

# I belong



**Chesterfield County**

**Chamber of Commerce**

[www.chesterfieldchamber.com](http://www.chesterfieldchamber.com)

## Testimonials

We can tell you all the great things about the Chamber but don't take our word for it, listen to what our members say.



"The Chesterfield County Chamber of Commerce makes significant contributions to the county's exemplary quality of life. We value our partnership and enjoy working together to make Chesterfield County the **FIRST CHOICE** community for businesses, residents and visitors."

*James J. L. Stegmaier, County Administrator  
Chesterfield County*



"The Chesterfield County Chamber of Commerce has created an environment of unique relationships between the private and public sectors, between business and education, all coming together to achieve a common goal."

*C. Renee Chapline, Executive Director  
Virginia's Gateway Region*



"Another stellar evening at the 2011 Annual Banquet. The synergy through networking, the awards presentation, and engagement by the speakers were outstanding. Bravo to you, your team and committee."

*Iris E. Holliday, Senior External Affairs Manager  
Dominion Virginia Power*



"All of us here at Uppy's and the Uphoff family were sincerely moved by the positive and supportive comments made by the Chesterfield County Chamber of Commerce and by others on our behalf at the Supervisor's meeting over our bowling entertainment center off Commonwealth Parkway. We could not imagine such a turn out to support our business project! Thanks a million for all that you do and for your strong and capable support!"

*Steven M. Uphoff, President/CEO  
Uppy's*



"It is exciting for Chesterfield to have an organization representing its many businesses. In its mission statement, "Chesterfield County Chamber of Commerce works to serve, protect and promote the common interests of our membership and the business community." These words are backed by the ongoing actions of the Government Relations Committee, and the various opportunities the Chesterfield Chamber creates to interface with Government Officials and Administrators.

It has been especially rewarding to have candid and open conversations with various governmental officials at the many networking opportunities promoted by the Chamber."

*David R. Dye, CPA  
Tax and Business Solutions, LLC*

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## Testimonials (cont.)



“One of the things I like the most about the Chesterfield Chamber luncheons is having a formal opportunity to meet the other people at my table and to introduce our firm. We have only been members for a few months, but I know we will benefit from the many relationships we will develop with other members in the coming years.”

*Ann Roberts Caudle*  
*Spots Fain PC*



“The Chamber Board Members and Staff work hard to create valuable networking, educational, and social events. I reserve time on my calendar for the Chamber, because I always leave feeling empowered and excited. Moreover, I look forward to any Chamber event, because I know I will take away meaningful conversations and new friendships. I highly recommend getting involved in the Chesterfield Chamber of Commerce!”

*Carrie Pearson*  
*Mainline Broadcasting*



“The Chesterfield County Chamber is sometimes viewed as being isolationist by its mere existence as a single-county business group lying within the boundaries of a regional chamber. The 2016 Vision Statement is good way to communicate that the Chesterfield Chamber is concerned with improving the region—both inside and outside the County.

I will tell you first-hand that the ‘feel’ of the Chesterfield County Chamber is more personal and genuine than what I have experienced in some larger regional business organizations. Focusing such a great organization toward bigger targets—some too big for only Chesterfield—can only be good for all.”

*George Nyfeler III, LS, LEED-AP*  
*Nyfeler Associates*



“What an awesome “Breakfast with the Pros” this morning (*March 2011*)! Great speakers. Very down to earth consulting that I can relate to and make improvements in my business. The Chamber offers great value for my membership!”

*Samuel Little*  
*Samuel Little Graphic Design*



## 2016 Vision

The Chesterfield County Chamber of Commerce is the face and voice for the business community in Chesterfield County, leading through government advocacy both locally and regionally on issues that affect business and the quality of life of Chesterfield citizens; we provide exceptional professional education to help promote the growth of our members; we provide marketing opportunities for our members; and we promote regional economic development that can positively impact the business community and citizens of Chesterfield.

## Mission

To fulfill our 2016 Vision, the Chesterfield County Chamber of Commerce strives to:

- Provide the most effective Business Networking and Marketing Opportunities in our county
- Coordinate with other organizations to offer educational opportunities that support business excellence and growth
- Work with County Government to enhance the business environment. Serve as a regional government advocate on issues that impact our county's business community and quality of life
- Be the champion of economic development in Chesterfield County while championing regional economic development that will benefit our county's business community and quality of life
- Build partnerships with other organizations to serve as a resource for all business-related issues in our county

## Core Values

- Respect and Integrity
- Relationships
- Participation



## Top Ten Reasons to Join the Chesterfield County Chamber of Commerce

1. **Promote:** Ideal environment to promote your business and make valuable connections with decision makers
2. **Networking:** Monthly Luncheons, Chamber Night Outs, Networking...with New Members, Annual Awards Banquet
3. **Government Advocacy:** The Chesterfield County Chamber has worked closely with the Chesterfield County Board of Supervisors to further lower the business taxes and support zoning efforts for local businesses. We continue to work on issues such as zoning fees, LED signage, and other issues that can affect your bottom line.
4. **Education:** Our Breakfast with the Pros series brings in the top speakers to interact and educate our members
5. **Marketing:** Create strategic alliances with other members to create successful referral partnerships, discover opportunities and resources
6. **Benefits:** Affordable quality group health insurance benefits for you and your employees (Anthem Blue Cross Blue Shield)
7. **Play:** Annual Golf Classic, Celebration of the Vine Wine Festival, Fall Event and more
8. **Discounts:** Members doing business with members
9. **Spotlight:** Get featured at luncheons, Comcast Spotlight, and more
10. **Involvement:** Join a committee and build stronger peer-to-peer relationships with other businesses



## **Direct Benefits of Chamber Membership**

### **Networking Opportunities**

#### **Monthly Luncheon**

Gather valuable local business information from knowledgeable speakers while enjoying the camaraderie of this gathering of business leaders. Held the second Wednesday of each month at Meadowbrook Country Club from 11:15 a.m. until 1:00 p.m. Average attendance is 170 business owners and managers.

#### **Chamber Night Out**

Held once a month at different Chamber member businesses from 5:30 to 7:30 p.m., these free, fun networking events have become a strong resource for making contact with both current and prospective clients. Averages 75 attendees.

#### **Networking...with New Members**

This is a continental breakfast held on the first Wednesday of every other month in January, March, May, July, September, and November. It is our morning version of Chamber Night Out with a few twists. Attendance averages 35 and the emphasis is on getting to know one-another through intensive, effective networking. New members do a one-minute commercial and other members give a 30-second commercial.

#### **New Member Orientation**

Twice a year, the Chamber holds a welcome event for all of the new Chamber members. This gathering allows new members a jumpstart on membership with an opportunity to promote their business and network extensively. A review of Chamber member benefits reinforces and teaches new members how to utilize their membership to the fullest extent.

### **Networking Booths**

At the Annual Awards Banquet, a limited number of trade-show-like booths are available to showcase members' products and services. This is a unique opportunity for promotion to 350 captive business leaders in a festive atmosphere.

In addition you may sponsor booth space in "Chamber Row" at our Celebration of the Vine Wine Festival with access to 5,000+ people.

### **Ribbon Cuttings**

These ceremonies, which increase the visibility of Chamber members who are just opening or celebrating a special achievement, are provided to Chamber members free. The event also provides free advertising articles/photos in the Chamber's e-newsletter, which is distributed, to over 1,200 business leaders.

### **Committees**

Members may participate in any of our active and dynamic committees and task force groups that cover a wide range of interests such as government relations, events, or membership values and benefits.

### **Advertising Opportunities**

#### **Buyers' Directory & Newcomers' Guide**

This is the only "buyers" and business guide to the area community that is distributed each year to over 3,000 area residents and businesses, as well as being included in all relocation packets. Only Chesterfield Chamber members are listed twice (once alphabetically by company name and secondly by your classified category), providing high visibility to potential customers. Advertising opportunities are also available.



## **Direct Benefits of Chamber Membership** (cont.)

### **Internet Exposure**

The Chamber's website is a highly accessed information source for area business and community information. It features a vast scope of data including community and Chamber programs and calendars, a member to member discount offer page, job postings, and multiple links to a wide range of resources and websites. All Chamber members are profiled in the searchable business directory and may increase their visibility by adding a business description and/or special "Hot Deal" offers and hyperlinks to their websites. The Chamber website offers members free worldwide exposure and is an excellent source of referrals.

The Chamber also utilizes a variety of social media to promote events, our member businesses, and important information. These outlets can give your company more exposure to our membership and anyone who follows us through social media.

### **News from the Chesterfield County Chamber of Commerce**

The Chamber's quarterly newsletter is distributed to nearly 800 leading area businesses. It features Chamber and community information and event updates. New Chamber members are profiled, and many members are featured in photos and articles detailing ribbon cuttings and activity participants. Low cost advertising opportunities are afforded members. Each Monday, a shorter version of the newsletter is emailed to a subscriber list of almost 1,300.

### **Cable TV Profile**

Comcast Spotlight is a weekly television show that airs each Monday evening at 6:30 p.m. on the public access channel. It features one-on-one conversations between the Chamber Chairman

and business representative and showcases three different Chamber members each month. These businesses each achieve "9 minutes of fame" with this broad free television advertising. Each taped show runs four weeks.

### **Member Spotlight**

For a nominal fee, members can be spotlighted at an upcoming Chamber Monthly Luncheon with their own three-minute presentation from the podium. This is a special opportunity to tell everyone what makes your business unique. You can distribute flyers and literature on each table. With an average of 170 business leaders in attendance, this is an inexpensive promotion vehicle for you!

### **Member Sponsorships**

High visibility and advertising value is offered to members who sponsor a Chamber event or program, such as the Golf Classic, Annual Banquet, Legislative Reception, Fall Event, or the Celebration of the Vine Wine Festival.

### **Saving Opportunities**

#### **Health Insurance**

Businesses with 2 to 99 employees and carry Anthem Blue Cross Blue Shield Health Plans are eligible to receive additional value added benefits from Anthem for their employees and their families. This program can be more comprehensive and less expensive than individual/non-group plans.

#### **Dental Insurance**

The Chamber's partnership with Dominion Dental Plan allows Chamber members to access group level dental coverage and rates on an individual basis with three plans to choose from.

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## Events

### Annual Events

#### **Chamber's Fall Event**

The Chamber host a Fall Event each year for members, their employees and their families. Each year a different event is chosen. It is a great opportunity to get out of the office, work off some stress, build relationships, and create team working skills. This year we'll feature "An Evening in Las Vegas—Chesterfield's Casino Night." Food, drinks, gaming, prizes and a chance to win \$10,000 with a golf shot are just a few highlights. A portion of the proceeds will be donated to The Families of the Wounded Fund.

**2011 Event—September 30, 2011**

#### **Legislative Reception/ Taste of Chesterfield**

The Chamber hosts an annual legislative reception featuring local representatives of the Virginia General Assembly. This is an open forum where members of the Chesterfield VGA Delegation present an overview of the upcoming Virginia General Assembly session. This event offers the opportunity to find out how the Commonwealth, and specifically Chesterfield County, is doing fiscally and developmentally. The cocktail party event includes "A Taste of Chesterfield," a sampling of signature dishes from some of Chesterfield County's top restaurants.

**2011 Event—November 1, 2011**

#### **Annual Awards Banquet**

The Chamber's Annual Awards Banquet features a prominent speaker or entertainment, an overview of the Chamber's accomplishments for the year, installation of new Board of Directors and the presentation of the Business of the Year, Member of the Year and the Community Hero Awards. The dinner is preceded by an upscale cocktail networking session and entertainment. Expected attendance is 350.

**2012 Event—January 27, 2012**

#### **Celebration of the Vine Wine Festival**

The Celebration of the Vine, hosted by the Chesterfield County Chamber of Commerce has grown in attendance in the last four years from 1,600 in 2007 to nearly 5,000 in 2010. A premier event for the county, it showcases Virginia wines, regional entertainment and community involvement from a cultural and economic standpoint. Having earned the reputation as a "class act" presentation, this successful event incorporates teamwork and volunteerism within the Chamber and the community.

**2012 Event—April 21, 2012**

#### **Chamber Golf Classic**

With more than 100 golfers playing simultaneously, this golf tournament is one of the best places to connect with the Chesterfield County's top business decision-makers. The event includes cart and green fees, lunch, complimentary beverages and snacks during play, and an awards dinner with silent auction and raffle after tournament play.

**2012 Event—June, 2012**



## **Events** (cont.)

### **Quarterly Events**

#### **Breakfast with the Pros**

The Chesterfield County Chamber of Commerce, in partnership with the Community College Workforce Alliance, has developed a series of quarterly seminars that inspire, educate and arm you with all the tools you need to thrive and survive in today's business world. These events offer impactful business solutions and training events to a broad audience at an affordable rate.

**2011 Event—October 20, 2011**

**2012 Events—February, May, July, October**

### **Bi-Monthly Events**

#### **Networking...with New Members**

This is a continental breakfast held on the first Wednesday of every other month in January, March, May, July, September, and November. It is our morning version of Chamber Night Out with a few twists. Attendance averages 35 and the emphasis is on getting to know one-another through intensive, effective networking. New members do a one-minute commercial and other members give a 30-second commercial.

### **Monthly Events**

#### **Monthly Luncheon**

Gather valuable local business information from knowledgeable speakers while enjoying the camaraderie of this gathering of many business leaders. Held the second Wednesday of each month (*except January*) at Meadowbrook Country Club from 11:15 a.m. until 1:00 p.m. Average attendance is 170 business owners and managers.

#### **Chamber Night Out**

This is the premier networking event for local professionals, giving individuals the opportunity to make new business connections in an informal atmosphere, with light refreshments. Held monthly except for January and November at different Chamber member businesses from 5:30 to 7:30 p.m. Expected attendance is 75-100 per event.

*Event dates are subject to change. Please visit the Calendar of Events tab on the Chamber's website—[www.chesterfieldchamber.com](http://www.chesterfieldchamber.com).*



## Committee Information

Committees are the ideal way to establish business relationships quickly, offering more small group and peer-to-peer opportunities. With over 50 events per year, members can easily find a committee on which to serve so that membership in the chamber will really count for your business.

### **CHAMPS (Education) Committee**

*Chamber Helping Achieve Meaningful Partnership in Schools*

This committee works to broaden communication between school and business and promote partnerships between education and the world of work.

**When:** First Wednesday of the Month, 4:00 p.m.

**Where:** The XZone, 6851 Courthouse Road, Chesterfield, 23832

**Committee Chair:** Tara Nelson, *Omega Learning Center*

### **Events/Wine Committee**

Members of this committee raise non-dues revenues for the Chamber. Responsibilities include all events and fund raisers such as golf tournament, banquet, fall event, legislative reception and the Celebration of the Vine wine festival that attracts 5,000 attendees from all over the region.

**When:** Third Tuesday of the Month, 4:00 p.m.

**Where:** Invincia Training Room, 9330 Iron Bridge Road, Chesterfield, 23832

**Committee Chairs:** Nina Whittleton, *Classic Party Rentals of VA, Inc.*; Carl Duffey, *Heritage Insurance Consulting, LLC*

### **Government Relations Committee**

This committee is responsible for maintaining relationships with the various governmental departments, elected officials, and agencies to educate them regarding the concerns and issues of the Chamber and its membership.

**When:** Second Thursday of the Month, 8:00 a.m.

**Where:** Invincia Training Room, 9330 Iron Bridge Road, Chesterfield, 23832

**Committee Chair:** Bob Schrum, *Flagstop Car Wash & Quick Lube*

### **Membership Committee/Ambassadors**

Also known as the Ambassadors, this committee is responsible for Chamber Networking opportunities, delivering new member kits, identifying target areas for membership, hosting new member orientations and new and existing member retention.

**When:** Held at 4:15 p.m.

**Where:** Chamber Night Out location before Chamber Night Out

**Committee Chair:** Wythe Michael, *Ramey | Michael Business Law Group, PC*

### **Professional Development Committee**

Members of this committee help serve the professional development needs of the membership through planning and serving as a conduit for programming aimed at assisting members' in their respective businesses.

**When:** Held at 1:15 p.m. after the Chamber's monthly luncheon

**Where:** Meadowbrook Country Club, 3700 Cogbill Road, Richmond, VA 23234

**Committee Chair:** Pat Magee, *Divine Staffing, Inc.*

*Committee meeting dates and times are subject to change. Please contact the Chamber at 804-748-6364 if you are interested in attending a meeting or would like suggestions on where you can best serve.*