

JANUARY-FEBRUARY 2012

Getting the Whole Story

Submitted By: *Wythe Morris, Chamber Agriculture Committee Member*

Sometimes when we listen to national news, we can get information that is alarming, sensational or just plain biased depending on how the media wants us to perceive it. Recently, I read an article on the internet's Yahoo website depicting the worst careers for young people to pursue. Making the top five on the list included agriculture, horticulture and veterinary/animal science careers.

Having taught agriculture and horticulture in schools in Wythe and Pulaski counties for 26 years, and serving in Virginia Cooperative Extension for the past eight years, I see a different side of this story. When I see young people taking over the family farm from parents or grandparents, moving back home from the suburban areas of larger cities to farm and raise a family or leaving good paying industrial jobs to go back to the farm, I begin to question those same articles that I read. Looking at the big picture in this region, I think our average age of growers and farmers looks more like 28-35. When I hear these growers share stories of farm production, family involvement and love of the land, it makes me proud to be a part of their success by being able to help deliver knowledge and information that they can use to make well in-

formed decisions related to their enterprises. I get to see a passion and desire not found in other careers. It is even more rewarding when many of these young farm families are the same ones that I saw in the classroom, shop or greenhouses of our local high schools.

I want to give "two thumbs up" to those agricultural educators (FFA), extension agents (4H), parents, school administrators, local elected officials, local businesses and others who had a vision when others were saying it wasn't stylish or advantageous to concentrate on agriculture. Thanks to the young people who have decided to set their own direction. Thanks to older farmers for sharing their vision and mentoring. Wythe County and Southwest Virginia's largest industry still continues to be agriculture. Farm income made in Wythe County continues to help to buy more livestock, supplies and materials for future enterprises as well as those necessities for farm families. Our economy benefits from income made in the county, staying in the county. I only hope that the future holds the same foresight related to agriculture and that we continue to support these endeavors. Let's salute our largest contingent of entrepreneurs.

Do you have an iPad?

iPad for Business Workshop

Want to learn to use your iPad for business & personal?

Bring your iPad to this hands-on, interactive workshop as together we explore some of the best applications to organize your professional and personal life. We will explore free, as well as, commercial apps to keep you productive while on the go. Get rid of that calendar, address book, notebook and all those other items weighing you down....let the iPad be your one-stop for productivity.



Tuesday, April 10, 2012
9—11 am



WYTHEVILLE COMMUNITY COLLEGE
 1000 East Main Street, Wytheville, VA

Register online at: www.vastartup.org

Cost: FREE (Limited Seating—Priority to Wythe-Bland Chamber Members)

Contact:
 Wytheville-Wythe-Bland Chamber of Commerce
 276-223-3365







YOU CAN ALSO REGISTER BY SCANNING THIS CODE WITH YOUR SMART PHONE OR IPAD2.

*Networking
 at its
 finest!*

Don't Miss Out On A Great Networking Opportunity!

**CHAMBER BOB
 Business Over Brunch**

**Thursday, March 1, 2012
 11:30 am - 1 pm**

Featured Business Speaker TBD

For more information or to RSVP, contact the Chamber at 223.3365 or email chamber@wytheville.org.



*(Left) Ribbon Cutting
 Advanced Surgical
 Associates*

January 10, 2012



*(Right) StellarOne
 Business After Hours
 January 19, 2012*

Are you interested in starting a new business or expand an existing one in Bland or Wythe Counties? Are you having trouble accessing traditional loans up to \$50,000?

Take a moment to complete the survey www.surveymonkey.com/s/QKF79N7 or contact us for a hard copy of the survey. This survey will help determine if a Micro Loan program can be developed for our area. Survey takes only 3 minutes to complete with six simple questions. Southwest Regional Enterprise Center, 190 S. First St., Wytheville. 434.489.3441

Chamber of Commerce Business Connection

Through the Business Connection program, we are featuring our Business Members. The Business Connection program is an advantage of being a member of the Chamber of Commerce. As a member, businesses are receiving hundreds of dollars worth of complimentary radio advertisement courtesy of WYVE-AM/WXBX-FM/WLOY-AM, as a part of the Chamber Business Connection Program. All of this wonderful advertising opportunity is a benefit of being a member of the Chamber of Commerce.

Each week, WYVE-AM/WXBX-FM/WLOY-AM, will run a different sixty second Business Connection ad. Business Connection ads will also run

in the Business Connection Newsletter. If you are interested in having your business ad as a part of the Business Connection program, please contact the Chamber office at



**1785 West Lee Highway
Wytheville, VA 24382
228.6499**

276-223-3365.

Thank you Forest Family Care for being a member of the Chamber of Commerce. Forest Family Care pro-

vides quality health care for the entire family and is Board Certified. The office is located at 1785 West Lee Highway in Wytheville and is open Monday - Friday 8 am to 5 pm.

Forest Family Care is accepting new patients and offers complete men and women's health, senior, diabetic, newborn and well child care, along with sports and minor industrial injuries, workers compensation and minor surgical procedures.

To schedule an appointment call 228-6720.

The Business Connection Program is sponsored by the Wytheville-Wythe-Bland Chamber of Commerce.

The Chamber office will be closed Monday, February 20 in observance of Presidents' Day.

December 2011 - January 2012 New Members

AdvantaClean of Southwest Virginia

(Services)
550 Loretto Drive, Wytheville, VA 24382
Mark Fontaine
276.620.9595 Fax: 276.625.0947
mark.fontaine@advantaclean.com
www.advantaclean.com

American Janitorial Services

(Services)
2720 Peppers Ferry Road, Lot 167
Christiansburg, VA 24073
Brian Kegley or Valerie Abbott
540.391.5328 or 804.986.7255
AmericanJanitorialServicesNRV@gmail.com
www.AJSNRV.vpweb.com

Fort Chiswell Medical Center

(Physicians)
791 Fort Chiswell Road, Suite A
Max Meadows, VA 24360
Paul D. Williams, MD
276.637.6691 Fax: 276.637.6791
paul.williams@lpnt.net

Guardian Emergency Medical Services, Inc.

(EMS)
700 W. Spiller St.; PO Box 1304
Wytheville, VA 24382
Cynthia J. Brown
276.228.9337 Fax: 276.228.6879
Gems_Cindy@yahoo.com

Main Street Wealth Management, LLC

(Financial/Estate Planning)
11021 Nicholas Lane, Ocean Pines, MD 21811
Mailing: 175 West Monroe Street
Wytheville, VA 24382
Bradley R. Hudson
410.600.0434 Fax: 410.600.0633
bradley.hudson@pl.com
www.mainstreetwealthmanagement.com

Mountain Empire District Boy Scouts

(Non-Profit Organization)
990 West Spring Street, Apt. E
Wytheville, VA 24382
David Montag
Cell: 276.229.9829 276.228.2145
mountainempirebsa@yahoo.com
www.bsa-brmc.org

Rabbit Jo's Tile and Grout

(Services)
118 Dry Fork Road, Rocky Gap, VA 24366
David Hounshell
304.920.5900
info@rabbitjostile.com www.rabbitjostile.com

Sand Mountain Outfitters, Inc.

(Specialty)
648 Berea Road, Wytheville, VA 24382
Lisa Branthoover
276.227.0486 Fax: 888.621.8797

Tokyo Japanese Steakhouse

(Restaurant)
215 Commonwealth Drive, Suite 5
Wytheville, VA 24382
276.223.1008

Wythe Physicians for Women

(Physicians)
184 West Main Street, Wytheville, VA 24382
Regina Day, Office Manager or
Dr. Elizabeth Fox, MD
276.228.2008 Fax: 276.228.5598
regina.day_rhit@hotmail.com

Fort Chiswell Medical Center

**Ribbon Cutting
February 23, 2012
10:30 am**



High School Business Etiquette Luncheon

November 29, 2011



UNEMPLOYMENT RATES

November 2011

LOCATION	RATE
Bland	5.3%
Carroll	8.1%
Grayson	8.2%
Pulaski	5.7%
Smyth	8.7%
Wythe	7.1%
Galax City	8.5%
Virginia	5.7%
US	8.2%

Information provided by the Virginia Employment Commission. For more information, contact the VEC www.vec.state.va.us or 276-228-4051.

Community Business Expo

THURSDAY, MAY 3

4:30 - 6:30 pm

ENTERPRISE RENT-A-CAR BUSINESS AFTER HOURS

Thursday, March 15, 2012
5 pm - 6:30 pm
(1100 East Main Street, Wytheville)

Watch the mail for your invitation!

A Marketing Workshop for Small Business

Marketing Money Customers Profits

Date: May 10, 2012
Location: Wytheville Community College
1000 East Main Street
Wytheville, Virginia
Time: 9:00 a.m. — 12:00 p.m.
Cost: FREE (Limited seating—Priority to Wythe-Bland Chamber Members)
Advanced Registration Required at www.vastartup.org or call Wytheville-Wythe-Bland Chamber of Commerce at 276-223-3365.

Are you having trouble marketing your business, connecting and retaining customers or just plain stuck in business neutral?

Come join us for this 3-hour workshop and discover how to get more customers, make more sales, slash marketing and advertising costs, and increase profits.

Topics Include:

- How to develop a marketing plan
- Do's and Don'ts of advertising
- Customer service for sales growth and retention
- Channels to market/promote your business
- Marketing research tips

Marketing + Increased Sales = Profits!

Presented by

WYTHEVILLE-WYTHE-BLAND CHAMBER OF COMMERCE
WYTHEVILLE COMMUNITY COLLEGE
Virginia is for Lovers
People inc.
VIRGINIA DEPARTMENT OF BUSINESS ASSISTANCE
Connecting Businesses with Resources

Scholarships

available for

Pass Plans or Recreation Programs

Application Packets can be picked up from the

Wytheville Community Center or found on the forms page online at rec.wytheville.org

Contact:

Town of Wytheville Parks & Recreation
333 Community Blvd.
Wytheville, VA 24382
276-223-3517

Scholarships available to
Wythe and Bland County Residents.

Dollar amount of scholarships are awarded based on income. Additional information on scholarship guidelines can be found in the application packets.



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175 W. Monroe St.
Wytheville, VA 24382
Ph: 276-228-8777
Fax: 276-228-9777
Email: store5065@theupsstore.com

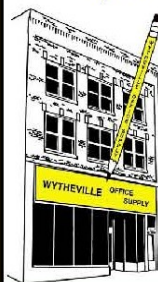
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Wytheville Office Supply



146 West Main Street
Wytheville, VA 24382
1-800-344-0356 • 1-276-228-5537
www.wythevilleofficesupply.com

Whether your office needs paper & pencils, calculators, art supplies or a complete redesign including state-of-the-art fully ergonomic office furnishings, we have you covered!

Providing Southwest Virginia & beyond with quality service & products for over 60 years.

WELCOME BACK - - *Thank You for Supporting the Wytheville-Wythe-Bland Chamber of Commerce!*

A & I Mechanical, Inc.
About Face Aesthetics & Skin Care, LLC
Acrylife, Inc.
AJS Law
AMCOR Rigid Plastics
ARC Communications
Phyllis Ashworth
Atsumi Car Equipment, Inc.
Baker, Donelson, Bearman, Caldwell & Berkowitz, P.C.
Walter and Frances Barton
Best Western of Wytheville
Bland County Department of Social Services
Bland County Historical Society
Blue Ridge Chiropractic
Blue Ridge Marketing & Embroidery
Bob Huff Chevrolet
Bojangles
Building & Design of VA, Inc.
CJ's Pizza
O.J. and JoAnn Campbell
Campbell, Throckmorton and Copenhaver, DDS
Camrett Logistics, Inc.
Cary Street Partners Holdings
Cassell & Crewe, PC
Catron Insurance Agency, Inc.
Century 21 Town and Country Realty
CenturyLink
Ruth Ann Chitwood
Choice Directory
Citizens
Cline's Body Shop
Coalfield Services, Inc.
Cochran Industries, Inc.
Coldwell Banker Select Real Estate, Inc.
Collaborative Vision Engineering, Inc.
Comfort Inn of Fort Chiswell
Comfort Inn of Wytheville
Comfort Suites
Commonwealth Compost & Recycling Services
Community Animal Clinic, Inc.
Community Newspapers of SWVA
Cook's Professional Cleaners, LLC
Country Inn & Suites
County of Bland
Betty Craft
Crisp Manufacturing Co., Inc.
Sid and Nancy Crockett
Delegate Anne B. Crockett-Stark
Emma Crowgey
Crown Real Estate, Inc.
David Danner
Days Inn
Department of Rehabilitative Services
Bill & Rita Dixon
John and Linda DiYorio
Duke's Printing
Econo Lodge
Edith Bolling Wilson Birthplace Foundation
Edward Jones - Ed Clyburn
Edward Jones - Dave Macpherson
Ely Financial Network
EMS, Inc.
Envision Environmental, Inc.
Family Healthcare of Wytheville
Farm Credit of the Virginias
Scot Farthing, - Attorney at Law
Ferguson Enterprises
Fine Finishing Floor - Gragg Enterprises, Inc.
First Bank of Virginia
Fort Chiswell High School
Fort Chiswell RV
Fowlkes Machine Company, Inc.
G & W Manufacturing, Inc.
Gold Duster Dental Laboratory
Grayson National Bank
Grayson-Carroll-Wythe Mutual Insurance Co.
Great Events by Debra's Catering
Grubb Funeral Home, Inc.
Guyann Furniture
HADL Development Corp.
Hampton Inn of Wytheville
Richard Happel, MD
Harley Davidson Shop of Wytheville
Hodges, Jones & Mabry, PC
Hollyfield & Perkins, DDS
HOPE, Inc.
Horizon Healthcare Management, Inc.
Horizon Medical Equipment, Inc.
Greg Hounshell - ReMax Realty
HR Alliance, LLC
Huff Ford
Hurt & Proffitt, Inc.
Interstate Total Retail Solutions, LLC
J Smith & Company, CPA
Jack King - State Farm Insurance Co.
Cecil and Seawillow Jackson
Travis and Caroline Jackson
Gordon W. Jennings, OD
Joint Industrial Development Authority of Wythe Co.
Jones, Adams & Delp, PC
Mary B. Kegley
King's Country Produce
King & King Enterprises, Inc.
Lacy, Campbell & Munique, PC
Lester Insurance
Lester Properties, LLC
Lisa's School of Performing Arts
Longview Apartments - Partnership Property Mgt.
Longwood Elastomers
Manpower
McDonald's - Cullen Management, LLC
Mid-Atlantic Manufacturing & Hydraulics, Inc.
Mount Rogers CSB
Mountain Empire Federal Credit Union
Mountain Sky Properties, Inc.
Bob and Betty Munsey
Musser Lumber Company, Inc.
Naber Subway
National Bank
New Century Title & Settlement Agency, Inc.
New Peoples Bank
Old Stage Mall, LLC
Pacific Alliance USA, Inc.
Ruth Palmer
PC Help, Etc.
Pascor Atlantic Corp.
Peed & Bortz, LLC
Peking Chinese Restaurant, Inc.
Petals of Wytheville
Pizza Plus of Rural Retreat
Powell & Powell, LLC
Presbyterian Children's Home of the Highlands
Quality Inn & Suites
Queens Knob Custom Building & Painting
Ramada Inn
Red Oak Construction
River Rock Surgical
Rural Retreat Family Practice
Rural Retreat Winery & Vineyards
Safe & Secure Storage
Salem Stone Corporation
SchaffnerMTC Transformers
Schewel Furniture Company, Inc.
Shentel
Paul Simmerman
Smith Enterprises
Bill & Wilma Snyder
Michael Sobey - Attorney at Law
Southwest Specialty Heat Treat
StellarOne
St. John's Episcopal Church
Superior Paint Contractors
Faye Sutherland
T & N Electric Motor Exchange, Inc.
Tectonics, Inc.
Town of Rural Retreat
Trinkle Mansion Bed & Breakfast
United Country - Anders Realty & Auction
Virginia Employment Commission
Virginia Tourism Corporation
Wal-Mart
Waste Industries
West Wind Farm Vineyard~Winery
Wythe Arts Council, LTD.
Wythe County Community Hospital
Wythe County Farm Bureau
Wythe County Genealogical & Historical Association
Wythe County Real Estate, LLC
Wythe County Schools
Wythe Sheet Metal, Inc.
Wythe-Bland Foundation
Wytheville Community College
Wytheville Moose Lodge
Wytheville Redevelopment and Housing Authority
Wytheville Morning Rotary Club
Wytheville Seventh-Day Adventist Church
***Businesses in RED, BOLD, ITALIC = 110% SUPPORTERS**