

2008 COMMITTEE CHAIRMEN

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BUSINESS DEVELOPMENT AND ASSISTANCE

Dan Williams, Chairman

CULPEPERFEST

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LEADERSHIP DEVELOPMENT

Wayne Bernardo, Chairman

MARKETING/PUBLICITY

Pam Hoag, Chairman

MEMBERSHIP

Karen Carroll, Chairman

SMALL BUSINESS

Tad Loving, Chairman

Start the New Year right and expand your business opportunities. The formation of committees is beginning for 2008. If you are interested in serving on any committees please contact the Chamber office.

Meet Your 2008 Chairman, WIN CARITHERS



As you read this letter I hope it finds you excited and optimistic about many opportunities in the new year. At the Chamber we look to 2008 with great anticipation and look forward to both working with you and serving your needs in the future. We do greatly appreciate your ongoing support, as the efforts of our many members make our services possible.

Changes continue to take place at the Chamber, and I invite you to visit the Chamber office to learn what is new. Please be sure that the office has your business cards, brochures, and updated information about your business in order to effectively represent you and promote your business to others. Very importantly, if you have moved, changed your phone number or e-mail address, we need your new information. We want to stay in touch to ensure you know about issues and events that might be important to you. Please call the office at 540-825-8628 or e-mail info@culpepervachamber.com to update information. If there are additional individuals at your business you wish to receive the e-mails, please forward their e-mail addresses, as well.

We will keep you informed about all Chamber activities including membership mixers, seminars, meetings, award presentations, and special events, providing a plethora of networking opportunities throughout the year. For the latest information available, we invite you to visit the Chamber web site at www.culpepervachamber.com. If you have any information for the web site, newsletter, or the calendar of events, please e-mail us or call the office and let us know. We hope that you will play an active role in Chamber activities to help promote your business in 2008.

Thank you again for your continued support of the Chamber and for doing business here in Culpeper. On behalf of the entire Chamber membership and staff, best wishes for a very happy and successful 2008.

Sincerely,
Win Carithers, Chairman of the Board

SAVE THESE DATES:

**March 12
STATE OF THE CHAMBER LUNCH**

**June 5
CULPEPERFEST**

**September 29
PEPPER OPEN GOLF TOURNAMENT**



Legislative Breakfast

Approximately 100 people attended the Legislative Breakfast hosted by the Chamber in December. Senator Edd Houck and Delegate Ed Scott listened as organizations and businesses presented topics of concern for the upcoming legislative session.

Presentations were delivered by the following:

- Marilyn DunphyHispanic Committee of Culpeper
- Peggy PlaceCulpeper County Library
- John TaylorVirginia Defense Force
- Anita HartkeNational Realty
- Perry CabotConcerned Culpeper Citizens, Inc.
- Kim JebsonWindmore Foundation for the Arts
- Ed DalrympleCedar Mountain Stone
- Melissa Domenico-PayneServices to Abused Families
- David CoxCulpeper County School Board
- Sallie MorganAging Together
- Jeff WalkerRappahannock-Rapidan Regional Commission
- Jim BranchCulpeper County Sheriff's Dept.
- Frank BossioCulpeper County Board of Supervisors

The Chamber extends its thanks to those who participated and to our legislators who make themselves so accessible to businesses and organizations in our community.

Leadshare

The Thursday Leadshare group hosted a Christmas dinner party and invited the other Leadshare groups and spouses to attend. Fifty-eight people were treated to great food and some fun activities as members got to know each other a little better. You may be surprised to know that Leadshare members include a dancer, an actor, a Black Belt, a writer, musicians, a Virginia Junior Miss, and a punk rocker!

The Friday Leadshare group passed 392 referrals in 2007 which resulted in \$123,686.90 in members' pockets. Almost half of the referrals resulted in closed business. Great networking!

The Wednesday Leadshare group still has many positions available. Call Pat Baisden at (540) 825-8628 if you are interested.

Career Partners



SAVE THE DATE

Career Partners Inc., in cooperation with the Career and Technical students and teachers at Culpeper County High School would like to invite you to participate in the 2008 Career Expo on Wednesday, April 23, 2008. This is a great opportunity to inform students about your business and career opportunities. Watch for more information, which will be mailed to you in March.

Work Where You Live



Visit to MASCO (Merillat) Plant a success!

Chamber outreach to our business community continues in 2008. The Chamber Business Development & Assistance Committee enjoyed an informative tour of the MASCO facility. As is always the case, what is accomplished by our business community, and our people, is truly amazing and well worth the effort to understand.

Both MASCO and the Chamber took advantage of the opportunity to share what they are about and how each may help the other. We secured a commitment from MASCO to utilize our CulpeperJobs.Com resource in their recruiting efforts. Many thanks to Andrew Ballew, Plant Manager and Chris Kemp, Human Resources Manager for taking time out of their busy schedule to make our visit a success. MASCO currently employs several hundred professional and hourly employees in our community, and seeks to increase collaborative efforts with Germanna Center for Advanced Technology and the community to further leverage it's success in the evolving market place.

This visit underscores the importance of our Chamber role in recognizing and serving the existing business community. Please watch for future outreach events and lend your support by attending, and let the business community know that we are serious about their success.



What's It Mean to "Go Green"?

- by Andrew Grigsby

In 2007, more and more mainstream companies began looking for advantages in green business strategies. At the same time, many enterprises founded with a clear environmental and social ethic found much larger markets. A short list of the business practices they share would include:

- energy efficiency and renewable energy
- healthy workplaces
- recycling and using recycled products
- contributing to cleaner air and water
- and promoting livable communities

Applied wisely, these strategies strengthen companies by reducing overhead expenses, improving productivity, and earning public trust and goodwill. They also achieve some very positive goals outside of the company, like helping to mitigate global warming, preserving biodiversity, and improving the quality of life for all people.

Many of the largest corporations on earth are integrating green ideas into their business plans. Caterpillar, Kaiser-Permanente, Ikea, Dell, The Gap, and others have set ambitious goals and publish annual reports on their efforts to solve societal problems with the way they do business.

Small and medium-sized organizations can do the same. From the taxi service that uses efficient vehicles to the school cafeteria that serves local, organic produce to the insurance office with a new building that uses half the power of their old one - businesses of all kinds can find ways to "do well by doing good".

Culpeper's diverse businesses have the same opportunities. Construction, retail sales, local government, and agriculture all can adopt greener practices. Many already are.

The best place to start greening one's business is with energy efficiency: doing more with less. Reducing energy consumption - given that most of our energy is from polluting, non-renewable fossil fuels - is the greenest thing any of us can do, and it saves money. Most organizations can realize significant energy savings with better management and equipment in the areas of computers and office equipment, lighting, heating and cooling, and vehicles. Increasing productivity relative to expenses obviously makes good business sense, but these efficiency opportunities have been sorely overlooked during recent decades of cheap energy.

Greening one's business isn't about achieving perfection tomorrow. Rather, it's about being headed in the right direction and continuously improving. A green business maintains profitability while reducing negative externalities - like pollution, sub-standard wages, and traffic congestion - and increasing positive externalities - such as healthy workers, community involvement, and ecological restoration. This simple formula applies at any scale, from General Electric to your neighborhood coffee shop.

Want to learn more? I recommend the following websites for an incredible variety of news stories, case studies, stock tips, and reports: GreenBiz.com; SustainableBusiness.com; or wbcsc.org (The World Business Council for Sustainable Development).

Andrew Grigsby is with Commonwealth Sustainability Works, a chamber member providing green strategies to business and green building services.



Don't Throw Away That Census Form!

More than 4 million American businesses will receive 2007 Economic Census forms. Businesses that do not receive a form (typically very small) are not required to do anything, but those businesses that receive a form are required by law (Title 13, U.S. Code) to complete and return it. The due date is February 12, 2008.

Many businesses may not recall the last census 5 years ago, and the form may come as a surprise. They may not realize how important their timely and accurate responses are to effective public policy, to their industry, or to your chamber.

The Web site business.census.gov provides statistics you can use to assess and grow your business operations. Added to the site today are graphic "Industry Snapshots" for more than 1,000 industries.

Small Business

"Coffee Break" Workshop

8:00am - 9:30am

Depot Conference Facility
113 S. Commerce Street

\$20.00 per workshop - materials and continental breakfast included.

Limited Space Available

Friday, February 15, 2008 -

Small Business Structure

Sole Proprietorship? LLC?

Corporation? Gary Lee, CPA with Yount, Hyde & Barbour, PC will review the different business structures and the advantages and disadvantages

of each. Deadline for registration February 8.



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(leg, thigh, wing)
9:00 PM till 12:00 AM

NEW Advertising Opportunity in the Chamber News!

The Chamber News is getting an updated look and with the new format, a great advertising opportunity has been created!

You can advertise your business in a FULL COLOR, FULL PAGE AD with premier placement on the inside back cover of the Chamber News for \$300.00!

This ad space is available on a first-come, first-serve basis only.
Please call Pat at 825-8628 for details.



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JOHN J. "BUTCH" DAVIES SCHOLARSHIP

The John J. "Butch" Davies scholarship was established by the Culpeper County Chamber of Commerce Board of Directors in honor of and in appreciation for the service of Mr. Davies as delegate for the 30th District. Applicants must be Culpeper residents and students at the Daniel Technology Center. They must be enrolled in credit or non-credit courses for certification.

This year's scholarship was presented to Rochelle Watson at the January Chamber Board of Director's meeting. Rochelle is pursuing a specialization in K-8 education degree. She is in her final semester at Germanna and plans to transfer to the University of South Florida. Rochelle admits that she has very little spare time since she is helping out in different classrooms at A.G. Richardson, but occasionally she finds time for some tennis with her younger sister, and always finds time to read!



CulpeperFest 2008

**Thursday June 5, 2008
at Daniel Technology
Center**



See What The Daniel Technology Center Has To Offer!

The Center for Workforce and Community Education presents...

Customized Training Program - Quick response, tailored training for business, industry and governmental agencies. We can customize training to fit the unique requirements of your organization and training can be held at your location or at the Daniel Technology Center. Work with us to develop new courses or modify any of our open enrollment classes to suit your needs.

Open enrollment training program - courses scheduled to allow flexibility for the working adult. We offer a wide variety of courses for professional development and personal enrichment:

- ✓ **Managerial & Supervisory Skills** - These courses are designed to give new and developing supervisors the business and interpersonal skills needed to succeed in a leadership role. We also offer short courses in interpersonal communications and business skills including Time Management, Project Management and Business Writing.
- ✓ **Business Management & Communications** - Skills-based business management and communications courses can enhance your career. Courses include Customer Service, Supervisory Skills, and Public Speaking
- ✓ **Computer Courses** - Microsoft Office, Windows, desktop publishing, personal computer maintenance and hardware. Certification tests for Microsoft, CompTIA and others are offered on-site at the Daniel Technology Center.
- ✓ **Cisco** - Our Cisco program consists of Parts I - IV training leading to CCNA certification. This program teaches the skills needed to design, build and maintain small to medium-sized networks. Courses leading to CCNP certification are also available. Certification tests are offered on-site.
- ✓ **Career Readiness Certificate** - We now offer WorkKeys assessments for anyone interested in receiving a Career Readiness Certificate and demonstrating basic employability skills.



Daniel Technology Center
18121 Technology Drive
Culpeper, VA 22701
540-937-



Members in the News

- ✎ **Foti's Restaurant** was listed in the December Best Restaurant edition of Northern Virginia magazine. The restaurant received a rating of \$\$\$ with high scores in Food, Ambiance and Service. Foti's was also listed in the Washingtonian as one of the 100 Best Restaurants 2008.
- ✎ **Spiritual Care Support Ministries** has received a \$1,500.49 grant on behalf of the ExxonMobil Employees' Favorite Charities Campaign. The grant will enable the organization to give support to people in need as well as give training to people so they can effectively know how to support those who have experienced loss.
- ✎ Scott Harmon of **Harmon's Hayrides & Carriages** was selected to drive one of their teams of Belgian draft horses to the White House. The team was hitched to a wagon carrying the White House Christmas tree for presentation to First Lady Laura Bush.
- ✎ The **State Theatre Foundation** renovation project was mentioned in the December 5th edition of the New York Times. Foundation Director, Raven Yates, was quoted as saying, "It will grow the businesses in the blocks closest to us. Having a theater means restaurants and shops will be open longer hours. They'll do more business." The article was about the renovation of another State Theater in northern Michigan. This project was led by director, Michael Moore.
- ✎ **Calhoun's Ham House** was listed in the New York Times "Tasteful Giving" section as having the perfect gift for the pork purist. Rumor has it that the phone began ringing immediately with calls from New York requesting hams.
- ✎ **Clevengers Corner Veterinary Care** is pleased to announce the addition of Dr. Karen Dye to the professional staff. Dr. Dye is a graduate of Michigan State University's College of Veterinary Medicine. She has practiced at Compassion Animal Hospital in Bealeton and has served as an instructor for the veterinary assistant program at Lord Fairfax Community College. Her clinical interests include gastroenterology, dermatology, and surgery.
- ✎ **Spiritual Care Support Ministries** awarded its first annual Caring Company Award to **Angler Development, LLC**. The award is given to a company that has shown gracious and caring support of an employee during their time of bereavement.
- ✎ David Powers and Carol Inskeep of **Randy's Flowers** returned to Pasadena, California to decorate floats that appeared in the 2008 Tournament of Roses parade. They spent 4 very long days to transform 12 different floats from bare metal and foam to all organic materials and flowers. Eight of them won major awards!
- ✎ **WalkAmerica**, the March of Dimes largest fundraising event which brought in \$117 million nationwide last year, has been renamed March for Babies in order to make a clear connection to what the March of Dimes is about - the health of babies. Interested walkers and donor can visit the new website, www.marchforbabies.org.
- ✎ Tony Rozwadowski of **K Art and Design** won the Culpeper Star Exponent's "Redesign the Devil" contest. There were 29 submissions for a new Culpeper County High School Blue Devil logo. Tony was one of five finalists in the contest and readers voted on-line for their favorite design. Congratulations, Tony!
- ✎ **Accent Travel** has moved its offices from 415 South Main Street (Old Clore Building) to the Meadowbrook Shopping Center. You can find them adjoining AllState Insurance. Their phone number remains the same, 540-727-8871. Stop by and say hi to Marianne, Karleny or Sheri.
- ✎ The 1942 Waco biplane belonging to **Blue Ridge Biplane Rides** was featured in a photo in the December edition of Aviation Week & Space Technology.

Oops! - The last edition of our newsletter listed an invalid phone number for Absolute Records Management & Storage. The correct number is 540-219-2767. We also regret that we misspelled Shibuya Hoppmann Corporation. Our apologies.



WELCOME NEW MEMBERS

The Chamber would like to introduce the following new members. Please give them a call to welcome them to the Chamber and/or if you need their products/services.

Dr. Kathleen Ross-Kidder

14115 Lovers Lane, Suite 157
Culpeper, VA 22701
Elizabeth Larson
540-727-1144
Education Consulting

Heritage Auto Care

810 N. Main Street
Culpeper, VA 22701
Mark Green
540-829-1144
Auto Repair & Maintenance

Save The Farm Tractor Service

P.O. Box 281
Front Royal, VA 22630
Steven P. Gulka
Farm Consultant

Golf Etc. of Culpeper

15167 Montanus Drive
Culpeper, VA 22701
Ken Fowler
540-522-2317
Full Service Golf Shop

Mountain Run Kennel, Inc.

15467 Retriever Road
Culpeper, VA 22701
Mischelle Adams
540-547-2961
Boarding/Kennel

Virginia Trash & Recycling Services, LLC

15422 Overlook Court
Culpeper, VA 22701
Ron & Patty Horn
540-825-8494
Trash & Recycling Service

'Ohana Pet Paradise

1045 River Ridge Road
Amissville, VA 20106
Pam Stilton
540-347-9820
Pet Boarding



Membership Committee Chairman, Karen Carroll and Board Chairman, Win Carithers welcome Mountain Run Kennel as the 600th Member of the Chamber of Commerce. Mischelle Adams and boarder, Madison, accept the membership plaque on behalf of owner, Jane Kelso.

UPCOMING MIXERS

February 21
**Your Electrician, Taster's
Delight, Livia's Plant Service
and Partylite**
(1551 Montanus Drive)

March 20
**Culpeper Times, Virginia's
Staffing Choice &
American Red Cross**
(102 N. Main Street)

April 17
Gentry's Catering
(location TBD)

May 22
Museum of Culpeper History
(803 S. Main Street)



Dear Employer,

We cordially invite you to participate in the **NINTH ANNUAL PIEDMONT AREA JOB FAIR!** It will be held on **Wednesday, March 5, 2008**, from 1-7 p.m. This job fair should be the most successful and exciting to date with our convenient location at the Germanna's Daniel Technology Center (18121 Technology Drive, Culpeper, VA 22701.) Also for the first time, participants can attend seminars on resume writing, interviewing, and work ethics. **As exhibitors, you can take advantage of more space, more opportunity, unsecured wireless capability, radio and print advertising, and the hospitality and information center.**

Agenda

9:00 a.m.	Registration and set-up begin
11:00 a.m.	Lunch (two complimentary lunches are included per registration)
1:00 p.m.	Job Fair opens to public
7:00 p.m.	Job Fair closes

To participate, please complete the enclosed registration form and return a copy by February 11, 2008. Please keep a copy as your reminder about this very worthwhile annual event. Upon receipt of your registration, we will send you additional information about the day of the event.

Registration received prior to 2/11/08 is \$200.00. Benefits include two lunches and 1/8 page ad in the 2008 Piedmont Area Job Fair insert placed in local and Northern Virginia newspapers. Late registration is \$225.00 however inclusion in printed materials and advertising is not guaranteed due to possibility of missed deadlines. Piedmont Area Job Fair's Federal ID # is 54-1985675. We are a non-profit entity.

SPACE IS LIMITED AND AVAILABLE ON A FIRST RESERVED FIRST SERVED BASIS.
PLEASE RESPOND AS EARLY AS POSSIBLE TO ENSURE HAVING A SPACE.

If you have any questions or if you are unable to submit the registration fee with the reservation (due to procurement regulations etc), please contact the Virginia Employment Commission at (540) 829-7430. The Piedmont Area Job Fair Committee looks forward to seeing you at this year's Job Fair.

Sincerely,

Committee Members
Piedmont Area Job Fair

Enclosure

P.S. You will be contacted soon by Piedmont Broadcasting and Media General with special offers to further promote your business.

Sponsored by: Culpeper, Madison & Orange Chambers of Commerce; Culpeper, Orange, Fauquier & Vint Hill Economic Development Offices; Culpeper Career Resource Center; Germanna Community College; Virginia Employment Commission of Culpeper; Piedmont Broadcasting Corporation; Media General Newspapers.

Convenient Location!
Lots of Space!
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Wednesday, March 5, 2008 1PM - 7PM
Germanna's Daniel Technology Center
18121 Technology Drive, Culpeper, VA 22701

ATTENTION AREA EMPLOYERS---

- Promote your company and market job opportunities all in one event!
- Connect with potential employees of all ages! 600+ attendees each year...
- Enjoy the exhibitor hospitality and information center hosted by the Virginia Department of Business Assistance.

SPACE IS LIMITED, PLEASE REGISTER EARLY!

REGISTRATION FORM

Company Name _____

Company Address _____ City _____ ST __ ZIP _____

E-mail Address _____ Web Address _____

Company Telephone Number _____ Fax # _____

Contact Person _____

Number of Job Openings _____

Title of Positions Available:

Electricity needed? ___Yes ___No (Electricity is provided on a first requested first served basis. You must provide your own extension cord and duct tape.)

EARLY REGISTRATION: \$200 (MUST BE RECEIVED BY 2/11/08)

FEE INCLUDES LUNCH FOR TWO PARTICIPANTS, TABLE & CHAIRS IN THE JOB FAIR, AND 1/8 PAGE AD IN THE 2008 PIEDMONT AREA JOB FAIR INSERT PLACED IN LOCAL AND NORTHERN VIRGINIA NEWSPAPERS. REGISTRANTS WILL BE OFFERED SPECIAL DISCOUNTS WITH PIEDMONT BROADCASTING AND MEDIA GENERAL.

LATE REGISTRATION: \$225

FEE INCLUDES LUNCH FOR TWO PARTICIPANTS, TABLE AND CHAIRS IN THE JOB FAIR, BUT INCLUSION IN ADVERTISEMENTS IS NOT GUARANTEED. DEADLINES MAY HAVE ALREADY PASSED FOR CERTAIN PUBLICATIONS AND PRINTED MATERIALS.

*Please make checks payable to **Piedmont Area Job Fair** (Federal ID #54-1985675) and mail along with completed registration form by February 11, 2008 to:*

Piedmont Area Job Fair, P.O. BOX 2172, CULPEPER, VA 22701

All registration fees are non-refundable. For additional information or special payment arrangements please call (540) 829-7430.

"Matching employers and job seekers since 2000"



Chamber of Commerce Calendar

- February 6, 13, 20, Wednesday LEADSHARE, 8:00 AM
& 27 Depot Meeting Room
- February 7, 14, 21, Thursday LEADSHARE, 8:00 AM
& 28 Depot Meeting Room
- February 1, 8, 15, Friday LEADSHARE, 8:00 AM
22 & 29 Depot Meeting Room
- February 15 "Small Business Structure" -
Coffee Break Workshop
8:00 AM Depot Meeting Room
- February 19 Executive Committee Meeting, 7:30 AM
Depot Meeting Room
- February 21 Membership Mixer, 5:30 PM - 7:30 PM
Your Electrician - 15510 Montanus Drive,
Culpeper
- February 26 Chamber Board Meeting, 7:30 AM
Depot Meeting Room



**For the Community
Calendar of Events
please visit
www.culpepervachamber.com**



Culpeper County Chamber of Commerce
109 South Commerce Street
Culpeper, VA 22701
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