



acorn

The Oak Ridge Business Connection

A Publication of the Oak Ridge Chamber of Commerce

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Photo by Linda Ripley

Working Together STILL Works



Far too often parties within our community are criticized for failing to work together. Sometimes we deserve that criticism; sometimes we don't. And when we do work together, sometimes it goes unnoticed.

That's why I'm devoting this first 2012 *acorn* column to telling a story about working together.

In late 2011 development, neighborhood and political interests proved that working together still works. In case you missed the story among all of the holiday news, here it is:

Last November, after more than three years of effort in a very difficult commercial real estate economy, developers Walter Wise and Terry Wheeler announced the first two anchors for the proposed Woodland Town Center on South Illinois Avenue. They are Aubrey's Restaurant, which will place its first Anderson County store in Oak Ridge; and Panera Bread, which will build a new, larger store in our community. But there were a couple of stumbling blocks. To make the project work and to trigger approximately \$4 million in private investment, the project required public infrastructure improvements that will cost approximately \$615,000. These funds will be used to close Quincey Avenue and build a new street, move electric service, install a traffic signal on Illinois Avenue, and install appropriate curb and gutter. In addition, to meet the needs of one of the restaurants, it was necessary to amend a City ordinance regarding drive-through restaurant service.

In exactly thirty days – by working together – a can-do coalition got it done. The developers secured support from Woodland neighborhood interests, who in turn worked with City staff to craft the measures that allow for appropriate levels of drive-through service, that respect the needs of the Woodland neighborhood, that provide for the closure of one street and that allow for opening of another. The Oak Ridge Municipal Planning Commission authorized those measures and made those recommendations to the Oak Ridge City Council by a unanimous vote. The Oak Ridge City Council next acted quickly – and unanimously – to adopt those measures. The Chamber's Board, after groundwork by our Advocacy Task Force, unanimously supported the Tax Increment Financing (TIF) approach needed to pay for public improvements while City and Chamber staff, in cooperation with legal counsel and the Chairman of the Oak Ridge Industrial Development Board, cooperated in crafting the formal TIF Economic Impact Plan. The Anderson County Mayor actively helped and the Anderson County Economic Development Association pitched in, too. Face-to-face briefings were conducted with elected and appointed officials; questions were answered; compromises struck if needed. That plan was then unanimously adopted by the Oak Ridge Industrial Development Board and recommended to the Oak Ridge City Council and the Anderson County Commission which, in back-to-back meetings, unanimously approved it.

You'll note as you read this that I have not singled out any individual by name. When you work together, credit should be shared. And in thirty days, by working together, affirmative votes were taken by the Oak Ridge Municipal Planning Commission, the Oak Ridge Industrial Development Board, the Anderson County Commission and the Commission's Budget Committee, the Oak Ridge Chamber's Advocacy Task Force and Board of Directors, the Oak Ridge City Council and the Anderson County Commission. And every vote was unanimous!

Work still remains. Financing packages and development agreements need to be negotiated and executed. That, too, can be accomplished by working together – because these organizations and institutions, in exactly one month, proved that working together still works.

We're confident they can do it again.

Sincerely,



The Face of Networking in 2012

More Primetime and VALUE Series Coming Your Way

Networking Events 2012

Save the Date

PRIMETIME - Thursday, April 19,
Details - TBA

VALUE Series Luncheons

(Second Tuesdays 11:30 a.m. - 1:30 p.m.)

February 14 - Kathryn
Baldwin - Not in Our City

March 13

April 10

May 8

June 12

July 10

August 14

September 11

October 9

November 13

December 11

Networking is a big part of the benefit of your membership in the Oak Ridge Chamber of Commerce. As the voice of business in the Oak Ridge community, we recognize this and are working hard to make sure that the networking opportunities that we offer are relevant and valuable to you, our members.

With that in mind, and with input from our members, both from conversations we've had with many of you and a survey we sent out after our Primetime event last fall, we are making some changes to the way we provide these events.

For networking events in 2012, the Chamber is coordinating at least two BIG events like the Primetime Tailgate party event we did in the Fall. Feedback from the event and the follow-up survey showed that our members were overwhelmingly pleased with this kind of networking environment and wanted to have more of this kind of opportunity.

The next Primetime will be on Thursday, April 19. Details are still being worked out, but we want you to be sure you have that date on your calendar.

Also, after a couple of "test" sessions, we are moving forward on the VALUE Series – a lunch time education opportunity for Chamber members. These lunch time sessions will be held on the second Tuesday of each month from 11:30-1:30 p.m. These lunches will feature a variety of topics. We would be happy to have your suggestions for information you'd like to get from these sessions.

Our first VALUE series of 2012 will be held on Tuesday, February 14. Kathryn Baldwin of the City of Oak Ridge will be our guest. She'll be detailing the newly-launched "Not in Our City" campaign and what the program and ordinances will mean for business. We hope you'll join us.

We'll also continue to have the golf tournament and the holiday reception.

Something else our members have told us both face-to-face and in surveys,

as has the dwindling attendance at our "traditional" networking events - our Business and Breakfasts and Business After Hours - is that those stalwart events have run their course and are not the most relevant to our members. So, we are discontinuing Chamber-sponsorship of those events.

However, the Chamber will help our members promote any event they want to host. The member doesn't have to follow the "Chamber rules" such as date, time, location, menu, etc. The member can invite whoever they want (not just Chamber members), they can use whatever caterer they'd like (of course we hope they'll use fellow Chamber members), have it on the day they want at whatever time works for them. The Chamber will help promote the event through the e-newsletter, printed newsletter, etc. Chamber staff is still working through the details, so if you have an event in mind make contact with a Chamber staff member who will help you facilitate the event.

Thank you for your patience. If you have a special event, you'd like for the Chamber to help you promote, contact Lynn Christman at lchristman@orcc.org. If you have suggestions for improving networking events, please let Greta Ownby know at ownby@orcc.org.

Program of Work Kickoff

Monday, February 13, Noon - 1:30 p.m.

Doubletree Inn Hotel

Join us on Monday, February 13 from Noon-1:30 p.m. at the Doubletree Inn Hotel for our annual Program of Work Kickoff event. Cost is \$25 per person. Millennium Partners, contact Greta Ownby for complimentary admission.

We will be presenting our 2012 objectives and goals to our members as well as asking you where you

would like to contribute your time and energy to this aggressive set of goals.

The board of directors and staff of the Oak Ridge Chamber are enthusiastic about the coming year and look forward to working closely with other volunteers to make 2012 a successful year for the Chamber and the Oak Ridge Community.



Stay Connected

Join the over 420 fans who like us on Facebook or follow us on Twitter. On Facebook, click "like" on the Oak Ridge Chamber of Commerce fan page. Or, follow ORChamber on Twitter. You'll receive updates about events and activities.

If your Chamber-member company or organization has a Facebook presence, you can put notices about your news and events on our wall for others to see.

If you are not receiving our weekly e-mail news, contact Christy at the Chamber at 483-1321 or holt@orcc.org.



Young Professional Spotlight

Meet Matt Lindsey



Meet Matt Lindsey, computer scientist and active young professional.

Q. How long have you lived in Oak Ridge?

A. I lived here temporarily as a student in 2006, but I've only been living in Oak Ridge full time for two years.

Q. What do you like best about our city?

A. Although older residents have told me it's not what it once was, there is still a sense of community and joint mission in Oak Ridge that I find appealing and haven't experienced elsewhere in my life's travels.

Q. What 2 or 3 things can we do to make Oak Ridge a better place to live?

A. Oak Ridge is currently a city most people my age flee on the weekends to find things to do. Additional retail, entertainment and professional development outlets are all musts for the

city to grow and attract new residents.

Q. What kind of potential do you think Oak Ridge has as a city?

A. Oak Ridge feels to me like a community near an inflection point that is poised to make some far reaching decisions in its near future. If it

can develop a strong and dynamic group of civic leaders, I think it has the potential to become a thriving part of the East Tennessee community and a place where young families compete to live.

Q. What is your profession?

A. I am currently employed as a computer scientist at Oak Ridge National Lab.

Q. What interesting things have you done during your time in Oak Ridge?

A. I spent most of my childhood growing up in large metropolises, so things as simple as horseback riding, canoeing and hiking in the Smokies have all been new experiences for me. Getting to participate in the kind of world class research done at ORNL every day has also been a challenging but richly rewarding experience.

Q. How has YPOR impacted you and Oak Ridge?

A. YPOR is a new organization but they've already made their presence felt in the community through their annual support of the SARG dog walk, Halloween fund raiser for the Children's Museum of Oak Ridge and bevy of other networking and volunteer events. My participation in the group has been very mutually rewarding and I'm not sure I'd still be living in the city today without the relationships and opportunities I've developed through it.

Q. What potential do you think the group has?

A. YPOR is a very unique organization within the city right now and I think they have the potential to do a great many positive things for the community, limited only by the prodigious energies of its members. I'd love to see the group continue to organize fund raisers for deserving causes, but I'd also like to see YPOR help orchestrate the kind of social and professional development events that will draw in young people from outside Oak Ridge rather than the other way around.

For information on how you can get involved with the Young Professionals of Oak Ridge, send an email to ypoakridge@gmail.com or visit their website: www.ypor.org. The group meets the first and third Tuesday each month.

Regular Meetings:

Young Professionals Meetings
ORCC Joyce Conference Room
5:30 - 7:00 p.m., first Tuesday of every month

Social Gatherings

Various locations - visit www.ypor.org
5:30 p.m., third Tuesday of every month

Coming Up This Spring

- 4th Annual Charity Dog Walk
- Relay for Life

Visit www.ypor.org for information.



Low Fare Airlines: Use them or lose them.....



East Tennesseans for Airfare Competition (ETAC) has strongly urged area business travelers to support the

nonstop service to Denver offered by Frontier Airlines since the low fare carrier arrived at McGhee Tyson Airport in June. Airfares to Denver and other west coast destinations have dropped as much as 70% since Frontier introduced service and the competition has caused all of the airlines to lower their prices.

“Frontier is working very hard to gain a foothold with our regional business travelers by offering lower fares on 138 seat Airbus 319 aircraft instead of the usual 50 seat regional jets,” explained

Danni Varlan, President of ETAC. “Without the competition that Frontier has brought to our west coast market, our fares would be hundreds of dollars more. We need our business travelers to fly Frontier often so we can keep the lower fares and add more flights.”

In November, Frontier Airlines met with the Knoxville – Oak Ridge business community to discuss the need for corporate support of its nonstop service to Denver. At that meeting, business travelers told the airline that the current Monday flight schedule negatively affects their productivity, because they arrive in Denver too late to get in a full day of work.

As a direct result of this meeting, Frontier Airlines announced a change in the Monday morning departure of its Knoxville to Denver flight from 9:37 a.m. to 6:25 a.m. to allow business travelers

an earlier arrival to Denver and other west coast destinations. The change goes into effect on Monday, February 6, 2012 and the new schedule is already available for booking.

Varlan says that this is an example of how Frontier is working very closely with ETAC and the Metropolitan Knoxville Airport Authority to respond to passenger needs and keep fares lower to the west coast. She says it is now up to the business travelers to do their part to keep Frontier in Knoxville.

For more information contact Danni Varlan at ETAC: 777-3890 or etac.org@gmail.com. Visit Frontier at www.FrontierAirlines.com.

Customer Service Really Does Make a Difference



“Your Success is Our Business”

Right now, we are finding it more difficult to be thankful for things. Consumer confidence is still down and the outlook is bleak. So, what is an entrepreneur to do? One excellent way to increase revenue and stay positive is to be thankful for the customers you do have. We have all heard the statistics about how much easier and profitable it is to keep a customer than it is to create a new one.

Let's take a look at some ways to make more money, by just appreciating the customers you already have.

Create a customer loyalty program, by

giving your existing customers a discount or reward for spending money with you.

- Ask your customers what they want. Consider a customer survey. Internet survey tools like Zoomerang™ or SurveyMonkey™ can be free or very low cost. People like to know they are being listened to.
- Give your repeat customers special offers not available to the general public. Either give them a discount, special buying terms, or something for free (even if it is something small).
- Tell them thank you! This doesn't cost anything! Simply send them an email or if you really want to get into this, pick up the phone or write a personal letter. Actually hand-write the letter. Very few do that anymore and people love it.

Although it may sound too simple, you can increase revenues simply by converting a couple of one-time customers into repeat customers with some appreciation. You can also increase revenue by getting your existing client base to spend just a couple of dollars more per transaction. Literally, a 2%-5% increase in each transaction can make a tremendous change in your bottom line and allow that customer appreciation to grow your business.

For information, please contact the TSBDC at 865-483-2668 or e-mail jbangs@tsbdc.org (located at the Chamber of Commerce in Oak Ridge).

The TSBDC offers free, confidential counseling by appointment. Our counselors can assist with a range of needs to facilitate in the growth, success, and development of your small business.



Members at Work

Emily Hardin who was serving as an Intern Architect at *ACHW* has become a Registered Architect with the firm.

Kale Belk has recently joined *ACHW* as the Head of the Surveying Department. Kale comes to *ACHW* from a major company in Atlanta, GA. www.achw.com

North America's leading industrial supplier *Grainger* and the *American Red Cross* were honored with the 2011 Corporate Citizenship Award for Best Partnership by the U.S. Chamber of Commerce. The "Citizens" Award honors excellence in corporate citizenship and civic leadership for initiatives in both the United States and across the world. The United States Chamber of Commerce Business Civic Leadership Center (BCLC) recognized the Red Cross and *Grainger* for developing the corporate volunteer program, Ready When the Time Comes™ designed to build a network of response volunteers in advance of a disaster. www.grainger.com

The Tennessee Smokies, Double-A affiliate of the Chicago Cubs, was formally recognized from among over 160 minor league teams across North America as the "organization of the year" in Minor League Baseball. The National Association of Professional Baseball Leagues, announced the Smokies have been selected as the 2011 recipient of the John H. Johnson President's Award; which is given annually to the "complete" baseball franchise -- based on franchise stability, and significant contributions to the community, its league and the baseball industry. www.smokiesbaseball.com

If you have a passion and skill for working with young people, the *Girl Scout Council of the Southern Appalachians* needs you! Girl Scouts is the world's preeminent organization dedicated solely to girls where, in an accepting and nurturing environment, girls build character and skills for

success in the real world.

The organization is currently seeking enthusiastic site-based volunteers to provide a quality Girl Scout Leadership Experience for girls in Oak Ridge who would not otherwise have access to Girl Scouting. There are a number of girls at the Oak Ridge Boys & Girls Club as well as Girls, Inc. who are waiting for volunteers. To volunteer, contact Rebecca Parsley at rparsley@girlscoutusa.org.

U.S. Department of Energy contractors *Dade Moeller* and *EnergX* announce their new partnership, aimed at meeting the demand for high-quality industrial hygiene and occupational safety training across the country. The collaboration promotes seven courses offered at shared facilities in Oak Ridge, Tenn.; Gaithersburg, Md.; Las Vegas, Nev.; and Richland, Wash.

By pooling faculty, facilities, and marketing resources, the companies can expand client bases while keeping costs to students low. www.moellerinc.com/academy; www.energxl.com/training

Misty Williams, who has served as the Director of Sales for the *Staybridge Suites* has been promoted to General Manager. The role of Director of Sales has now been filled by **Sonya Roy**, who previously worked in the West Knoxville area as a sales manager. Contact Sonya for any group or meeting room needs at 865-483-0200. www.staybridge.com/knoxvilletn

The Holiday Inn Express is scheduled to open Spring 2012. The new property will include 80 rooms with most room types consisting of doubles and king rooms. A public grand opening celebration will be scheduled in the near future.



Thanks to a \$10,000 donation from *AT&T*, students enrolled in teacher

education at *Pellissippi State Community*

College will have access to scholarships designed to assist them in completing their degree.

The college has earmarked the gift for scholarships to students pursuing the Associate of Science in Teaching.

The donation to *Pellissippi State* is part of a \$130,000 gift by *AT&T* to the Tennessee Board of Regents, the two-year school's governing body. Each of Tennessee's 13 community colleges received \$10,000 to award scholarships to those who enroll in programs that target non-traditional and underserved students. www.pstcc.edu

The Oak Ridge Civic Music Association announces several upcoming events. On January 21, the Oak Ridge Chamber Players will perform Schubert's Quintet in C Major. The concert will be held at Pollard Auditorium at 8:00 p.m.

On January 28, *ORCMA* presents the Rock to Bach Music Festival from 11:00 a.m. - 8:00 p.m. at Pollard Auditorium. The event features over 23 performances of a wide variety of music.

At 8:00 p.m. on February 11 at the ORHS Performing Arts Center, the Oak Ridge Symphony Orchestra will join with Oak Ridge's Sound Company in performing the children's opera "Brundibar" by Hans Krasa. The opera was written for the children of the Prague Jewish orphanage, and performed at the Theresienstadt concentration camp 55 times. Jewish Czech composer Krasa and most of the cast were sent to their deaths at Auschwitz following their final performance.

Brundibar (a Czech colloquialism for "Bumble-bee") is the story of a bully, who silences all music but his own. The heroes of the story, Annette and Little Joe (Brother and Sister), set out to make their own music, and by doing so come to the aid of their ailing mother. www.orcma.org

ORAU is pleased to announce the appointment of **Martin D. Barrie, J.D., Ph.D.** to the position of senior scientist in epidemiology. **Barrie** joins *ORAU* with more than 30 years of diverse





Barrie

education and experience that includes occupational and environmental epidemiology, industrial hygiene and legal expertise.

Oak Ridge Associated Universities (ORAU) is a university consortium leveraging the scientific strength of 99 major research institutions to advance science and education by partnering with national laboratories, government agencies, and private industry.

ORAU manages the *Oak Ridge Institute for Science and Education* for the U.S. Department of Energy. www.oraugov



Donnelly

Jim Donnelly from the Y-12 Site Office and **Jan Jackson** of B&W Y 12's Environmental Management organization have been named NNSA DP Employees of the Quarter.

Donnelly, YSO Environmental Compliance Engineer, was recognized for his outstanding oversight of activities required to comply with the DOE Site Treatment Plan for the Oak Ridge Reservation.



Jackson

Jackson, manager of the Sustainability and Stewardship programs, has the challenge of cleaning up legacy waste, removing hazards and disposition of unneeded Defense Programs assets.



Stewart

John Stewart has been named chief of Nuclear Safety Operations at the Y-12 National Security Complex. He has been acting chief since January 2011.



Reis

Bill Reis has been named vice president of Environment, Safety and Health at the Y-12 National Security Complex. **Reis** has managed manufacturing, engineering and quality assurance organizations during his 29-year career at the site, most

recently serving as Vice President of Program Management.

Retired Vice Admiral Carl V. (Van) Mauney has been named Vice President of Program Management at the Y-12 National Security Complex.



Hight

Paul Hight has been named executive director of Governance and Business Services Transformation at the Y-12 National Security Complex. He formerly led the Materials Management Department in the site's Production organization.



Eddy

The National Nuclear Security Administration recently recognized seven employees of B&W Y-12 and the Y-12 Site Office for their contributions to management of the nation's nuclear materials. In Washington, DC, at the tri-annual meeting of NNSA's Nuclear Materials Management Team, NNSA Administrator Thomas P. D'Agostino honored **Teresa Knight** of B&W Y-12 and **Becky Eddy**



Knight

of YSO with Certificates of Leadership for their outstanding contributions to NMMT over the years. D'Agostino also awarded certificates of appreciation to Y-12's **Roger Bolin, Pat Hart, Pat Helms, Roger Keck** and **Jennifer Vanover**, as well as **Knight** and **Eddy**, for their work on various NNSA nuclear materials management projects.

B&W Y-12 has announced an agreement with *Roane State Community College* that gives employees who want to return to college more scheduling options for classes, and college credit for work and apprenticeship experience.

Roane State will offer additional classes on Fridays, Saturdays and evenings, when the majority of Y 12ers who work four 10-hour days are off work. *Roane State* also will give some college credit for work experience that meets course requirements. www.y12.doe.gov www.roanestate.edu

LeVar Bryan, Gary Johnson, Joel Martin and Robbie Rutherford were recently promoted to *WSI Oak Ridge* Lieutenants at East Tennessee Technology Park (ETTP). All recently served the Protective Force as a Security Police Officers at ETTP.

The Lieutenants will provide assistance to the Shift Captains in supervising Security Police Officers and Security Officers and will be responsible for ensuring personnel under their command are trained and knowledgeable of the department's mission. Additionally, they will have responsibility for high risk equipment, managing attendance records, ensuring employees are fit for duty and for shift performance drills.

WSI Oak Ridge and its approximately 1000 employees provide para-military protective forces for the Oak Ridge Reservation which includes the *Oak Ridge National Laboratory*, the East Tennessee Technology Park, the Federal Office Building Complex and the *Y-12 National Security Complex*. www.wsioakridge.com.

To share news with our membership, send your news and photos to gillenwaters@orcc.org.



Photo Album



Voice of the Vols Bob Kesling spoke at a Business & Breakfast held at Oak Ridge Utility District in October.



Canberra announced an expansion into Oak Ridge in October. The expansion includes a capital investment in the community and will mean an expansion in jobs as well.



The Comfort Inn hosted a Business After Hours in October.



ATC Nuclear celebrated a Ribbon Cutting Ceremony in October at their new Oak Ridge location.



Roane State Community College hosted a Business & Breakfast in November.



Chamber members and the community came out to participate in the Chamber's first-ever PRIMETIME networking event. This one had a tailgating theme.



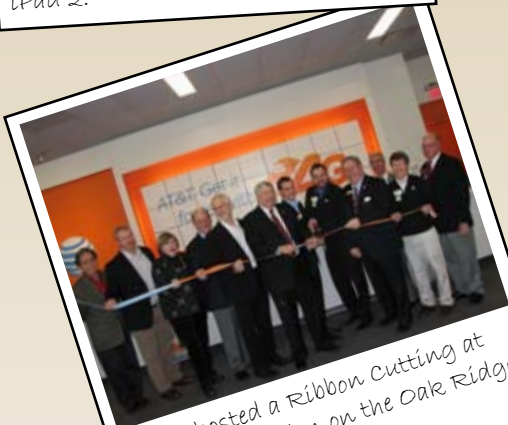
Willow Ridge Garden Center kicked off the holiday season with a Business & Breakfast in November.



ORHS student Lexie Powell was the winner of the Chamber's logo contest for her design of the City's "Not in Our City" logo contest. Lexie won an iPad 2.



Methodist Medical Center hosted a holiday Business & Breakfast in December.



AT&T hosted a Ribbon Cutting at their new location on the Oak Ridge Turnpike in December.



Patterson's Home Appliance Center hosted a ribbon cutting in December at their new location on the Oak Ridge Turnpike.



Our December VALUE Series was on the topic of franchise ownership. Jerry Bird of FranNet was on hand to lead the seminar.



The Leadership Oak Ridge class of 2011 graduated in November.



Oak Ridge High School seniors and winners of the Siemens Math, Science and Technology competition Ziyuan Liu and Cassee Cain were Grand Marshals in the Christmas parade. Both are Youth Leadership alumni.



The Christmas parade featured over 120 entries this year. Perfect weather helped bring out some of the largest crowds of spectators in recent memory.

New Members

Capital Financial Group, LLC

Mr. David Vudragovich
8320 East Walker Springs Lane,
Suite 100
Knoxville, TN 37923
dvudragovich@financialguide.com
www.financialguide.com/david_vudragovich
(865) 806-5837

CORT Furniture Rentals

Ms. Corine Hampton
4702 Western Avenue
Knoxville, TN 37921
corine.hampton@cort.com
www.cort.com
Phone: (865) 588-7603
Fax: (865) 584-3423

Countryside Tire & Auto

Mr. Jeffrey Cheek
220 Brisbane Road
Oak Ridge, TN 37830
cheekjs@gmail.com
www.countrysidetireandauto.com
Phone: (865) 220-5077
Fax: (865) 220-5102

Free Medical Clinic of Oak Ridge

Ms. Teresa Brittain
320 Robertsville Road
Oak Ridge, TN 37830
freemedclinicor@att.net
www.fmcor.org
Phone: (865) 483-3904 Fax: (865) 481-0203

Life Safety Inspections, LLC

Mr. Chip Dooley
1143 Oak Ridge Turnpike, Suite
107A-167
Oak Ridge, TN 37830
chip@lsitn.com
www.lsitn.com
Phone: (865) 435-1505 Fax: (865) 1507

Robert Half International

Ms. Jennifer Kemp
1111 Northshore Drive, Suite N525
Knoxville, TN 37919
Jennifer.kemp@officeteam.com
www.officeteam.com
Phone: (865) 588-5456 Fax: (865) 588-6540

Dean Russell

494 Oliver Springs Highway
Clinton, TN 37716
Email: deanr219@gmail.com
Phone: (865) 599-8006

Service Provider Group

Mr. Steve Kyle
11400 Parkside Drive, Suite 500
Knoxville, TN 37934
steve.kyle@serviceprovidergroup.com
www.serviceprovidergroup.com
Phone: (865) 288-5660

Stowers Rents, The CAT Rental Store

Mr. Andrew Sturgill
10644 Lexington Drive
Knoxville, TN 37932
asturgill@stowerscat.com
www.stowerscat.com
Phone: (865) 218-8800
Fax: (865) 218-8801

Tennessee Veteran's Business Association

Mr. Jonathan Williams
9737 Cogdill Road, Suite 217
Knoxville, TN 37932
chairman@jointvba.org
www.jointvba.org
(865) 675-9384

UCOR

Mr. Leo Sain
105 Mitchell Road
P.O. Box 4699
Oak Ridge, TN 37831
leo.sain@wsms.com
(865) 425-7137

Vital Visuals

Mr. Steve Martin
100 Donner Drive, Suite B
Oak Ridge, TN 37830
steve@vitalvisuals.com
www.vitalvisuals.com
(865) 483-6823

Renewing Members

40-50 Years

AT&T
Hildreth Realty & Insurance
Joyce, Meredith, Flitcroft & Normand
Methodist Medical Center
Oak Ridge Schools
Oak Ridge Utility District
Revenue Recovery Corporation
Melvin Sturm

30-39 Years

American Income Tax Service
Emory Valley Center
Emory Valley Corporation
Enrichment Federal Credit Union
Robert T. Green, CPA
Home Federal Bank of TN
JCPenney Company, Inc.
Pugh & Company
SAIC
Y-12 Federal Credit Union

20-29 Years

Ackermann PR
Advanced Management

AkinsCrisp Public Strategies,
American Red Cross
Arby's Roast Beef Restaurant
ARCADIS
Barge, Waggoner, Sumner & Cannon
British Woods Apartments
Brogdon Roofing, Inc.
CDM Federal Programs Corp.
Children's Museum of Oak Ridge
Coulter & Justus Financial Services
The Cowperwood Company
East TN Ear, Nose & Throat Specialist
Edward Jones
Girls Incorporated
Goodwill Industries, Inc.
Hampton Inn Hotel
Herron-Connell Insurance
Tom Hill
Ideacom Technologies
Judy Dodd Catering
Kramer Rayson, LLP
League of Women Voters
Learning Ally
Joe Lenhard
Linda Brown Realty
M-3 Construction, Inc.
NHC Health Care
Oak Ridge Associated Universities
John C. Pryse, Jr., DDS
R & R Properties
Realty 100, Inc.
Ridgeview
Jane Shelton
Stephenson Realty & Auction
The United Church
United Way of Anderson Co.
UT-Battelle/ORNL
Val-U-Signs
Waste Connections of Tennessee
Weatherford Mortuary, Inc.

10-19 Years

Air Liquide America Specialty Gases
Allergy, Asthma & Sinus Center
Alzheimer's Tennessee, Inc.
Ayurveda Center for Natural Healthcare
Brogdon & Cook, CPA's
Dr. Gene Caldwell
Camber Corporation
Cappiello Real Estate & Development
Citizens National Bank
Cook's Comfort Systems
Faith Promise Church
Hart Graphics, Inc.
HME, Inc.
I.B.E.W. Local Union 270
MCLinc
McCarty Holsapple McCarty
Metropolitan Knoxville Airport Authority
Montessori School of Oak Ridge
Moxley Carmichael
MS Technology, Inc.
NAI Knoxville
Nuclear Lead Company, Inc.
Oak Ridge Country Club
Oak Ridge Office Supply, Inc.
Peter's Jewelers
Process Engineering Associates
Rarity Ridge
Roane State Community College
John L. Soldano, DDS

Southern Safety Supply
St. Mary's Church & School
TNBank
Tusculum College
U.S. DOE – Oak Ridge Operations

5-9 Years

AAA East Tennessee
All Occasions Party Rentals
Bacon & Company
Kay Brookshire
Comfort Inn
Covenant Health Corp. Finance
Lou Dunlap
Endoscopy Center of Oak Ridge
G2 Engineering & Management
K-9 Search on Site
Knoxville Tourism & Sports Corp.
Lackey & Associates, Inc.
Lamar Advertising
Lamar Dunn & Associates, Inc.
LeGacy Resource Corporation
Randy McNally
Messer Construction Company
Michael Brady, Inc.
National Resource Management
Oak Ridge Housing Authority
Oak Ridge Playhouse
Oak Ridge Rowing Association
Park Vista – Doubletree by Hilton
Philotechnics, Ltd.
Herman Queener
George E. Smith, MD
St. Stephen's Episcopal Church
Strategic Consulting Solutions
Thompson Tire & Service Center,
The Trust Company of Knoxville
USEC, Inc.

Less than 5 Years

Acraloc Corporation
Allstate Insurance & Financial Services
Armec Corporation
Bernstein, Stair & McAdams
Boys & Girls Club of Oak Ridge
Cartridge World of Oak Ridge
Cintas
Cockrill Design & Planning
Commercial Maintenance
Dixie Home Crafter's
E2 Consulting Engineers, Inc.
Emeritus of Oak Ridge
The Flatwater Grill
Food City #681
Griffin Insurance Agency, Inc.
J & M's Butcher
King College
Ruth Ann Maddux
The Manhattan
Mary Beth West Consulting
McCarthy Building Companies
Nanomechanics
National Mailroom
Northwest Plumbing Company
Oak Ridge Breakfast Rotary
Oak Ridge Business Association
Realty Executives Relocation
Rotary Club of Oak Ridge
SCI Consulting Services, Inc.



2012 Oak Ridge Chamber of Commerce

Board of Directors

David Bradshaw
Chairman of the Board
Capital Mark

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| Peggy Adcock
<i>Y12 Federal Credit Union</i> | Tom Beehan
<i>Mayor, City of Oak Ridge</i> |
| Mike Belbeck
<i>Methodist Medical Center</i> | Sherry Browder
<i>SAIC</i> |
| Nick Crowe
<i>UT-Battelle/ORNL</i> | Clark Eckert
<i>Eckert Chiropractic</i> |
| Leigha Edwards
<i>UT-Battelle/ORNL</i> | Leslie England
<i>ORUD</i> |
| John Garrity
<i>WSI</i> | Peggy Hanrahan
<i>Realty Center</i> |
| Beth Harris
<i>Belk</i> | Melinda Hillman
<i>Roane State
Community College</i> |
| Chris Johnson
<i>ORNL Federal Credit Union</i> | DJ Jones
<i>Boys & Girls Club</i> |
| Gretchen Julius
<i>Doubletree Hotel</i> | Darrel Kohlhorst
<i>B&W Y-12</i> |
| Stan Mitchell
<i>The Oak Ridge Observer</i> | Susanna Navarro-Valenti
<i>Navarro Engineering</i> |
| Veronica O'Hearn
<i>RSI/UCOR</i> | Andy Page
<i>ORAU</i> |
| Alan Parker
<i>EnergySolutions</i> | Amit Patel
<i>Staybridge Suites</i> |
| Dean Russell | Leo Sain
<i>UCOR</i> |
| John Shewairy
<i>DOE</i> | John Smith
<i>SAIC</i> |
| Kerry Trammell
<i>NHC Oak Ridge</i> | Mike Twine
<i>G2 Engineering</i> |
| Jim Vogelsang
<i>USEC</i> | Mark Watson
<i>City of Oak Ridge</i> |

Stephen Whitson
HS Whitson

**Staff
Oak Ridge Chamber of Commerce**

Parker Hardy
President and CEO
hardy@orcc.org

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| Greta Ownby
Executive Vice President
<i>ownby@orcc.org</i> | Judy Bryan
Vice President
<i>jbryan@orcc.org</i> |
| Mitzi Burgess
Vice President
<i>burgess@orcc.org</i> | Kathy Gillenwaters
Communications Coordinator
<i>gillenwaters@orcc.org</i> |
| Lynn Christman
Administrative Assistant
<i>lchristman@orcc.org</i> | Christy Holt
Administrative Assistant
<i>holt@orcc.org</i> |

Oak Ridge Economic Partnership

Kim Denton
President
denton@oakridgetn.org

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|---|--|
| Kathy Barber
Existing Industry Manager
<i>barber@oakridgetn.org</i> | Elisabeth Brown
ED Coordinator
<i>brown@oakridgetn.org</i> |
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TSBDC

Jutta Bangs
Senior Business Specialist
jbangs@tsbdc.org

Calendar of Events

- February 1
ORCC Board of Directors Meeting
ORCC Joyce Conference Room
Noon
- February 9
Breakfast with Anderson County Mayor Candidates
ORCC Joyce Conference Room
7:30 - 9:00 a.m.
- February 10
OREP Board of Directors Meeting
ORCC West Conference Room
9:00 a.m.
- February 13
Program of Work Kickoff
Doubletree Inn, 215 South Illinois Ave.
Noon-1:00 p.m.
- February 14
VALUE Series Lunch
"Not in Our City" with Kathryn Baldwin
ORCC Joyce Conference Room
11:30 a.m. - 1:30 p.m.
- February 21
Leadership Oak Ridge Kickoff
ORCC Joyce Conference Room
8:00 a.m.
- February 27
ORCC Executive Committee Meeting
ORCC Joyce Conference Room
11:30 a.m.

- March 7
ORCC Board of Directors Meeting
ORCC Joyce Conference Room
Noon
- March 9
OREP Board of Directors Meeting
ORCC West Conference Room
9:00 a.m.
- March 26
ORCC Executive Committee Meeting
ORCC Joyce Conference Room
11:30 a.m.
- March 29
TSBDC Start-up Seminar
ORCC Joyce Conference Room
11:30 a.m. - 1:30 p.m.

Save the Dates

- April 19
PRIMETIME
Save the Date!
Time and Location TBA
- May 4
Chick-Fil-A Leadercast
Y-12 New Hope Center
Time and Pricing TBA

Membership Application

Firm/Individual Name _____

Address _____

City/State/Zip _____

Phone _____

Fax _____

Email _____

Website _____

Contact Name _____

Title _____

Number of Employees _____

Annual Investment (from schedule) \$ _____

One-time processing fee \$25

Total \$ _____

Signature _____

For additional information, contact Mitzi Burgess at 483-1321 or burgess@orcc.org

Regularly Scheduled Events

Unless otherwise noted, the following events occur on a regularly scheduled basis.

VALUE Series Lunch
2nd Tuesdays, 11:30 a.m.
ORCC Joyce Conference Room

Young Professionals
Business Meeting
2nd Tuesdays, 5:30-7:30 p.m.
ORCC Joyce Conference Room
Social Gathering
4th Tuesdays, various locations

Advocacy Task Force
1st Thursdays, 9:00 a.m.
ORCC Joyce Conference Room

Small Business Roundtable
3rd Tuesdays, 6:30 p.m.
Location Changes Monthly.
www.oakridgechamber.org for information.

Development Forum
1st and 3rd Thursdays,
1:30-3:30 p.m.
ORCC Joyce Conference Room



Millennium Partners



Titanium



Platinum



Gold



Copper



Silver



THE COWPERWOOD COMPANY



Bronze

Chuck's Car Care Center
Blaine Construction Company
Pugh & Company
Centennial Village
SM Stoller
CH2MHill

Herron-Connell Insurance
NHC Oak Ridge
Kramer Rayson, LLP
NAI Knoxville
AT&T

CDM Federal Programs
Advanced Management, Inc.
Avisco
Coldwell Banker Wallace & Wallace
H-S Whitson Construction
McCarthy Builders