers. More on that as the Legislative session begins in January.

Recently, while not a short term solution for the labor crunch, the Chamber has begun working with our two school superintendents, at their invitation, on what could generally be classified as career readiness. At this point, we may have a slight head start if some ideas come together. This short statement is a teaser for what might be envisioned in the near future. There will be an “ask” of area employers for time and talent, but the envisioned payoff is an up and coming workforce that people are asking for today. And if we get ahead of the curve, that will translate to greater economic competitiveness as a community. The Legislature now has an interest in career readiness at the high school level, too, and I already have had some discussions on this from a community perspective.

BRCC, MTC and others have been involved workforce development for years, and putting the career coaches in high schools moved the region ahead of other parts of Virginia. I believe the majority of our community leaders understand how fortunate we are to have the two institutions here. The current mix of workforce development programs and money can help with some immediate needs. But the goal of developing a longer term system which “figures out the workforce component” better than other communities should be the one we strive for. The Shenandoah Valley has such a great history of cooperation and collaboration. If any region should be able to figure out the workforce puzzle, it should be us.

Stay tuned for more information as things develop.

Frank



Frank Tamberrino

President and CEO

2018-19 COMMUNITY PROFILE & MEMBERSHIP DIRECTORY RELEASED

Chamber Members have received a copy of the 2018-19 Community Profile & Membership Directory in the mail. This is one of our primary informational pieces that is widely distributed locally and always available in the Chamber office for anyone looking for community information. New this year is the restaurant guide.

Please use this publication to support fellow Harrisonburg-Rockingham Chamber of Commerce members when looking for goods or services.

We invite you to call or visit the Chamber office for additional copies. This publication is free to all Chamber members to share with customers in your office or lobby, potential employees or visitors. Visit our website to view it electronically.

Introduction: The intersection of education and career readiness has been a topic of recent discussion both locally and at the State level. There have, of course, been workforce development programs, career training programs and numerous ideas over time on helping high school students prepare for college, a career or “the real world”. We (adults) have plenty of ideas. But, what if we actually asked a student? So, we did, with no coaching or preconceived answers. Here is a well thought out answer from a Harrisonburg High School senior, *Irene Liu*, who is serving as an intern at the Chamber.

“Workforce Development”

What can the school system and the community do to help prepare student for post-graduation? As this year’s senior class of Harrisonburg High School prepares to say goodbye to twelve years of “core” classes and extracurricular activities, my classmates and I often ask ourselves, “Are we ready to face the real world?” This is a question I would like to be able to answer with a resounding “yes,” but as I look back on the courses that I have been offered throughout the past four years of my high school education, I’m not sure if that will be the case. I realized that although I have taken as many AP classes as I could handle and learned everything from the preamble of the Constitution to the integrals of trigonometric functions, my classes haven’t given me the chance to explore different career options and learn things that would help me understand the world of jobs waiting for me beyond my educational career. Having work-related programs and courses in schools that give students the opportunity to learn about different career fields or get involved in their communities through internships at businesses can prepare students who intend to start working directly after high school by helping them enter into the workforce as skilled individuals.

Programs preparing students for a life of work don’t just benefit those who won’t be attending post-secondary institutes after high school. Many students, like myself, intend to attend university or college, and the courses we take in school (math classes, science classes, etc.) help prepare us for that next step. While some may think work programs can cause students to focus less on their academics and getting into college, this might not be the case. According to an article written by Sophie Quinton of The Atlantic magazine on schools in Texas that have loosened their academic curriculum to add in job training programs, “Setting up a non college track doesn’t necessarily have to divert students from postsecondary education. High school programs aligned to industry often prepare students for an associate’s degree.” Programs that train students in certain fields or jobs can not only help those who intend to follow that path for the rest of their lives, but also aid others in finding their passions or giving them an advantage over the rest of their classmates by exposing them to their future college majors early on. In today’s job market, there are increasingly more opportunities for the young. As a student, I feel like it would benefit us to participate in and be offered more programs that teach us the skills and give us the experience we need to successfully seize those opportunities.

Every student has their unique talents, and we need to embrace this. While college preparation pathways are highly stressed in our schools, academics are not necessarily every student’s forte. Although some may find themselves thriving by taking notes in classrooms and lecture halls, many of their fellow students might understand things better when they have hands-on experience. The school systems need to be prepared to cater education to every individual student and their talents, and stronger and more diverse job training programs implemented into our curriculum will help us do just that.

Irene Liu

2018 Remaining Calendar of Events

PRE-SESSION LEGISLATIVE BREAKFAST • DEC. 5, 2018

@ JMU Festival & Student Center 7:30-9:00 a.m.

The Harrisonburg-Rockingham Chamber of Commerce and the Shenandoah Valley Technology Council together host the Annual Pre-Session Legislative Breakfast at JMU Festival and Conference Center. This is a time that we listen to and engage with our area legislators about issues affecting business in Harrisonburg and Rockingham County. There is new, unexpected money coming into the State coffers (on-line internet sales tax and income tax law conformity). What is our Legislative delegation thinking? This is the first year of Medicaid expansion in Virginia. What does that mean for the State budget and our insurance rates? Interstate 81 – If you have been paying attention, VDOT has completed a study of I-81, prioritized improvements and potential funding sources. What can we expect when the 2019 Session begins?

\$15 Chamber Members | \$15 SVTC Members
\$20 Non Chamber & Non SVTC Members

Click here to register now!



BUSINESS RELATED COMMITTEES

Aging-in-Place Roundtable
Third Friday of each month, 9:00-10:30 a.m.

Broadway-Timberville Business Council
Second Wednesday of each month, 12:00 Noon

Diversity Business Council
TBA

Greater Ashby Business Council
Second Tuesday of each month, 12:00 Noon

Public Policy Committee
First Tuesday of each month, 12:00 noon

Shenandoah Women's Alliance
Quarterly

MEMBER SUCCESS ORIENTATION

November 27- 10:00 a.m., Chamber Office

BUSINESS AFTER HOURS

November 29 - 5:00 - 7:00 p.m., Honey Baked Ham

BUSINESS SMARTS

December 14 - 8:00 - 9:30a.m., JMU Ice House

***Schedule complete as of release time; subject to change
Visit the Chamber's Event Calendar for confirmed dates.**



Visit for the Village, Stay for the Town.

November 23 - December 23, 2018

Christmas Market • About the Market

Nestled in the beautiful Shenandoah Valley, Timberville was incorporated in 1884. This tight-knit community is home to artisans, foodies, and Christmas spirit. In order to showcase the exceptional talents of residents, the Timberville Christmas Village opens in November and runs through December. The Village is located at 14054 Timber Way, Timberville, VA at the Food Lion Shopping Center.

<https://www.timbervillechristmas.com>

Connections Recap

On Thursday, October 18, over 130 Chamber Members attended the Connections event presented by **SaveUpon** and the **Shenandoah Valley Small Business Development Center**.

During the event, attendees were able to choose from 10 educational sessions that included "Building Connections through Networking", "DIY Videos", and "Employer and Employee Relations" to name a few. The event concluded with an interactive and fun Business Resource Fair and Reception presented by **Dynamic Aviation**. Special thanks to our promotional partner **Daniels Promotional Products**.

The Connections event is your Chamber's largest networking event of the year where attendees visited with fellow Chamber Members and learned how they could partner together on upcoming projects and programs.

Contact these Chamber Members who Attended the Business Resource Fair

Business Services

SaveUpon · Shenandoah Valley Small Business Development Center · Shenandoah Valley Technology Council · Virginia Department of Small Business & Supplier Diversity · PBMares, LLP · Blue Ridge Community College · Qualified Staffing of VA · Transformational Impact · Shenandoah Valley Regional Airport · Hotel Madison and Shenandoah Valley Conference Center

Business Promotion

WMRA & WEMC Public Radio · Converge Local · Daniels Promotional Products · Appeal Productions · LDA Creations · Rosy Co. Photobooth

Apartment Complex

The Reserve at Stone Port

Local Non-Profits & Educational Institutes

WVPT Public Media · AVA Care of Harrisonburg · Blue Ridge Hospice · CASA for Children · United Way of Harrisonburg & Rockingham County · Central Valley Habitat for Humanity · Blue Ridge Community College · Breaking Free · Central Shenandoah Planning District Comm. · James Madison University

Health & Wellness

Advantage Physical Therapy & Sports Performance · Care Advantage · Ruth's & Hattie's Granddaughters · Dental Health Associates · Mary Kay

Financial & Insurance Services

Union Bank & Trust · Blue Ridge Bank · DuPont Community Credit Union · Pendleton Community Bank

Start Shopping! Chamber Shop Local Initiative

SHOP LOCAL *this holiday*



SUPPORT LOCALLY OWNED BUSINESSES IN
HARRISONBURG & ROCKINGHAM COUNTY



Visit hrchamber.org for details
& participating businesses.

Sponsored by:



It is time again to participate in our Shop Local campaign for the 2018 Holiday Season! In an effort to support our Chamber Member retailers this holiday season, the Harrisonburg-Rockingham Chamber of Commerce is continuing our "Shop Local" initiative that kicked-off Friday, November 23 and concludes Tuesday, December 19. The goal of the program is to generate consumer spending for Holiday 2018 while also creating new year-round consumers that are encouraged to shop with local Chamber members first.

Consumers are encouraged to shop locally with participating Chamber Members for a chance to win a holiday gift basket filled with items donated by participating businesses. From Friday, November 23 to Tuesday, December 19, any consumer who spends at least \$25 at a participating Chamber Member location will be given the chance to enter their name into the drawing. There is no limit on the amount of times an individual can enter, but they can only enter one time per transaction. So the more times they shop at the participating businesses, the better their chances of winning! Make plans to support the following participating for all of your holiday shopping needs!

Participating Businesses:

- Arts Council of the Valley/Court Square Theater
- Bluestone Vineyard
- Brix & Columns Vineyard
- BrydgeWorks Glass Studio
- Classic Tuxedos & Suites
- CrossKeys Vineyards
- Explore More Discovery Museum
- Gift & Thrift
- Glen's Fair Price Store
- Grandma's Pantry
- Greenberry's
- Green Hummingbird
- Hair Cuttery
- Harrisonburg Ford
- Hot Yoga Hburg (Evolution Yoga Harrisonburg)
- Kate's Natural Products
- Kitchen Kupboard
- Mulligan's Golf Center
- OASIS Fine Arts & Craft
- Ragtime Fabrics
- Shirley's Gourment Popcorn
- Silver Lake Mill
- Skin and Zen
- Solace Studio Fine Handcrafts
- Stoney Run Artisans
- Ten Thousand Villages
- The Beauty Spa
- The Heritage Museum
- Timeless Toys
- White Oak Lavender Farm

Help Us Welcome Your New Members

A Desk 4 Me, Inc - Ron Alabanza

Create. Innovate. Collaborate. A Desk 4 Me provides graphics, copy, and web site design to provide one-stop implementation. They circle around your social media needs, service desk, and backoffice technology. Full service media and Information Technology.

PO Box 182, Bluemont, VA 20135 | 540-955-6072 | <http://www.ADesk4Me.com>

AUTOCROP - Ken Bryant

AUTOCROP™ is an international brand with locations in United States, Europe, and Asia. Our team of research scientists, growers, and engineers are at the forefront of automated fresh farming technology. They offer a complete solution for industrial growing including large vertical farms and greenhouses as well as smaller units for home, small business, or educational use.

34 Lakeview Court, Verona, VA 24482 | 540.904.4471 | <https://www.autocropusa.com>

Blue Mountain Plumbing, Heating and Cooling - Shannon Atkins

Blue Mountain Plumbing, Heating & Cooling was established in 2002 as Blue Mountain Plumbing in Fishersville VA. One location and one truck, but big ambitions to be a reliable resource local residents could count on in times of plumbing need. In 2006 the scope of their company broadened as they expanded their coverage area and service offerings. Heating, cooling, air quality, and water treatment were added to plumbing as core service offerings and a comprehensive commitment to keeping their customers comfortable, as well as their homes up and running began. Today, Blue Mountain proudly serves customers in Harrisonburg, Staunton and Waynesboro as well as throughout Rockingham and Augusta County. Still family owned and operated, they remain committed to providing unparalleled customer service to their customers. You can be assured that their entire team will go above and beyond to provide you with a relaxed and professional service experience.

1951 Evelyn Byrd Ave Suite G, Harrisonburg, VA 22802 | 877-280-5777 | <https://bluemountain-service.com/>

Cross Keys Equine Therapy - Alicia Burns

Cross Keys Equine Therapy is a nonprofit organization that provides hope, healing, and opportunities for emotional growth to people of all ages using horses. They are a Christ-centered organization that is making a difference in our community by helping others live lives of authenticity and truth. Cross Keys Equine Therapy offers equine assisted psychotherapy and learning programs.

6711 Stoney Lick Road Mt. Crawford, VA 22841 | 540-607-6910 | <http://www.crosskeysequinetherapy.org/>

DASCOM Americas - Ken Bryant

At DASCOM their goal is earn your trust each and every day by providing you with the absolute best in quality, cost-effective print solutions. From warehousing and logistics to retail, transportation, hospitality, healthcare and other markets, their printers help organizations around the globe execute mission-critical printing. Whether it is invoices, bills of lading, multi-part forms, prescription labels, shipping manifests, or court reports, their printers are called on in some of the most demanding and time sensitive print environments. At DASCOM they are committed to providing their customers with printers that mean business.

34 Lakeview Court Verona, VA 24482 | 877.434.1377 | <https://dascomamericas.squarespace.com/>

Eastern Mennonite School - Andrea Wenger

Eastern Mennonite School joins home and church in calling students to faith in Jesus Christ, academic excellence, personal integrity, and compassionate service in the world. They aspire to reflect Christ's light as a learning community where every student belongs, thrives, and lives God's call.

801 Parkwood Drive, Harrisonburg, VA 22802 | 540-236-6000 | <http://www.emhs.net/>

Help Us Welcome Your New Members

Friendly City Dental - Keusung Yun

Your smile means a lot to you - whether you're greeting friends, laughing, or taking a photo. They passionate about caring for that beautiful smile and showing you their warmest hospitality while they do it. Friendly City Dental is excited to offer you world-class dentistry and attentive patient care. You'll feel welcomed and comforted the moment you step into their Harrisonburg office. Need a new dentist? Come visit and experience the Friendly City Dental hospitality. They are always happy to see you.

2262 Blue Stone Hills Dr. STE A, Harrisonburg, VA 22801 | 918-710-5526 | <https://www.friendlycitydental.com/>

Hakan USA, Inc - Darla Turner

Hakan Agro Group, is head-quartered in Dubai, United Arab Emirates and specializes in supply chain management of agricultural commodities such as Pulses, Oil Seeds & Edible Oils, Frozen Poultry & Meats, Dairy Products, Animal Feed Raw Materials, Spices, Staples, Dried Fruits, All Kinds of Jute Products, Packaging Materials and Special Crops. Hakan Agro's strategically located network of 26 overseas offices, warehouses, processing and logistics facilities currently exports 54 different food products from 55 countries to over 1000 customers in 82 countries.

413 South Main Street, Broadway, VA 22815 | 540-896-2452

Jersey Mikes - Charles Golden

Quick Service Sub shop. Jersey Mike's, a fast-casual sub sandwich franchise with more than 1,500 stores open and under development nationwide, has a long history of community involvement and support. Started at the Jersey Shore in 1956, Jersey Mike's serves authentic East Coast-style subs on fresh baked bread – the same recipe it started with over 60 years ago. The company's mission is to bring its customers the highest quality, freshest made sub in the industry and give back to the communities in which it operates.

563 University Blvd, Harrisonburg, VA 22801 | 540-217-2426 | <https://www.jerseymikes.com>

JustTech, LLC - Leslie Silk

Just-Tech is a technology company founded in 2006 providing Print Solutions, Network & IT Solutions and custom Xerox App Solutions.

301-632-5555 | <http://www.justtech.com>

Live Life, LLC - Heather Jensen

Live Life is a non-medical professional companion care company for Adults, Seniors, Parents and Couples. Professional Life-Enhancing Specialists end loneliness and specialize in errands, tasks, organizing, cleaning, transportation, day trips, travel companion, parent companion, and bereavement companionship. In these busy, over-scheduled times, their goal is to make finding the help you need easy and stress-free. Live Life specialists provide you with emotional and social support and encouragement that enables you to thrive and stay as healthy as possible providing long lasting companionship to live your life to the fullest! LONELY?...Live Life!

700 Second Street, Waynesboro, VA 22980 | 434-989-1544

Mary Kay - Susan Nazelrod

Independent Beauty Consultant. Mary Kay has a money back guarantee so any product that you are dissatisfied with, they will exchange for another product or give a full refund. You can sample products as you purchase them and make an easier selection. Susan can do foundation matches and choose perfect eye, lip, and cheek needs. Just let her know about a beauty experience package to have with your friends.

7337 Apple Ridge Dr., Timberville, VA 22853 | 540-271-2199 | <https://www.marykay.com/snazelrod>

Help Us Welcome Your New Members

SaveUpon, LLC - Mike Rodes

SaveUpon is a Shenandoah Valley based technology company which offers an easy to use app that allows businesses to interact directly with their clients, share deals and keep everyone up to date on their company. App users can search and save local businesses, subscribe to get deals, sign up for notifications, and see what is trending in their area and share offers with friends.

985 S High Street, Harrisonburg, VA 22801 | 540-273-8108 | <https://saveupon.com/>

SONARAY LED Lighting - Ken Bryant

SONARAY™ LED lighting leads the way to a greener and cleaner tomorrow with exceptional lighting for the industrial, marine, and commercial marketplace. At SONARAY™, their mission is to create and contribute to a more intelligent and sustainable planet and better human condition by offering innovative LED lighting solutions. With a broad array of research, development, test and production capabilities and facilities, their experienced team is dedicated to producing only the highest quality LED lights. Americas Headquarters is located in Central Virginia houses lighting layout, administration, sales, product management, marketing, assembly and warehousing.

34 Lakeview Court, Verona, VA 24482 | 844.202.5606 | <https://www.sonarayled.com/>

Strength in Peers - Nicky Fadley

Strength in Peers believes community members can help one another access services and advocate for changes that better meet their needs. They close gaps in services using community engagement and peer-to-peer approaches. Strength in Peers is a non-profit organization of people who have lived-experience recovering from mental health challenges and/or substance abuse. They strive to empower individuals during recovery by offering services that encourage connection, access to resources and self-sufficiency.

733 East Market Street, Suite A., Harrisonburg, VA 22801 | 540-217-0869 | <https://www.strengthinpeers.org/>

The Rosy Co. Photobooth - Francie Martonik

The Rosy Co. Photobooth will help you throw an unforgettable Party! Have party, will travel! The Rosy Co. has Virginia's first and only modern photo booth tucked inside an adorable vintage travel trailer. We want to help you throw an unforgettable party and we'll create a custom photo booth experience to do just that.

855 Chestnut Drive, Harrisonburg, VA 22801 | 202-465-5000 | <https://www.therosyco.com/>

Title Alliance Partners of Virginia, LLC - Danielle Johnson

Title Alliance Partners of Virginia is a full-service title insurance company offering a complete range of title and escrow services for the public, the construction industry, attorneys, banks and other lenders, and the real estate industry. Title Alliance Partners of Virginia is a partnership between Title Alliance and Kline May Realty, LLC. This partnership benefits the public and clients of Kline May Realty, LLC by providing title and escrow services on a flexible schedule, with the ability to provide closings throughout Virginia. Experience and expertise are fundamental to every service we provide, from application to closing.

1964 Evelyn Byrd Ave., Harrisonburg, VA 22801 | 540-615-5157 | <http://www.tapartnersva.com/>

Summary of VDOT I-81 Report in October 2018

(Note: this is a HRCC condensed summary, not a VDOT document)



For those interested in developments related to I-81 and the interest in improving traffic flow and safety, the Virginia Department of Transportation (VDOT) has completed its General Assembly directed study of issues, recommended improvements and funding options. The latest VDOT public presentation can be accessed at http://www.ctb.virginia.gov/resources/2018/sept/pres/10_i_81.pdf and here is a summary on their recommendations. The specific improvements were listed at the last public meeting and should be available in the VDOT report to the Commonwealth Transportation Board (CTB).

VDOT's recommendation includes specific capital (i.e. road construction - road widening for truck climbing lanes, interchange improvements, etc.) improvements and operational (signage, enforcement, accident clearance, etc.) improvements.

The total estimate under VDOT's proposal is approximately \$2 Billion, broken down by district (Staunton district = \$886 million; Salem district = \$882 million; and Bristol region = \$252 million). Note: the total identified using originally suggested improvements totaled \$4.1 billion, but the \$2 billion proposal was developed based on revenue projections and using a priority ranking formula.

To raise enough funds to make the recommended improvements, a multiple revenue source solution has been suggested, although the General Assembly can go with just one or any combination:

1. Implement tolling along the length of I-81
2. Regional Sales Tax
3. Regional Motor Fuels Tax

The quick details:

1. Implement tolling along the length of I-81
 - a. No toll booths
 - b. Six toll collection points (gantries for transponders, cameras for cars without pre-payment)
 - c. For heavy commercial trucks (class 6 and up was mentioned)
 - d. Time of day variable for trucks
 - e. Resident/commuter passes available at lower rates than truck tolls
2. Regional Sales Tax
 - a. Suggested: 0.7%
 - b. Collected in localities within Planning Districts 3, 4, 5, 6, 7
3. Regional Motor Fuels Tax
 - a. 2.1%
 - b. Collected in localities within Planning Districts 3, 4, 5, 6, 7

Next steps:

- VDOT sends I-81 study and recommendations to the Commonwealth Transportation Board (CTB), which meets in December
- CTB reviews study and recommendations and offers their full endorsement or proposes an alternative recommendation. Their recommendation may include a different set of capital or operational improvements and/or a different set of funding options. This is passed to the General Assembly, prior to the first day of the 2019 Session.
- General Assembly goes through its process of bill submission, committee assignments, etc. for the 2019 Session (beginning in January). This is, of course, a tight timeframe.
- Public education, resulting in public response, and ultimately Legislative action.



Are you planning this year's holiday event?

The holiday season will be here before you know it. Let us create the perfect holiday party that your friends, family, and coworkers are sure to look forward to.

We at Shenandoah Provisions take great pride in delivering enticing food and exceptional service. Our on-site catering services compliment Massanutten Resort's scenic mountain location and offer spacious banquet facilities and smaller, intimate locations that are perfect for warm, cozy gatherings. We offer a range of creative and flavorful menus that can be customized for your special event, whether you're hosting a few guests or hundreds. We also offer lodging for your guests that are not local and may need accommodations for your event.

Our knowledgeable banquet services team can help you select the right venue for your event, arrange accommodations for guests, finalize catering menus, and offer recommendations for live entertainment, DJ's, photographers, florists, and other vendors. To get things started, we have included our current catering packet along with specialty holiday menus created by our Executive Chef, Mike Rittenour.

We hope you will give us the opportunity to bring our passion to your table this holiday season!

Best Wishes,

Shenandoah Provisions, Inc.

540.289.4905 | spbanquets@massresort.com

www.MassResort.com/Catering



We hope you have a wonderful holiday season & hope to hear from you soon!



Annual Banquet & Awards Ceremony Sponsorship

Platinum Event Sponsor • \$2,000 • SOLD

Special Thanks to Shenandoah Valley Regional Airport & United
(Operated by SkyWest)

Audio and Visual Sponsor • \$1000

2-1 Available

- 2 Event Ticket
- Company Logo included on all collateral electronic and print material
- Logo on the sponsorship slide of slideshow running during reception
- Sponsorship acknowledgement at the event from stage and on posters
- Acknowledgement on social media and website leading up to event

Special Thanks to Dynamic Aviation

Award Winner Table Host Sponsors • \$750

5 Available

- Two event tickets
- Table card acknowledging sponsorship to guests
- Sponsorship acknowledgement at the event from stage and on posters
- Acknowledgement on social media and website leading up to event

Special Thanks to

Long-Time Member Acknowledgement Sponsors • \$300

2-1 Available

- 1 event tickets
- Logo on Event Programs to be displayed on event tables
- Sponsorship acknowledgement at the event from stage and on posters
- Acknowledgement on social media and website leading up to event

Special Thanks to VA Poultry Federations,

Program Sponsors • \$300

2-1 Available

- 1 event tickets
- Logo on Event Programs to be displayed on event tables
- Sponsorship acknowledgement at the event from stage and on posters
- Acknowledgement on social media and website leading up to event

Special Thanks to JS Replogle & Associates

Beverage Sponsor • \$500

4-2 Available

- Two event tickets
- Table card at beverage station acknowledging sponsorship to guests
- Sponsorship acknowledgement at the event from stage and on posters
- Acknowledgement on social media and website leading up to event

Special Thanks to CrossKeys Vineyard, Capital Ale House

Dessert Sponsors • \$750

2-1 Available

- Two event tickets
- Table card near the dessert acknowledging sponsorship to guests
- Sponsorship acknowledgement at the event from stage and on posters
- Acknowledgement on social media and website leading up to event

Special Thanks to Burkholder & Associates

Annual Report Sponsor • \$500

4-3 Available

- Two event tickets
- Company logo included on the printed and electronic version placed on Chamber website
- To be used for membership recruitment and retention throughout 2019
- Sponsorship acknowledgement at the event from stage and on posters
- Acknowledgement on social media and website leading up to event

Special Thanks to McClung Companies

Photographer

1 Available

- 1 Event Ticket
- Watermarked photo album shared on HRCC Facebook Page
- Ability to sell photographs from event
- Photo credit when Chamber uses photography in future publications
- Sponsorship acknowledgement at the event from stage and on posters
- Acknowledgement on social media and website leading up to event

Special Thanks to

Sponsorship and Advertising Opportunity Guide 2019

The Harrisonburg-Rockingham Chamber of Commerce has released the 2019 Sponsorships and Advertising Opportunities Guide. Please feel free to contact Sara Wittig at sara@hrchamber.org or by calling 540-434-3862 x 108 to schedule your appointment today.