

LANCASTER
BY THE BAY

SO GLAD YOU'RE HERE

FIRST QUARTER
NEW MEMBERS

- **AT&T**
- **Chesapeake Accounting Group**
- **Cole & Denny Architecture**
- **Enterprise Hive, LLC**
- **Katrina.com**
- **Margaret Alderson**
- **Nate's Trick Dog Café**
- **Quarles**
- **Sal's Pizza**
- **Virginia Asset Management**
- **Windmill Point Marina**
- **Your Right Hand**

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BAY BUSINESS BUZZ

IRVINGTON • KILMARNOCK • LIVELY • WHITE STONE

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Welcome

The Lancaster County business community is as diverse and vibrant as our unique location along the waters of the Chesapeake Bay and the Rappahannock River. Welcome.

Our newly formed chamber, Lancaster by the Bay, is well underway with a revamped mission to, among other things, provide local businesses the best possible support. To that end, I am pleased to unveil our new quarterly newsletter *Bay Business Buzz*. Here you will find the latest chamber news, updates on news that effects you, and interesting features about you, our business members.

Speaking of members, I am pleased to welcome 12 new businesses to our chamber (their names are to the left). They

represent a healthy increase in membership in the first quarter of 2011 and we are delighted to have them join us.



Edie Jones Jett
Executive Director
Lancaster by the Bay
Chamber

The coming months have much to anticipate as we press into the summer business season and

continue to plan for the important events the chamber sponsors.

Just ahead is the Kilmarnock Farmer's Market and Wine Festival on June 25 from 9 am to 5 pm. And be sure to mark your calendar for all the summer Farmer's markets, being held July 23, August 27 and September 24. Before we know it, the newly named River, Rhythm & Ride will be upon us — save September 24 and 25 for this popular event.

We look forward to seeing you at our *After Hours* socials and business workshops. And please stop by one of our community events to chat. We are always delighted to hear from you about ways the chamber can support your business.

Dominion Power 'Lights' Parade

The annual Kilmarnock Christmas Parade gets a boost this year with sponsorship from Dominion Virginia Power. Now in its 33 year, the lighted, Main Street parade will benefit from numerous enhancements thanks to Dominion Power's involvement. This is the first time in recent

years that the parade has had a major sponsorship.

The festive holiday event will be held on Friday, December 9 at 7 p.m. Lighted floats and bands create a magical scene in downtown Kilmarnock with businesses open late for shopping,

food and drink. The Chamber wants to hear from the community about how to improve the parade and to help select the theme for this year's event. Contact the chamber with your thoughts: info@lancasterva.com.



Irvington business ranked one of the best places to work

A detailed listing of Lancaster by the Bay member benefits can be found at www.lancasterva.com

Coming Soon: Best Business of the Quarter



Northern Neck Insurance Top Workplace

Northern Neck Insurance Company of Irvington is one of Virginia Business Magazine's best places to work in Virginia, according to the magazine's annual survey of businesses and employees. In the ranking, Northern Neck Insurance was 14th among small employers. A total of fifty Virginia businesses were included among the best workplaces featured in the February 2011 issue.

Businesses were ranked based on numerous categories with

employee satisfaction the guiding principal. According to the magazine, qualities common among the best places to work included employee satisfaction with salary and benefits, performance bonuses and incentive programs. Among its offerings, Northern Neck Insurance provides employees paid community service leave, tuition reimbursement, and flex spending accounts.

Company president Peter Cammarata says the recogni-

tion is extremely gratifying. "Being an employer of choice means the company has carefully thought about creating a place where people want to work and have long lasting careers. The employees are proud of the great work environment they have created, and the value the company provides to the people and economy of Virginia," says Cammarata.

*magazine cover courtesy of Virginia Business Magazine.

Valuable Member Benefits

Coming in June, Lancaster by the Bay Chamber launches members SAVE; a robust, state-of-the-art website that offers exclusive access to significant discounts and members-only specials. As a member of the chamber you have immediate access to this full spectrum of benefits to help you run your business. Utilizing your benefits can save you money and

time. Here are some of the benefits:

- Save an average of 35 percent on OfficeMax supplies
- Save up to 26 percent using FedEx shipping and office services
- Save with FREE conference calling

- Save 10-85 percent on prescription drug costs

Other benefits include savings on fuel and vehicle maintenance, life insurance, worker's comp, payroll, printing services, and much more. In the next few weeks, members will have access to a full listing of member SAVE benefits via a link from the chamber website.

Business Awards Planned

Your business offers excellent customer service; you contribute meaningfully to the community; your facility is beautiful. Recognize yourself? We think your business should be saluted for it's superior

performance. That's why the chamber is planning an awards program to honor its members.. Each quarter we will recognize a 'Business of the Quarter' with a 'Business of the Year' chosen among the four honorees. A committee is currently being formed to develop the criteria for the

awards, with the goal of awarding our first 'Business of the Quarter' by July.

"We want to put the focus on businesses that give back to the community, large and small," says William Hubbard, vice president of the chamber board of directors.