A LETTER FROM THE BOARD CHAIR

DEAR MEMBER,

In Danville and Pittsylvania County, our business community is uniquely blessed. Unlike in a larger, more urban area, we know one another. Our children play sports with the children of the bankers who finance our commercial vehicles. We’re in Rotary with the people who provide our office copier. Our families eat at the restaurants managed by our fellow non-profit Board members. These are just a few examples of the deeper connections we have, connections that undergird our business transactions.

Unlike a larger city, where business might be solely built on the foundation of an impersonal profit-motive, here we conduct ourselves in a way that also honors our relationships with each other. Our personal connections lead us towards solutions that are beneficial to all parties, whenever possible. We’re motivated to do well by one another, because we know each other. We see each other at the grocery store; we sing in the choir together; we struggle in the same classes at the Y.

Our relationships energize and inspire us towards our common purpose of making our region thrive. Our relationships unite us in wanting our businesses to succeed, while at the same time wanting our community to flourish. This passion, fueled by knowing each other and caring about each other, gives us a distinct advantage over a big city.

Simply put, the role of the Chamber is to magnify this distinct advantage. By helping us connect with one another, the Chamber strengthens the relational foundation upon which our business community is built. By facilitating access to the programs and resources we need to grow our businesses, the Chamber sets us up to prosper individually and collectively.

Working towards this vision of a thriving region, in 2019 the Chamber hosted 50 events which brought together more than 3,500 of us. We brought thought leaders from Richmond and around the Commonwealth to our area for substantive interaction. We provided a full range of services and programs to mirror the wide range of membership organizations we serve.

Truly, it is our honor and our privilege to play a role in the continued success of Danville and Pittsylvania County.

With every good wish for 2020,

Christine A. Stover, Infinity Global, Inc.
2019 Chair, Board of Directors
2019 BOARD OF DIRECTORS

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Centra
Director

Tammy Wright-Warren
W&W Luxury Limousine Service/Negril
Director
2019: A YEAR IN REVIEW

BUSINESS@BREAKFAST
From learning from local law enforcement leaders about how to keep your business safe to listening to an intergenerational panel about engaging with Millennials in the workplace, Business@Breakfast provided access to the most current regional and state information impacting the business community.

MORNING BREW
Morning Brew provided access to intentional networking to share your business's message with business and community leaders, allowing members to build a network that will build their business.

THANK YOU TO OUR 2019 MORNING BREW HOSTS:
- Firefly Yoga and Byrnes Gould Law
- Gateway Health and Crema & Vine
- First Piedmont Corporation
- Sweet Pea’s Lighting & Décor
- First Citizens Bank
- Averett University
- Spectrum Medical
- Ben David Jewelers

WE LEAD
With a full-day Leadercast Women conference and sessions titled I Hate Networking, 360° Branding and Women in Politics, WE Lead provided access to energizing programs that develop leadership skills and build professional networks for women in business.
2019: A YEAR IN REVIEW

ECONOMIC SUMMIT
The Economic Summit provided access to information on current economic trends and economic development activity delivered by regional and state experts. In addition to a panel of regional economic developers, the 2019 summit featured Brian Ball, Secretary of Commerce and Trade for the Office of the Governor, and Evan Feinman, Executive Director of the Tobacco Region Revitalization Commission and Chief Broadband Advisor for the Office of the Governor.

WORKFORCE SUMMIT
The Workforce Summit provided access to information on current workforce and education trends delivered by regional and state experts. The 2019 summit featured Tom Barkin, the President & CEO of the Federal Reserve Bank of Richmond, in addition to a panel of regional workforce leaders.

26 ATTENDEES COFFEE WITH LEGISLATORS
Coffee with Legislators provided access to updates from state legislators about the most recent legislative session in a small-group setting where members asked legislators about the issues that affect their businesses the most.

130 ATTENDEES BUSINESS EXPO
The Business Expo provided access to an environment designed to build business-to-business relationships, because what stays local, grows local. The event also included a panel that shared the impact of sourcing locally.

88 ATTENDEES

50 TOTAL EVENTS IN 2019

3,500 TOTAL EVENT ATTENDEES IN 2019
NEW MEMBERS

Best Western Inn and Suites
Callands Coffee
Tine Bell’s Kitchen & Catering
Dry Fork Fruit Distillery
Mt. Hermon Animal Medical Center
Piedmont Credit & Collection Services
Racing For Heroes Inc.
Blush and Bashful Waxing Spa
Bright Leaf Segway Tours
Foster Fuels
MVP Southgate
Victorious Visionaries, LLC
Danville Speech and Hearing Center
FCS, Inc.
Life Push, LLC
Marlow Services
Project Literacy
Quirk Design Construction Co.
Smokestack Theatre Company
New College Institute

Stronger Not Harder, LLC
Danville Internal Medicine
MISS, Inc.
Liberty Mutual
R & J Tool Rental
Slosek Security, LLC
Better Health for You
Big Sound Productions, LLC
Bacon Enterprises, Inc.
Texas Steak & Ale House
Harlow Fastech, LLC
D’Funny Bizness
Quantum Speed Works, LLC
Tracy G. Mallard Consulting
Econo Storage
Walmart Supercenter
The Results Companies

37
NEW MEMBERS
IN 2019

JESSE TATE
RATTLEGROUND RESTAURANT GROUP [KICKBACK JACK’S]
MEMBER SINCE 2017

Our membership with the Chamber has been instrumental in building relationships within our community and reaching new guests that we may have not otherwise had the pleasure to meet and serve. We quickly realized that if we wanted to make things happen, we needed to be involved, and so Chamber membership has been a game-changer for us.
LEADERSHIP SOUTHSIDE GRADUATES

Amanda Schlicting
Dewberry

Brenda Robertson
Pittsylvania County Attorney’s Office

Danny Miller
Averett University

Dominick Grembi
Danville Pittsylvania Community Services

Emily Scruggs
Blair Homes, LLC

Emma Staats
Danville Family Vet

Jeffrey Gignac
American National Bank and Trust Company

Kim Tatum
Danville Family YMCA

Laura Singleton
Goodyear

Linsey Boerrigter
Grantham House

Michael Gobble
Danville Fire Department

Nicole Lewis
Danville Pittsylvania Community Services

Ryan Dodson
City of Danville

Samantha Smith-Herndon
Institute for Advanced Learning and Research

Steven Osborne
Adams and Fisk, PLC

Traci Petty
United Way

Tracy Mallard
Noblis

Vincent Shorter
Pittsylvania County Treasurer’s Office

Anne Moore-Sparks
Danville Public Schools
Member since 2007

As an alumna of Leadership Southside, I was both honored and excited about becoming a mentor. This is my second year as a mentor, and quite honestly, I believe I am the one who has benefited the most from these relationships! Time spent with those who are eager to make a difference in our community is time well spent.
ANNUAL AWARDS

PINNACLE AWARD

First Piedmont Corporation

PINNACLE SMALL BUSINESS AWARD

Danville Family Vet

HUNTER BYRNES
BYRNES GOULD LAW
MEMBER SINCE 2016

The Chamber advocates on behalf of the Danville Pittsylvania County business community to support the important legislation that allows for small businesses to thrive and promotes a pro-business climate that incentivizes new employers to choose Virginia and this region for their investment. I benefit greatly from the legislative updates with our local legislators and the relationships I have established as a result of my Chamber membership.

YOUNG PROFESSIONALS PACE AWARDS

Alisha Hill, Woodforest National Bank
Moriah Davis, Danville Science Center
Porchia Russell, Danville Public Schools
Travis Tarpley, Danville Family YMCA

DAN RIVER REGION EXCELLENCE IN EDUCATION

Tara Stafford, Dan River Middle School
Debra Wilson, Danville Alternative Program
Elizabeth Bennett, Park Avenue Elementary School
THE ONLY WAY TO DO BUSINESS.
Thank you for your continued support of the Danville Pittsylvania County Chamber of Commerce. Over the course of the last year, like our peers across the country, we have been focused on transitioning to a modern chamber. A modern chamber is a leadership organization in its community, focused not on completing transactions, but on investing in the long-term economic success of our region.

In order to do this, the Chamber represents your interests locally, regionally and at the state level on issues including education; economic, workforce and leadership development; civic innovation; and legislative advocacy. We do this in partnership with a series of cross-sector stakeholders who share the same vision for the Dan River Region.

The Chamber exists to foster an innovative and profitable business community, and each of these issues is important to that long-term success. As we transition to a modern chamber, our work will focus on advancing our mission. In alignment with our strategic plan, the Chamber’s team and Board of Directors have identified three priorities, found on the following page, for 2020.

We are excited to partner with you in the coming year because this Chamber, our Chamber, your Chamber — is THE ONLY WAY TO DO BUSINESS. Here’s to a thriving 2020!

Sincerely,

Alexis I. Ehrhardt, Ed.D.
President & CEO

HIGHLIGHTS OF OUR 2019-2021 STRATEGIC PLAN

• connecting member organizations with resources and networks to accelerate growth
• connecting and advocating on behalf of member organizations with local, state and federal government
• connecting member organizations with resources to strengthen talent development
• developing and delivering substantive, affordable, accessible programming
TOP PRIORITIES FOR 2020

**BUSINESS SMALL BUSINESS DEVELOPMENT AND ENTREPRENEURSHIP**

The Chamber understands that our region’s growth is dependent upon the businesses that have chosen to locate, stay and grow in Danville and Pittsylvania County. At the heart of our economy is the success of small businesses. In fact, approximately 80% of Chamber members have 25 employees or fewer. Thus, the Chamber will focus on providing affordable and convenient access to training, expertise and information. In addition, we will continue our work as an integral partner in the Entrepreneur Ecosystem, which provides a network of resources and support for entrepreneurs to invest their time, capital and ideas in our region.

**GOVERNMENT LEGISLATIVE ADVOCACY AND EDUCATION**

In an ever-changing political environment, the Chamber remains the voice of business for Danville and Pittsylvania County. The 2020 legislative session will focus on pressing business issues, including right-to-work, thus the Chamber will work to project a strong, unified voice that promotes our region’s economic prosperity. In an effort to maintain Virginia’s standing as the #1 state for business, we will continue to advocate for our members with elected officials on key issues. Further, we will communicate legislative updates to our members, sharing the information they need to stay up-to-date, and provide access to candidates and appointed and elected officials at events throughout the year.

**LEADERSHIP TALENT DEVELOPMENT**

The Chamber’s leadership efforts will stay focused on connecting businesses with opportunities that build the capacity of their human capital. Aligned with member interests, the Chamber will work with regional partners to promote collaboration between employers and k-12 and post-secondary institutions to align talent development opportunities with real-time employer needs. In the same way, we will offer programs to develop individual and interpersonal leadership skills for our members’ current workforce, bringing only high-quality, substantive training to our region.
INNOVATION PARTNERS

The Danville Pittsylvania County Chamber of Commerce is committed to moving the needle on important issues affecting our region within its three focus areas:

BUSINESS, GOVERNMENT AND LEADERSHIP

The Chamber’s influence extends beyond programs and networking events—therefore, investments in the Chamber’s mission are essential in creating sustainable solutions that accelerate business growth. In collaboration with our Innovation Partners, the Chamber will enhance and energize the region with an innovative, profitable business community. Organizations that invest in the Chamber’s mission will position themselves at the forefront of the business community not only in Danville and Pittsylvania County, but also across the Commonwealth of Virginia.

If you would like to invest in the Chamber’s mission:

- Visit www.dpchamber.org/innovationpartners
- Contact Alexis Ehrhardt, President & CEO

As a working professional, I appreciate the leadership development opportunities the Chamber provides for women. For the second year in a row, the Chamber has brought Leadercast Women, a worldwide conference, to Danville. Not only does Leadercast share inspiring stories from world-renowned speakers, it has fostered impactful conversations amongst the WE Lead group and a start to a new program that will help further develop and inspire community leaders.

INEZ HASSON
CITY OF DANVILLE
MEMBER SINCE 2001
5 Reasons to Join the Chamber

1. Credibility
   Enhance your business' reputation among customers and the business community.

2. Relationships
   Build a network that will build your business.

3. Visibility
   Increase awareness of your business.

4. Education
   Develop skills and knowledge for you and your employees with professional trainings at affordable prices and convenient locations.

5. Government Advocacy
   Ensure your business' interests are represented at the local, state and federal levels.