

**PRINCE WILLIAM CHAMBER OF COMMERCE**  
**Business Growth Committee**

**Tuesday, February 15, 2011**

**MINUTES**

**Attendees:** Jim Elliott, *First Virginia Community Bank*; Allan Gimian, *Northern Virginia Community College – Woodbridge*; Tim Stoner, *ESI Potomac Disposal*; Jeff Brown and Donna Wood, *Pangea Global*; Mario Sacco, *LPL Financial*; Dona Blackman and Steve Wilburn, *The Growth Coach*; Amanda Pfeifer and Ben Lewis, *BB&T Bank*; Mark Chernisky, *Virginia Employment Commission*; Melissa Davies, *Wise Ways Consulting*; Scott Davis, *Sunbelt Business Brokers*; Pat Peacock, *Mason Enterprise Centers*; Marilyn Pietri, *Capital Hospice*; Eric Reeves, *SBI Technologies*; Kevin Kelley, *Falcon Promotions & Print Solutions*; Les Eszenyi, *Heavy Construction Contractors Association*; Randall Gilbert, *Eagle Eye Investments*; Stuart Dukeman, *Labor Finders*; Patrick Ennis, *American Solutions for Business*; William McBorough, *Secure Intervention*; Laurie Wieder and Suzanne Lewis, *Chamber Staff*.

**Welcome and Introductions:** Jim Elliott, *Chair*

**Guest Speaker:** Allan Gimian, Director of Business Development, Northern Virginia Community College - Woodbridge

**Topic:** The Workforce Development Center – A Governor mandated program through NVCC that provides programs and resources for businesses that help increase workforce productivity.

**Highlights:**

- Services:
  - Customized Training – identifying real need (skill set or behavioral), training that creates behavior change, project ROI based on the new knowledge/behavior, and adult learning models.
  - Organizational Development/Consulting - assisting organizations in focusing, developing training requirements, establishing responsibilities, and eliminating issues that hinder productivity.
  - Foreign Language and Cultural Diversity Training – ESL, world languages, culturally sensitivity and diversity training.
  - Workforce Assessments
  - Continuing Education – IT courses, certificates (Federal Contracting Management, HR Development & Management, Project Management, Management for Spanish Speakers) and non-business courses.
- Trends: There are unemployed people and there are jobs with no applicants: the reason – skills mismatching due to changes in technology and new skill sets required.
- Downsizing – fewer people need to do more which requires a higher level of organizational skills.

**Group Discussion:** Jim Elliott, *Chair*

- The Committee leadership welcomes ideas on topics and direction for programs managed by the Business Growth area.
- Topic Ideas for Business Growth guest speakers as well as recommendations for Chamber Programs Committee:
  - The Flory Center and Virginia Department of Business Assistance – future business trends they are seeing; resources available to meet the challenges

- Despite weakened economy, what are possible resources available for lending affordable capital
- Employment Services Commission
- Understanding the future of social networking and legal issues (Kristina Spittler from PW SHRM)
- How is the workforce changing - bridging the gap for a multi-generational workforce
- Information security for businesses
- Succession planning – how is a business valued
- Panel of business coaches to focus on defined tracks i.e. team building, time management and other HR related issues
- Accessing virtual business resources
- Partnering with women-owned small business

**Special Announcements:** A brief roundtable of announcements from the group.

**Committee Meetings: 3<sup>rd</sup> Tuesday, monthly. Next is March 15th at 8:30am – 9:30am**