



acorn

The Oak Ridge Business Connection

A Publication of the Oak Ridge Chamber of Commerce
March 2009 Volume 2, Issue 2

Special 2009 Program of Work Issue

Also in this Issue:
Dogwood Run Application
Parade Winners

Cover Photo by Kathy Gillenwaters

What's Up with Retail?



Recently, I've had opportunities to share remarks with a couple of local civic groups. In both cases, the members peppered me with questions regarding efforts to attract more retail and commercial development to Oak Ridge. And lately we've taken some heat from the news media on the subject, too. Since people are often "down" on whatever they are not "up" on, these paragraphs in this month's Acorn are an effort to get you "up" on what is – and what is not – happening in the retail commercial arena.

Retailers across the nation are reducing or totally shelving any plans for the expansion of existing stores or for building new ones. America has been hit by the serious loss of basic jobs that fuel discretionary consumer retail spending. Christmas holiday shopping was down. Numerous high profile retailers have closed stores or declared bankruptcy, and more appear to be headed in that direction.

In my conversations with retail real estate executives, tenant representatives brokers and others, it is very clear that once hot retail markets have gone cold. Oak Ridge, though, seems to be viewed as somewhat stable with the strong potential to heat up because new jobs – many driven by anticipated federal spending – continue to come on line in our community. SAIC's decision to locate its shared services headquarters in our city is another good example of the new basic job growth that we are experiencing. That's good news, representing good opportunities for those retailers and developers able to secure the capital needed to build.

For Oak Ridgers, the most pressing retail/commercial question mark looms above Oak Ridge City Center. Everyone I know – city leadership, Chamber leadership, and consumers – is very frustrated. I'm frustrated, too, as is the management of Hard Oak, LLC, the firm working to redevelop the former Oak Ridge Mall. As recently as last week, during one of my frequent conversations with Hard Oak's David Thrash, he acknowledged that frustration and said that his company is using this "retail pause" to "see what else we can do better." That's consistent with what I hear elsewhere: leases are taking much longer to negotiate, developers are having to provide incentives or concessions to prospective tenants, and many deals that have been under consideration are now being postponed for eighteen months to two years.

However, given the fact that our local economy is creating jobs, to me it does not make sense to retreat, to lay back, and to simply hope that more retail and commercial developers will take a look at Oak Ridge. Instead, in 2008 and moving into 2009, we've been focusing more staff time and committing more volunteer time to connect with those who can bring retail and commercial prospects to us. We've purchased a trade show display for use at retail real estate events and expositions. Also, we've taken teams of volunteers to gatherings of the International Council of Shopping Centers. These men and women, traveling and attending at their own expense, use the Chamber's exhibit as a home base, allowing everyone to "work" the show and to take a shift at staffing the Oak Ridge booth. We then follow-up on every lead – first by e-mail and then by telephone.

So let's look at the numbers generated by these efforts. During the last six months of 2008, your chamber has interacted with 53 retail or commercial prospects. These include assisted living facilities, hotels and motels, restaurants, department stores, clothing stores, personal service firms, sporting goods stores, big box retailers and shopping center developers or their representatives. 25 of these were new prospects; 28 were continuations from previous reporting periods. Thirteen of those prospects are "dead" – no longer interested in Oak Ridge. We remain in discussions with 32 and are providing ongoing assistance to five existing projects. Two are now open for business and build-out is under way at a third. But the great majority of our prospects are moving very slowly, and a large percentage of those slow movers likely will be written off during the first three months of the new year.

The companies most likely to survive tough times and later thrive are those that are focused on serving very specific markets while growing long-term market share. I believe that the same thing is true for communities. Now, while others retreat, is the time to encourage patronage of our existing retailers and assertively move forward to build and maintain relationships with new prospects.

We need your help to do that. Shop locally whenever possible. If you own or manage retail real estate, commit to join the Chamber at a retail connection event. The opportunities – while fewer in number now than in previous years – are still out there. Be part of the team that that will help us find them. Oak Ridge will be better for our united efforts.

Sincerely,





Saturday, April 18

Start Time: 8 a.m. Awards: 9 a.m.

Pre-register by: April 10

Entry fees:

- \$20 per person before April 10
- \$25 per person after April 10
- Late and/or event day registrants will receive t-shirts while supplies last.

Registration will begin at 7 a.m. The course will take participants through Briarcliff subdivision, along an Oak Ridge Greenway and back to the starting area. The course will feature a one mile walk.

For more information or to register call: (865) 483-1321

PRIZES

Awards presented to the following:

| | |
|--|--|
| Overall: 1 st Place Male & Female | Age Categories: Top 3 in each male and female |
| Masters (40+): 1 st Place Male & Female | 14 and under 15-19 |
| Grandmasters (50+): 1 st Place Male & Female | 20-24 25-29 |
| Athena – 1 st Place Female | 30-34 35-39 |
| Clydesdale – 1 st Place Male | 40-44 45-49 |
| Wheelchair – 1 st Place | 50-54 55-59 |
| Largest Team – 1 st Place | 60-69 70-79 |
| | 80 and over |

Race management, finish line management and results provided by the Roadkill Running Club.

Name _____

Team Name (if applicable) _____ City _____ State _____ Zip _____

Address _____

Phone _____ Email _____

Mail form and entry fee with check payable to:

Oak Ridge Chamber of Commerce
1400 Oak Ridge Turnpike
Oak Ridge, TN 37830
Phone: 865-483-1321
Fax: 865-483-1678
Email: holt@orcc.org

Sex (M or F) _____ Age _____ mm/dd/year _____

Please check all that apply:

Male Clydesdale (Male 200 lbs.+)

Female Athena (Female 150 lbs.+)

Wheelchair Runner Walker

T-Shirt Size: Please circle one
S M L XL XXL

ATHLETE'S RELEASE: Please Sign and date: I understand that running and volunteering to work in the club races are potentially hazardous activities. I should not enter and run the Oak Ridge Dogwood unless I am medically able and properly trained. I agree to abide by any decision of a race official relative to my ability to safely complete the run/walk. I assume all risks associated with participating, contact with other participants, the effects of the weather, and course conditions. Having read this waiver and knowing these facts, and in consideration of your acceptance of my application, I, for myself and anyone entitled to act on my behalf, do waive and release the Oak Ridge Chamber of Commerce, the Roadkill Running Club, City of Oak Ridge, all members thereof; and, further the sponsors, their representatives, and successors, from all claims or liability of any kind arising out of my participation in the aforementioned event, even though that liability may arise out of negligence or carelessness on the part of the persons named in this waiver. I also grant permission to all the foregoing to use any photograph, motion picture, recordings, or any other record of this event for any legitimate purpose.

Signature _____ Date _____

Signature of parent or guardian if under 18 years of age. _____ Date _____



Members at Work

Moondollars Cafe was recently honored by the Knoxville News-Sentinel's Grub Sprout as one of the top 10 area restaurant picks of 2008.

According to the Grub Sprout, "This Oak Ridge coffee house, live-music venue and restaurant was one of my pleasant surprises of 2008. The setting is truly retro-funky, which made our well-made dinner specials almost seem out of place. Our orders of raspberry chipotle salmon and stuffed pork tenderloin added an upscale touch to a menu that also featured burgers and familiar sandwiches." www.moondollarscafe.com



ES&H, Inc. is pleased to announce the addition of a new employee, **Alfreda Rupert**. As the new Accounting and HR Manager, **Rupert** has advisory responsibility over all accounting and human resource functions, as well as financial reporting. She has over 20 years experience in the federal construction and consulting markets.

ES&H, Inc. has been honored with the Bronze medal from Environmental Business Journal (EBJ), the leading business newsletter for the environmental industry. The 2008 EBJ Business Achievement Awards recognizes firms for their strong financial performance and growth as well as for specific projects which are significant in the advancement of the environmental industry.

ES&H, Inc. is an award-winning company that provides Environmental, Safety and Health, Construction, Disaster Response, Engineering and Training Services. *ES&H, Inc.* prides itself in the development of intelligent, result-driven solutions to each client's need. www.eshinc.com



Martha Moore Hobson, principal of *Hobson Yoder Financial Group* in Oak Ridge, is listed among the 150 best financial advisers for doctors in 2008 by Medical

Economics magazine. The recognition was the sixth consecutive time she has been selected for the magazine's lists of top financial advisers for doctors, announced every two years since 1998.

She and **Mary Yoder**, senior financial adviser with *Hobson Yoder Financial Group*, each have earned the Certified Financial Planner™ designation. Their offices are at 100 East Tennessee Ave., Oak Ridge. *Hobson Yoder Financial Group* serves clients throughout the region and seven additional states. www.hobsonyoder.com

The Altrusa International Club of Oak Ridge is offering two scholarships of up to \$500 each to deserving women.

The first scholarship is named in honor of the late **Sarah Ketron**. It is available to women who have returned to college after interrupting their studies.

The second scholarship is named in honor of **Pat Rush**. The scholarship is available to women to support their pursuit of higher education.

A full description of the criteria for each scholarship is below. The application deadline is the close of business, Friday, April 17, 2009. Please return completed applications to Altrusa International of Oak Ridge, Attn: Theresa-Vay Smith, P.O. Box 5763, Oak Ridge, TN 37831.



Kimberly Bell, a Broker and REALTOR® for 5 years is *Briarcliff Realty Services'* top producing rental manager agent for 2008.



Sheila Cook, Broker and REALTOR® for 21 years has been awarded the *Knoxville Area Association of Realtors®* Silver Award of Excellence for 2008. Sheila is also *Briarcliff Realty Services'* top producing agent in both residential and commercial sales for 2008.



Cindy Holt, REALTOR® for 15 years and Principal Broker/ Owner of *Briarcliff Realty Services*, has been awarded the *Knoxville Area Association of REALTORS®* Silver Award of Excellence for 2008 and also was awarded the Knoxville Area Association of REALTORS® Five Star Hall of Fame Award.



Linda Long, REALTOR® for 12 years has been awarded the *Knoxville Area Association of REALTORS®* Silver Award of Excellence. 695 Emory Valley Road, Oak Ridge, 865-483-SALE (7253)



Crystal Cline, occupational therapy coordinator and senior occupational therapist at *Methodist Medical Center of Oak Ridge's* Methodist Therapy in Oak Ridge, has completed a comprehensive training program in sensory integration. Her specialty is therapy for children. She is one of only 11 therapists in Tennessee -- and the only therapist in Anderson, Roane, Morgan, Scott, and Fentress counties -- who has received this level of training and earned certification through Western Psychological Services

(WPS). This training was approved by the founder of sensory integration theory, Dr. A. Jean Ayres.

For more information about services, call (865) 835-3370 or go online to www.mmcoakridge.com and click on "Therapy" in the left-hand column.



Wackenhut was recently recognized by the Chief, US Army Reserve, with an Outstanding Achievement

Award in honor of the company's support of soldiers and their families.

Army Reserve Ambassador for Tennessee and Civilian Aide to the Secretary of the Army John Dyess presents the recognition to *WSI-OR* General Manager **John Burleson**

Wackenhut Services, Inc.—Oak Ridge Team (WSI-OR) employees **John Davidson, Robert Dye** and **Bill Patrick** recently celebrated their 40-year service anniversaries.

Dye and **Patrick**, Security Police Officers, were honored at a ceremony at the Y-12 National Security Complex.

Davidson, Operations Support Coordinator for Y-12 and the Oak Ridge Protective Force, was honored with a ceremony at *WSI-OR* headquarters that was attended by members of his family including his wife, Lisa, his children and some of his 11 grandchildren.

Wackenhut 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*.

The Anderson County chapter of *Junior Achievement of East Tennessee* is having a fundraiser for its programs on Feb. 22 at the Oak Ridge Bowling Center. Organizations are encouraged to put together a team to help with this effort. Contact Robin Biloski for additional information. rbiloski@comcast.net

Mike Johnson, President of the Commercial Facilities Group of *EnergySolutions* has been elected to a 3-year term on the Tennessee Chamber Board of Directors. www.energysolutions.com

The producers of the *Secret City Film Festival* have cooked up an afternoon of movie entertainment with the debut of the GRITS-N-GRAVY SOUTHERN FILM FESTIVAL to be held Sunday, March 22nd at the Oak Ridge Playhouse in Jackson Square.

Tickets for the festival are \$15 for adults and \$10 for Students (18 and under) and Seniors (65 and older). Tickets will be available at the door of the festival however, tickets may be purchased or reserved in advance by emailing **Keith McDaniel** at: keith@secretcityfilms.com.

For more information about the festival and to see a complete schedule, visit: www.secretcityfilms.com.

Professional Project Services Inc. (Pro2Serve) received approval from the Small Business Administration (SBA) for a Mentor-Protégé Agreement with S&K Aerospace, LLC. (SKA). Under this agreement, Pro2Serve provides developmental assistance and mentoring to SKA, primarily in the environmental services market.

The SBA Mentor-Protégé program enhances the capability of 8(a) participants to compete more successfully for federal government contracts. The program encourages private-sector relationships and expands SBA's efforts to identify and respond to the developmental needs of 8(a) clients. www.p2s.com

NAI Knoxville in Knoxville, Tennessee, was recognized by *NAI Global* with its Member of the Year Award for 2008.

NAI Knoxville was chosen among more than 175 *NAI* member firms for Member of the Year honors. The award is presented annually to the *NAI* member firm that best demonstrates a composite of leadership, capital and resources; commitment to

quality; the desire and energy to grow; and shares the *NAI Global* vision for excellence in commercial real estate services.

NAI Knoxville was also recognized with the Eagle Award, given to the *NAI* member firm regionally that best exemplifies the same "Right Stuff" qualities needed to qualify for Member of the Year honors.

NAI Global is one of the leading commercial real estate services providers worldwide. www.naiglobal.com

To submit news about your Chamber-member company, contact Kathy Gillenwaters: gillenwaters@orcc.org

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





Preparing the Workforce of the Future

America's Veterans to Tennessee Engineers

Innovation Valley Inc. has joined several of Tennessee's top technical, engineering and educational organizations in the greater Oak Ridge - Knoxville area to create a unique consortium to provide engineering employment and educational opportunities for America's military veterans.

The program, America's Veterans to Tennessee Engineers, matches disciplines and skills of military training to the region's future workforce needs in the fields of Science, Technology, Engineering and Math (STEM) by helping veterans transition from military service through education to employment.

The program offers part-time employment, community sponsors and academic mentors for the veteran while he/she is pursuing an

engineering degree. Ultimately, graduates are matched with participating companies in the area offering full-time employment in nuclear, chemical, mechanical, electrical or civil engineering careers.

America's Veterans to Tennessee Engineers was an initiative proposed by the Tennessee Valley Corridor. The consortium of regional business, government and academic leaders was formed through the efforts of several senior leaders in the Department of Energy's Y-12 National Security Complex and B&W Y-12.

Companies offering employment opportunities to the program participants to-date include; B&W Y-12, B&W Clinch River, Bechtel, Energy Solutions, EnergyX, GEM Technologies, Information International Associates, Pro2Serve, SAIC, TVA, USEC and UT Battelle.

"We are well underway with three veterans, one of whom relocated to Oak Ridge, fully participating in the program," says Kevin Smith, Deputy Manager at Y-12 and the program coordinator. "With five more veterans working on their college applications, we fully anticipate meeting our goal of thirty participants per year."

The Oak Ridge Economic Partnership has signed the Memorandum of Agreement on behalf of Innovation Valley Inc., a regional economic development initiative which includes six communities in the region.

If you know of a veteran that would like to participate in the program, someone to serve as a community sponsor or academic mentor, more information can be found regarding America's Veterans to Tennessee Engineers program at: <http://www.y12.doe.gov/jobs/stem/>.

TSBDC Partners with Online Financial Evaluation Company



*"Your Success is Our Business"
The key to business survival is to get your
budget under control!*

*TSBDC is helping small businesses
survive in '09*

TSBDC has a licensing agreement with ProfitCents, an online financial evaluation company. The counselors are using this program, together with the client's financial statements, to pinpoint individual business needs. Companies can discover how they compare to specific industry standards by translating hard-to-understand financial numbers into

plain language.

TSBDC requires company tax returns (up to 3 years) and company business plans or business profiles to produce ProfitCents reports for clients. Companies without business plans or profiles should contact the TSBDC for assistance with creating plans and profiles.

Via ProfitCents, TSBDC has access to proprietary industry data that is updated in real-time for over 1,600 private industries. The center also has access to a data-mining database, that lets the counselor research industries by entering key statistics. To view a demonstration video of how the company utilizes its software program, visit www.profitcents.com/USEN/demo.aspx.

TSBDC has also started a seminar series on "Business Survival in Tough Economic

Times". If you're interested in learning more, please get in touch with us!

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

Remember that 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.

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. Contact Jutta Bangs, Senior Business Counselor for additional information (483-2668 or jbangs@tsbdc.org).





Photo by Gary Grubb

The Oak Ridge Chamber of Commerce 2009 Program of Work

Housing / Population

Critical Outcome:

Oak Ridge will be recognized as a 'residence of choice' within the Innovation Valley as evidenced by population and housing stock growth documented by the 2010 census and other more frequent measurement tools.

Vice Chairman 2009 – Mike Belbeck, Methodist Medical Center of Oak Ridge

2009 Tactical Actions

The majority of people who work in Oak Ridge live elsewhere in our region. However, there are more than 5,000 houses in various stages of development in Oak Ridge and there are unique workforce opportunities at Oak Ridge's major employers. The foundation is there for Oak Ridge to experience the single largest increase in residents since the days of the Manhattan Project. In order to achieve the critical outcome by 2011, the Chamber must in 2009 continue its strong commitment to encouraging those who work in Oak Ridge to live here.

Through the Live Where You Work initiative the Oak Ridge Chamber will facilitate efforts to encourage those who work in Oak Ridge, to live in Oak Ridge by:

- Partnering with the City of Oak Ridge and allied groups to secure a residential point of contact position on the Chamber staff;
- Continuing to utilize the Solid as Oak interactive portfolio and Ridges magazine to communicate the attributes of living in Oak Ridge;
- Implementing a new event to showcase to new

- residents the services, activities, volunteer opportunities and more available to them as Oak Ridge residents;
- Continuing efforts to build relationships with human resources professionals and recruiters associated with Oak Ridge and regional employers; and
- Continually assess and modernize the Chamber's website in consideration of the critical role the internet plays in the residential choice process.

Also in 2009, efforts will continue on the improving housing stock in Oak Ridge. The Chamber will:

- Lead the coordination of a Housing Summit to identify the challenges and solutions related to housing development in Oak Ridge.
- Facilitate developers' efforts to build additional corporate housing and luxury apartments into Oak Ridge.

Organizational Value

Critical Outcome:

The Oak Ridge Chamber of Commerce and its support corporation, the Oak Ridge Economic Partnership, will be ranked among the top 5% of membership-based economic development and business advocacy organizations in the United States as evidenced by membership service and development, financial performance, customer service and local and national recognition.

Vice Chairman 2009 – Leslie England, Oak Ridge Utility District

2009 Tactical Actions

Having met the outlined critical outcome by achieving national recognition as a Finalist for Chamber of the Year in 2008 by the American Chamber of Commerce Executives, the efforts in 2009 will focus on expanding the Chamber's programs and services in order to add value benchmarked against America's top chambers. Chamber membership is for all employees of a member firm and this benefit will be heavily marketed in 2009.

A cornerstone of the Organizational Value program in 2009 will be the formation of a new group called Chamber Liaisons. They will identify new members and partner with new and existing members to forge effective communications between members and the Chamber leadership.

Events

Responding to members' requests, the membership networking events, including but not limited to the Chamber Coffees and Business After Hours programs, will be rebranded to provide for greater exposure and more productive networking among members.

- The 8th Annual Business –to – Business EXPO will be conducted in the Fall of 2009.
- Organize a Membership Appreciation Golf Tournament in the Spring of 2009.
- Hold a Program Kickoff Event
- Conduct a Holiday Reception/Annual meeting in December 2009.
- Conduct three new member welcome luncheons

Communications

Member to Member communications will be expanded to include electronic and internet based social networking vehicles, Acorn, and a blog on the Chamber's website.

- A Members Only section will be activated on the Chamber's website for members to post messages, offer discounts, initiate discussions and post events.
- A membership directory listing all members and expanded listings will be printed for distribution to members and business inquiries. Of course, the on-line directory will remain the "real-time" source for membership information and referrals.
- Chamber senior leadership will implement an outreach program with the goal of personally contacting 100% of the Chamber's membership in 2009.
- Facilitate the formation of an Oak Ridge Chamber affiliated Young Professionals group in Oak Ridge.

Organization Recognition

- Pursue national recognition for the Oak Ridge Chamber of Commerce through national and state chamber
- professional organizations and associations.
- Initiate the application for the Tennessee Center for Performance Excellence quality achievement program.

Job Creation / Capital Investment

Critical Outcome:

Through the Oak Ridge Economic Partnership, the Oak Ridge Chamber of Commerce will capitalize upon Innovation Valley initiatives to provide direct assistance that will result in an increase of 1,750 basic jobs and \$100 million in capital investments. We will accomplish this in partnership with the City of Oak Ridge and in cooperation with economic development allies from across the Innovation Valley.

Vice Chairman 2009 & Chairman of the Oak Ridge Economic Partnership – Tom Ballard, UT-Battelle

2009 Tactical Actions

Through the regional Innovation Valley Inc., continue promoting the Knoxville-Oak Ridge Innovation Valley brand in accordance with the 2007 Strategic Blueprint, focusing on the following program areas:

- Education & Workforce Development
- Technology & Entrepreneurship (Oak Ridge Economic Partnership lead)
- Global Marketing
- Business Retention
- Public Policy
- Resources for Living

Market Oak Ridge as a preferred business location to site selection consultants and corporate decision makers, concentrating on the following target industries:

- Automotive Suppliers
- Materials Science
- Nuclear Energy
- Instrumentation
- Nanotechnology

Lead existing business development initiatives to encourage companies to stay, grow and prosper in Oak Ridge:

- Organize a supplier network of local manufacturers related to the automotive, nuclear and energy industries in partnership with Y-12 and ORNL
- Initiate a woman-owned business networking group to encourage opportunities and growth among those firms in partnership with Tennessee Center for Small Business Development and Y-12
- Partner with East Tennessee Environmental Business Association member firms to diversity the environmental cluster
- Continue robust industry visitation program introducing companies to resources from TVA, Tennessee ECD, US Dept. of Commerce, Roane State, Mining & Matching, and UT

Advance education and workforce development initiatives, both locally and regionally, to better address issues and concerns of new and existing companies:

- Promote community and business involvement in Science, Technology, Engineering and Math (STEM) education initiatives
- Actively participate in the Tennessee Energy, Industry and Construction Consortium (TEICC) to ensure a diverse, skilled workforce to meet future industry needs
- Facilitate activities supporting entrepreneurship through the Kauffman Foundation and Global Entrepreneurship Week

In conjunction with the Innovation Valley Director of Technology, develop a comprehensive Technology Strategy through an EDA Grant that will maximize the region's technology assets in overall economic development efforts.

Promote an entrepreneurial culture by partnering with proficient allies:

- Technology 2020 / Center for Entrepreneurial Growth
- UT-Battelle/ORNL / B&W Y-12
- Innovation Valley Emerging Technologies Alliance
- Innovation Valley Technology Council
- Tennessee Small Business Development Center

Develop and maintain resources to facilitate doing business in Oak Ridge:

- Aggressive spec building program
- Industrial/Office Space Listing
- Industrial Services Directory
- Comprehensive, user friendly web site

Retail / Commercial Development

Critical Outcome:

Oak Ridge will become a shopping destination for residents of Anderson, Roane, Campbell, Scott, and Morgan counties—tracked by achieving a growth rate in retail sales that exceeds the Innovation Valley average.

Vice Chairman 2009 – Charles Crowe, C&C
Specialty Advertising

2009 Tactical Actions

Retail and commercial development within in the City of Oak Ridge continues to be a challenge with many opportunities still to be identified and nurtured. Both current and future residents communicate that the lack of retail and commercial is the single most important thing to be addressed regarding Oak Ridge's quality of life. In 2009, the Chamber will:

- Actively participate in re-development efforts of the Oak Ridge City Center property. Re-development of the property impacts retail development throughout the community.
- Assist the Jackson Square and Grove Center merchants in their effort to establish a Main Street program in Oak Ridge. Pursue assistance to facilitate building improvements in the designated shopping centers.
- Cultivate relationships with retail developers to assist them in identifying projects in Oak Ridge.
- Actively participate in the International Council of Shopping Centers (ICSC) and its associated groups to promote Oak Ridge as retail location. Specifically, the Chamber will coordinate an Oak Ridge presence at ICSC events in partnership with retail developers representing Oak Ridge properties and projects.
- Conduct an issues-based roundtable discussion with locally-owned retailers.

Community Image

Critical Outcome:

Oak Ridge will be recognized as a desirable residential and business location and a gateway to the international community of science and energy, and a portal to the possibilities in innovation, education, and recreation.

Vice Chairman 2009 – Homer Fisher, University of Tennessee/Oak Ridge Associated Universities

2009 Tactical Actions

To accomplish the critical outcome outlined for the Community Image Department, the initiatives in 2009 will focus on what sets Oak Ridge apart from other communities.

Generations of Innovation Initiative

Introduced in 2006, the program recognizes the achievements, contributions and accomplishments of Oak Ridgers and Oak Ridge businesses and institutions.

Positive Community Image

Develop a coordinated effort to present a consistent image of Oak Ridge in the media to reach a larger audience.

- Generate proactive response to letters to the editor; blogs etc.
- Utilize social networking vehicles to gather and distribute information.
- Work with the major employers to utilize their internal newsletters/communications

Leadership Oak Ridge

- Finalize the absorption of Leadership Oak Ridge. Enhance the program to include more issue oriented leadership development in the program.

Dogwood Arts Festival

In 2009, Oak Ridge will mark the fifth year of partnering with the Knoxville based Dogwood Arts Festival.

- Promote the only sanctioned Dogwood Trail outside of Knox County located in the west Oak Ridge. Through this promotion, Oak Ridge has a unique opportunity to showcase the community to new audiences.
- Sponsor the 2nd Annual Dogwood Run

Intercity Visit

Identify a community with similar challenges and opportunities as Oak Ridge and coordinate a visit to that community by Oak Ridge leaders to facilitate idea exchange.

Political Action

Critical Outcome:

To ensure successful accomplishment of the Chamber's critical outcomes, it will be necessary to secure support from all levels of government.

Vice Chairman 2009 – David Bradshaw, SunTrust Bank

2009 Tactical Actions

In order to accomplish the critical outcomes in the strategic program areas, it will be necessary to support those initiatives through local, state and national political relations efforts in 2009.

Federal

- In partnership with allied organizations, coordinate a visit to Washington, D.C. to educate federal officials on the issues of importance to our regional business community.
- Coordinate efforts with other Oak Ridge based groups to protect and expand the federal missions and funding in Oak Ridge.
- Identify opportunities associated with the upcoming re-compete for key federal contracts.

State

- Produce "Speak Out", the email newsletter featuring information about state legislative activities.
- Produce a legislative agenda to educate state officials on the business issues of interest to the Oak Ridge Chamber. Communicate the agenda items through visits to Nashville and other yet-to-be identified methods.
- Partner with regional chambers of commerce to develop a legislative agenda to educate state officials on issues of importance to the East Tennessee business community.

Local

- Continue the Development Forum in order to:
- Expedite and simplify infrastructure process for developers
- Identify the barriers to development
- Support residential/retail/commercial/industrial recruitment and development
- Attend city council meetings and demonstrate support for business issues.
- Coordinate a Candidates' Forum to educate voters on issues of importance in city elections.
- Endorse, using pre-approved criteria, candidates for selected City of Oak Ridge boards and commissions.
- Educate the public on the advantages of incentives for retail/residential/commercial/industrial development

Oak Ridge Chamber of Commerce

Opportunities for Involvement

Volunteers are the backbone of your Oak Ridge Chamber of Commerce. Our success is a result of members just like you. We would like to determine the volunteer opportunities in which you would be willing and available to participate. Please check whichever boxes pique your interest as a possible volunteer venture. Then fax (483-1678) or mail (1400 Oak Ridge Turnpike, Oak Ridge, TN 37830) this form to the Chamber.

1. Political Action

- Political Action Task Force - Local, State, and Federal Issue Advocacy
- Oak Ridge Chamber Day with the Legislators in Nashville

2. Organizational Value

- Golf Tournament Volunteer
- Liaison (Member retention; new member mentoring; new member recruitment; networking)
- Host Chamber Coffee
- Advertising Opportunities (Ridges, Interactive Portfolio, Towncast, acorn)
- Christmas Parade Volunteer
- Business-To-Business Expo Volunteer
- Host Business After Hours

3. Housing/Population

- New Resident Reception
- Housing Summit
- Human Resources Tours

4. Job Creation/Capital Investment

- Education/Workforce Development Task Force (neurs)
- Mentor (students, teachers, businesses)
- Global Entrepreneurship Week (need entrepreneurs)
- Internships/Job Shadowing Hosts

5. Image

- Dogwood Run Volunteer
- Task Force to help spread the good news
- Generations of Innovation

6. Retail/Commercial Development

- Represent Oak Ridge at Retail Recruiting Events
- Contact city leaders, when needed, to advocate for retail projects

7. Comments? Other ways you'd like to be involved?

Name: _____ Company: _____

Phone Number: _____ Email Address: _____

Photo Album



The Chamber's Annual Program of Work Kickoff Breakfast was held in February.



Martha Drewry of Y-12 Federal Credit Union was named the 2008 Diplomat of the year.



Courtney Henry of Wackenhut was named the 2008 Volunteer of the Year.



The Chamber's first Networking Coffee of the year was hosted by Enrichment Federal Credit Union.



John Petersen, President of the University of Tennessee was the Keynote speaker for the Program of Work Kickoff.



The Chamber's 1st-quarter Non-profit Networking Coffee included 6 agencies.



Members of the Chamber were treated to a broadcast of WBES news at Willowbrook Elementary at the CH2MHill coffee.



Chamber Members and City Officials gathered to celebrate a ribbon cutting at Connie's Naturally Gourmet.



The Chamber hosted a luncheon to welcome our newest members.



A ribbon cutting ceremony was held at Merle Norman Cosmetics.



Chamber Members and City Officials celebrated the grand opening of Hillside Towns apartments in the Highland View redevelopment area.



Leadership Oak Ridge
Class of 2009

Membership Update

Renewing Members

Please join your Oak Ridge Chamber of Commerce in celebrating the continued commitment of these returning members. Our members are the reason we exist and we appreciate your continued support.

Ackerman PR
Advanced Management Incorporated
Advanced Resource Technologies, Inc.
Air Liquide America L.P.
AkinsCrisp Public Strategies, Inc.
AllMeds, Inc.
Amedysis Home Health
American Home Income Tax Services
Ayurveda Center for Natural Healthcare
Bacon, Howard and Company
Baker, Donelson, Bearman & Caldwell, PC
Barge, Waggoner, Sumner and Cannon
Belk
Boys and Girls Club of Oak Ridge
Briarcliff Realty Services
CF Systems
Cartridge World of Oak Ridge
Castlewood Condominiums
CDI Business Solutions
CDM Federal Programs Corporation
Chick-fil-A
Children's Museum of Oak Ridge
Choice Properties Realty Company
Clark's Copy Service, Inc.
Coldwell Banker Wallace & Wallace
Common Grounds Landscape Management, Inc.
Coulter & Justus Financial Services
The Cowperwood Company
Credit Bureau, Inc.
Doubletree Hotel
Laurence R. Dry, M.D., J.D. & Associates

Earth Tech, Inc.
East TN Ear, Nose & Throat Specialist, PC
Emory Valley Center
Emory Valley Corporation
Environmental Safety & Health (ES&H, Inc.)
G2 Engineering & Management, Inc.
William Gibson
Girls Incorporated
Robert T. Green, CPA
Greer Family Eye Care Center
Hart Graphics, Inc.
Herron-Connell Insurance Agency
Tom Hill
Holiday Bureau, Inc.
Image Matters, Inc.
Information International Associates, Inc.
Leadership Oak Ridge Alumni (LORA)
Rex Lynch, Anderson County Government
Materials & Chemistry Laboratory, Inc.
Methodist Medical Center of Oak Ridge
Louise Mixon, Agent Coldwell Banker Wallace & Wallace
Moxley Carmichael
MS Technology, Inc.
Mullins Performance Car Wash
O'Connor Communications
Oak Ridge Art Center
Oak Ridge City Center
Oak Ridge Gastroenterology Associates, PC
Oak Ridge Schools
Oak Ridge Veterinary Hospital LLC
Oliver's Restaurant & Catering, Inc.
Panera Bread
Parkway Cardiology Associates, P.C.
Parkway Sleep Disorders Center
Paul Benton Motors LLC
Pellissippi State Technical Community College

Peters-Starr Insurance, Inc.
Process Engineering Associates, LLC
R & R Properties
Recording for the Blind & Dyslexic
Revenue Recovery Corporation
Ridgeview
Rogers Group, Inc.
SAIC
Scientific Sales, Inc.
Southeast Community Capital Corporation
State Farm Insurance
Ruby Miller
Stephenson Realty & Auction Company
Melvin Sturm
Synergy Business Environments
Tara Hills
Temp Systems, Inc.
Tetra Tech, Inc.
Tindell's Home Center
UBS Financial Services, Inc.
The United Church
United Way of Anderson County
Val-U-Signs
Weatherford Mortuary, Inc.
Wholesale Supply Group, Inc.
Women's Health Associates



New Members

Please join your Oak Ridge Chamber of Commerce in welcoming these businesses to the membership of our chamber. It is our pleasure to have you as part of the business advocacy organization for the Oak Ridge area.

E2 Consulting Engineers, Inc.

Tatum Fowler
1000 Commerce Park Drive
Oak Ridge, TN 37830

Mary Beth West Consulting, LLC

Mary Beth West, APR
324 South Washington Street
Maryville, TN 37804

Donna Powers, Agent Linda Brown Realty

1666 Oak Ridge Turnpike
Oak Ridge, TN 37830

Stay Connected with the Chamber

The Oak Ridge Chamber now has a Facebook page. Facebook is a free social networking website. Many of our members are already on Facebook.

To view the page, join Facebook and search for Oak Ridge Chamber of Commerce. This is just one more way we keep in touch with our members.

Also, as mentioned in a previous issue of *acorn*, the Chamber is now using Constant Contact as a way to keep our members informed. If you are not receiving our weekly *Chamber Briefs* electronic publication, please contact Christy Holt at the Chamber at 483-1321 or holt@orcc.org. She will add you to our distribution list.



Calendar of Events

March 25
Oak Ridge Chamber Day in Nashville

March 31
Business After Hours
Advanced Management
 1946 Oak Ridge Turnpike
 4:30-6:00 p.m.

April 1
ORCC Board of Directors Meeting
 ORCC Joyce Conference Room
 11:00 a.m.

April 2
Political Action Task Force
 ORCC Joyce Conference Room
 9:00 a.m.

April 2
Developer's Forum
 ORCC Joyce Conference Room
 1:30 p.m.

April 7
Business Networking Coffee
Doubletree Inn
 215 S. Illinois Avenue
 7:30 a.m.

April 9
Ribbon Cutting Ceremony
Comcast
 Illinois Avenue
 10:30 a.m.

April 10
OREP Board of Directors Meeting
 ORCC West Conference Room
 9:30 a.m.

April 14
Business Networking Coffee
Wackenhut Central Training Facility
 1200 Bear Creek Road
 7:30 a.m.

April 16
Developer's Forum
 ORCC Joyce Conference Room
 1:30 p.m.

April 18
Dogwood Run
 7:30 a.m.

May 11
Membership Appreciation Golf Tournament

For additional information, check the calendar at our website:
www.oakridgechamber.org

2009 Oak Ridge Chamber of Commerce Board of Directors

Tom Hilton
 Chairman of the Board
Y-12 Federal Credit Union

Tom Ballard
UT-Battelle/ORNL

Mike Belbeck
Methodist Medical Center of Oak Ridge

Robert Brown
U.S. Department of Energy

Bonnie Carroll
Information International Associates

Tom Clary, MD
Oak Ridge Pediatric Clinic

Brenda Curtis
Wackenhut Oak Ridge Team

Leslie England
ORAU

Peggy Hanrahan
Realty Center

Chuck Hope
Chuck's Car Care Center

Mike Johnson
Energy Solutions

Darrel Kohlhorst
B&W Y-12

Stacy Myers
Advanced Management, Inc.

Jim O'Connor
City of Oak Ridge

Lee Sloan
National Fitness Center

Billy Stair
UT-Battelle

Mike Twine
G2 Engineering

Tom Beehan
Mayor, City of Oak Ridge

David Bradshaw
SunTrust

Steve Buckley
Bechtel Jacobs Company, LLC

Jim Charles
Edward Jones

Charles Crowe
C&C Advertising

George Dials
B&W Technical Services

Homer Fisher
University of Tennessee/ORAU

Mark Harvey
The Cowperwood Company

Wayne Hope
Enrichment Federal Credit Union

Rex Jones
Pinnacle Financial Group

Stan Mitchell
The Oak Ridge Observer

Susanna Navarro-Valenti
Navarro Engineering

Henry Perry
HM Enterprises

Kathy Smith
NetGain Corporation

Kerry Trammell
NHC Oak Ridge

Staff Oak Ridge Chamber of Commerce

Parker Hardy
 President and CEO
hardy@orcc.org

Greta Ownby
 Executive Vice President
ownby@orcc.org

Mitzi Burgess
 Vice President
burgess@orcc.org

Bill Dials
 Leadership Oak Ridge
 Loaned Executive
dials@orcc.org

Judy Bryan
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jbryan@orcc.org

Kathy Gillenwaters
 Communications Coordinator
gillenwaters@orcc.org

Lynn Christman
 Administrative Assistant
lchristman@orcc.org

Christy Holt
 Receptionist
holt@orcc.org

Oak Ridge Economic Partnership

Kim Denton
 President
Denton@orcc.org

Kathy Barber
 Existing Industry Manager
barber@orcc.org

Elisabeth Hammer
 Administrative Assistant
hammer@orcc.org

Economic Indicators

Anderson County

Unemployment Rate

November '08 – 5.9%

December '08 – 6.6%

Business Licenses

December – 15

Building Permits

| | Dec. |
|---------------|------|
| Residential | |
| New – | 3 |
| Alterations – | 8 |
| Commercial | |
| New – | 2 |
| Alterations – | 3 |

Parade Winners

A panel of judges awarded prizes as follows:

Best Business Entry
 B&W Y-12

Best Organization or Club
 St. Mary's

Judge's Award
 Jefferson Middle School Cheerleaders

Good Neighbor
 Oak Ridge Breakfast Rotary Club

Government
 Anderson County Highway Department



Representatives of St. Mary's School receive the Best Organization or Club award at the Chamber.



Millennium Partners

Titanium



Platinum



Washington Division



Gold



Copper



Your world. Delivered.



TETRA TECH



Silver



THE COWPERWOOD COMPANY

Bronze

Chuck's Car Care Center
 CDM Federal Programs
 LeConte Wealth Management
 Advanced Management, Inc.
 Oak Ridge Pediatric Clinic
 Thermocopy

Proforma
 NetGain Corporation
 NHC Oak Ridge
 Bacon Howard & Company
 Kramer Rayson, LLP
 Amedysis Home Health

U.S. Department of Energy
 CH2MHILL
 Oak Ridge Gastroenterology Associates
 Endoscopy Center of Oak Ridge
 Groves Park Commons Avisco
 C&C Advertising