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Winston-Salem Chamber of Commerce  
**President's Letter**  
August 2010

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Greetings!

**You Can't Miss This Milestone Event!** Make plans to attend the [Technology Council's 20th Anniversary Gala](#) where we will celebrate two decades of Vision, Innovation, and Growth. Twenty years ago, Winston-Salem experienced devastating job losses and the decline of many key industries. The Chamber and the community were there with a vision for the future and the drive to make it happen. Join us in celebrating 20 years of technology-based economic development success and share our excitement for the future. Title sponsor for this highly anticipated event is **Cook Medical**. Join us on September 23, 5:30 – 7:30 pm at the new Milton Rhodes Center for the Arts. To register and for more information, visit <http://www.winstonsalem.com/techgala.aspx> or contact Andrea Howell at 336-728-9228. Sponsorships are still available. Please contact Peggy Low at [peggylow@winstonsalem.com](mailto:peggylow@winstonsalem.com) for sponsorship information.

**Improve High School Graduation.** WS/FC Schools and the Chamber, in partnership with the **United Way of Forsyth County** and *Graduate. It Pays*, will hold an Education Summit on improving the high school graduation rate on September 16 at 8:00 a.m. at Bridger Field House. The event, sponsored by **I.L. Long Construction**, will bring together business and education leaders, along with volunteers serving the Senior Academy Program, **Big Brothers/Big Sisters'** 9th Grade Academy, and Communities in Schools of Forsyth County. Recognitions include an Education Champion honoree and 3 scholarship winners of the Education Champion Scholarship Award, sponsored by **Cook Medical** and **Wells Jenkins Lucas & Jenkins, PLLC**. [Click here to RSVP](#). For more information, contact Jennifer Cobb at 728-9219 or [jcobb@winstonsalem.com](mailto:jcobb@winstonsalem.com).

Join us at **Business Before Hours** from 8:00 a.m. - 9:00 a.m. on Friday, August 6 at **Moore Self Storage** at its newest location, 3935 West Point Blvd., Winston-Salem 27127. Not just a storage facility, you'll want to see what they have to offer in office space to lease. [Register here](#).

**Winston-Salem: One of Most Affordable Cities for International Business.** A study by Mercer named Winston-Salem as one of the world's most affordable locations for international businesspersons and expatriates. [Read a Business Week article here](#) about Winston-Salem and the study. To learn more about why Winston-Salem is an affordable business location, and to get additional facts and figures to help you and your business make better decisions, contact [Bret Marchant](#) at the Chamber's Research Center at 336-

728-9227.

**Nominations Needed for Duke Energy Citizenship and Service Award.** Help us recognize an individual, team or company for outstanding citizenship and service at the Chamber's Annual Meeting on October 19. Previous recipients have been Mr. Rence Callahan, Ms. Susan Ivey, Mr. Michael Wells, Dr. Michael Lischke, Dr. Harold Martin and Mr. Edwin Welch. I ask your assistance in making recipient nominations. [Click here](#) for a nomination form. Nominations are due by August 20.

**Help Raise Money for Schools by Re-linking Your Harris Teeter VIC!** Link or re-link at the check-out or click here: [Harris Teeter - Your Neighborhood Food Market](#). Then, each time you use your VIC card, **Harris Teeter** will donate a percentage of your purchases to your chosen school(s). It's easy and it's free! For more information contact Jacki Kidd at 728-9220 or [jkidd@winstonsalem.com](mailto:jkidd@winstonsalem.com).

**Volunteer to Improve Students' Reading Skills and High School Graduation Rates.** The Corporate Volunteers Program, sponsored by **Piedmont Federal Savings Bank**, needs the help of 350 adult volunteers to work with kindergarten students to encourage them to become successful readers. Preliminary results for students working with volunteers in 2009-10 indicate average gains of 19 months' growth in language and cognitive skills. Volunteer for just one hour a week with a kindergarten student - [click here to sign up!](#) Or, if you'd prefer working with older students, the Senior Academy Program, a drop-out prevention initiative focused on seniors in jeopardy of not finishing high school, needs adult mentors for next school year's expanded program. In 2009-10, 92% of seniors enrolled in the program graduated on-time. [Click here](#) to become a mentor. Both programs begin in late September with training and support provided. Questions? Contact Jennifer Cobb at 728-9219 or [jcobb@winstonsalem.com](mailto:jcobb@winstonsalem.com).

[Register Now For 125th Chamber Annual Meeting.](#) Join the Chamber and the **Rotary Club of Winston-Salem** on October 19 at 11:30 a.m. at the **Embassy Suites Grand Pavilion Ballroom** in downtown Winston-Salem. Dr. John D. McConnell, Chief Executive Officer, **Wake Forest University Baptist Medical Center** will be our 2010 Keynote Speaker. Sponsored by **Duke Energy** which will present its Citizenship and Service Award and **Cook Medical** which will present its Innovation Award at the meeting. [Click here](#) to register or contact Andrea Howell at 336-728-9228 or [ahowell@winstonsalem.com](mailto:ahowell@winstonsalem.com). The [Chamber's Annual Meeting](#) is the preeminent business event in Winston-Salem. Boasting nearly 1,000 business and community leaders in attendance, the Chamber's Annual Meeting is historically the largest single gathering of business people in the region. It is the only meeting in the community that gathers CEOs and high-level corporate executives to discuss the Chamber's economic development accomplishments for 2010 and plans for the future.

**Legislative Update:** With the adjournment of the NC General Assembly until January, we want to thank our Forsyth County delegation for its hard work. A few highlights: The State passed the Governor's NC Mobility Fund, something the Chamber supported, which will help meet some statewide logistics and congestion needs. It also will relieve NCDOT and Region 9 from having sole responsibility of the Yadkin River Bridge (Interstate 85) replacement and reconstruction project which has statewide and national significance. A copy of the resolution we passed and sent to the Governor can be found [here](#). HB 1973 passed which will provide for expansion of several economic development incentives. HB 1879, introduced by Rep. Earline Parmon, passed which directs the State Board of Education to study the impacts of raising the compulsory school attendance age from 16 to 18. The Chamber strongly supports this.

**North Carolina Lieutenant Governor Walter Dalton** will be at the Chamber office on August 27 at 10:00 a.m. to discuss with the Transportation Committee of the Council of Government Affairs the logistics task force he is leading. The mission of the NC Logistics Task Force is to ensure that North Carolina has the necessary foundation to remain competitive in the global economy. Lieutenant Governor Dalton will be giving us an update

about the progress of the task force, where he sees it going and what he needs from us. The Transportation Committee invites you to join us but space is limited, so register TODAY with Jake Cashion, [jcashion@winstonsalem.com](mailto:jcashion@winstonsalem.com) or call 336-728-9249.

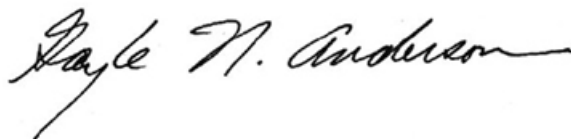
**Your Support Needed on Transportation.** There is still time to [sign the Transportation Is Business Coalition letter](#). Please join many other businesses and individuals and consider [signing the coalition letter here](#), and provide vital community support to this project and other transportation related opportunities and let our elected leaders know that Transportation is Business!

**U.S. Chamber Highlights Federal Initiatives:** On July 14, the United States Chamber presented its Workforce Freedom Initiative. The focus was on organized labor's agenda and what you might not know and why it matters. There are major Federal legislative proposals that would make it more difficult and expensive for businesses, including: Card Check, otherwise known as the Employee Free Choice Act, redefining "supervisor," "cyber" card check, mini-unions, union access in the workplace, restricting employer speech, many new impositions on the construction industry, expanding FMLA to companies under 50 employees, reviving ergonomics regulations, crackdown on independent contractors and eliminating the use of unpaid internship. [Go to Winston Salem Voice](#) and register so when the time comes to let your elected officials know that these policies are bad ideas, you will be ready.

**No Parent Left Behind Conference 2010.** Parents and guardians of WS/FC Schools students are invited to attend the conference on August 12 at Parkland High School. Registration begins at 5:30 p.m. – Conference sessions are from 6:00 - 8:45 p.m. Attendees can learn more about testing and gateways, new graduation requirements, SAT preparation, parental involvement, and bullying issues. For more information contact Jennifer Cobb at 728-9219 or [jcobb@winstonsalem.com](mailto:jcobb@winstonsalem.com).

**Election of Chamber Board Members:** In addition to Chamber Board Members appointed by the Chairman, each year nine directors are elected by the members. The members proposed by the nominating committee are: Betsy Annese, **Annese Public Relations, Inc.**; Tom Carroll, **Vulcan Materials Company**; Doug Copeland, **The Business Journal**; Lou Doherty, **Kilpatrick Stockton, LLP**; Larry Pentis, **GMAC Insurance**; Wrennie Pitt, **Bell, Davis & Pitt, PA**; Geoff Lassiter, **Winston-Salem Dash**; Brad Newkirk, **Dixon Hughes PLLC**; and Nell Perry, **Forsyth Technical Community College**. The election will be held on September 24, 2010. (b) Any ten members of the Chamber may nominate additional nominees, provided the nominations are received in writing at the office of the President/CEO at least fifteen (15) days prior to the date set for the election. If any such nominations are made, the President/CEO shall e-mail, fax or mail ballots to the members at least ten (10) days prior to the date set for the election. The ballots shall show the number of vacancies to be filled, the names of the members of the Nominating Committee, the names of the nominees proposed by the Nominating Committee, the names of the additional nominees proposed by members of the Chamber and the names of the members proposing them. (c) If no nominations other than those of the Nominating Committee are received within the prescribed time, the nominees of the Nominating Committee shall be declared elected. If nominations other than from the Nominating Committee are received in accordance with subparagraph (b) above, the election of Directors shall be determined on the basis of the ballots received from the members on or before 4:00 p.m. on the date set by the Board of Directors for the election. The nominees equal in number to the vacancies to be filled who receive the largest number of votes shall be elected. Each member may cast as many votes as there are vacancies to be filled, but a member may cast no more than one vote for any one nominee. In the event of a tie vote, the selection between or among nominees receiving equal votes shall be by lot.

Sincerely,



Gayle N. Anderson  
Winston-Salem Chamber of Commerce

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The August Chamber *President's Letter* is sponsored by



[Bald Eagle Technologies of NC, LLC](#)

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**Welcome New Members**

[Click here](#) to see the most recent list of brand-new Chamber members.

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**Your company** can be the next sponsor of this newsletter!  
[Click here](#) for details on all our sponsorship opportunities.

**Selected August Events**

(see all our events at <http://www.winstonsalem.com/calendar.aspx>, and view/print our PDF calendar [here](#).)

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**It's Your Business**

"The Recession-Proof Business: Survive & Thrive in a Tough Economy"  
Thursday, August 5  
3:00 -4:30 p.m.

WS City Hall ([map](#))  
101 North Main Street  
City Council Chambers Room 230  
Winston-Salem, NC 27101

Sponsored by: Southern Community Bank and Trust  
Hosted by: The City of WS, Forsyth Tech. Community College Small Business Center and  
WS Chamber

[Click here](#) to register

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**Business Before Hours**

Friday, August 6  
8:00 – 9:00 a.m.

Moore Self Storage ([map](#))  
3935 West Point Blvd.  
Winston-Salem, NC 27127

[Click here](#) to register

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**Construction Industry Council Meeting**

Thursday, August 19

12:00 noon

Chamber of Commerce ([map](#))

601 W. 4th Street

Winston-Salem, NC 27101

Did you know the average age of the construction workforce is 49 years old? Like many industries, the construction industry is beginning to feel the impact of a changing workforce. Join other area employers and educators to address the growing workforce needs in the construction industry. For more information, or to join the next meeting e-mail [jkidd@winstonsalem.com](mailto:jkidd@winstonsalem.com).

Lunch sponsored by Smith Phillips

[Click here](#) to register

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**Tech Council Speaker Series**

Cyber Security and Business Panel Discussion

September 16, 9:00 – 10:30 a.m.

Networking and refreshments to follow from 10:30 – 11:30 a.m.

Piedmont Triad Research Park

Piedmont Triad Community Research Center ([map](#))

115 S. Chestnut St.

Winston-Salem, NC 27101

For more information call Andrea Howell at (336) 728-9228

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**Small Business Boot Camp Series**

"Looking Beyond The Traditional Bank Loan To Help Finance Growth & Capital Needs"

Wednesday, August 25

3:00 – 4:30 p.m.

WS Chamber Boardroom

601 West 4th Street ([map](#))

Sponsored & Presented by: Wachovia, A Wells Fargo Company

[Click here](#) to RSVP

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**WS Chamber of Commerce Referral Groups**

Contact Kirsten Oakes at [koakes@winstonsalem.com](mailto:koakes@winstonsalem.com) or 728-9245 for more information regarding the Chamber's Referral Groups.

*Triad Synergy Referral Group*  
August 3, 10, 17, 24  
7:45 – 9:00 a.m.  
Winston Salem Chamber of Commerce Boardroom  
601 W. Fourth Street  
Winston-Salem, NC 27101

August 31  
7:45 - 9:00 a.m.  
Off-site Meeting  
Costco  
1085 Hanes Mall Boulevard  
Winston-Salem, NC 27103

*LIONS Referral Group*  
August 3, 10, 17, 24, 31  
3:30 - 4:45 p.m. with Triad Business Networking afterwards  
Foothills Brewing Company  
638 W. Fourth Street  
Winston-Salem, NC 27101

*STARS Referral Group*  
August 4, 18  
7:45 – 9:00 a.m.  
Hilton Garden Inn  
1325 Creekshire Way  
Winston-Salem, NC 27103

*SHARKS Referral Group*  
August 5, 12, 19, 26  
7:45 – 9:00 a.m.  
Golden Corral Hanes Mall  
180 Hanes Mall Circle  
Winston-Salem, NC 27103

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### Thanks to our Platinum Investors

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**Our mailing address is:**

Winston-Salem Chamber of Commerce  
601 West Fourth Street  
Suite 101  
Winston-Salem, NC 27101

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