



Charleston Area Alliance

www.CharlestonAreaAlliance.org

Chamber of Commerce • Business & Community Development

FEBRUARY
NEWSLETTER

Welcome, New Members

The Charleston Area Alliance welcomes the following new members for December, 2005 and January, 2006. Thank you for supporting the Alliance.

Bistro Gourmet

Crown Max, Inc.

Integration Technologies Group, Inc.

MATRIC

Million Dollar T-Shirts, Inc.

Prestera Center

Spherion Corporation

Winter Floral & Antiques

If your business is interested in becoming a member of the Charleston Area Alliance, please call 304-340-4253.

Board Member Highlight

**Sally Smith,
Bowles Rice McDavid
Graff & Love, LLP**



Sally Smith, a lawyer with Bowles Rice McDavid Graff & Love LLP, is currently chairing the Business Development Committee of the Alliance. The Committee has focused on strategies to support and grow our local businesses, including marketing and coordinating the assets in our energy economy and retaining our young professionals.

"Charleston has business leaders as sophisticated and impressive as any community in the country ..."

A native West Virginian, Sally has been chosen a West Virginia Bar Foundation Fellow and to Best Lawyers of America. She is also active in numerous community activities, including the Board of Trustees of the University of Charleston, the Board of Advisors of WVU Tech, the Charleston Rotary, and she formerly chaired the Board of Directors of the Charleston Regional Chamber of Commerce.

"Charleston has business leaders as sophisticated and impressive as any community in the country and it is inspiring to work with a Board of those leaders. But my commitment to business development grows from one goal: to help ensure the success of our economy so that my sons and the children of my colleagues have the option to come home to live and work in a community I love."

From the President and the Chairman Bridge Builders Among Us

Last month's message was about leadership and the qualities it takes to be a leader. The new Leadership Kanawha Valley class is an example of how talented men and women have taken the initiative to enhance their lives and our communities.

General Robert H. "Doc" Foglesong spoke about his experiences and educated the audience at the Alliance's Annual

Celebration on February 16th. "Without character, you don't have a basic foundation for leadership," he said.

We are the best because of you ~ General Foglesong

He referenced leaders as being Bridge Builders - mentors who share their experiences and build bridges of encouragement and hope for others.

Leaders are people with personality and strength that give selflessly of their time and talents. They don't build for acknowledgment or praise; they build because it comes naturally. They understand the importance and power of a kind word, a phone call, or a note of praise. Leaders also understand the difference between managing and leading; they

know how to make others succeed. "If you are passionate about what you do, then you will have a unit that will be passionate about what they do," continued General Foglesong. If you are a bridge builder, congratulations, the world is counting on you and is a better place to live because you make a difference. We commend and support your endeavors.



Jack Rossi, Chairman



Bill Goode, Alliance President

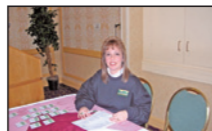
Congratulations to the Expect the Best of West Virginia Award Winners



On February 16th, the Charleston Area Alliance recognized Pray Construction Company, MATRIC, Walker Machinery, and the 130th Airlift Wing for their commitment in promoting quality of life at home, work and in the community.



Leadership Kanawha Valley Tipped-Off its Spring 2006 Class with an "Ice Breaker" at the Marriott and Columbia Gas Transmission on January 25th & 26th.



May 9, 2006



What is the Safety Levy?

The Safety Levy is the Ambulance, Bus and Emergency Services Levy that taxpayers have supported for 32 years.

The May 9 vote is a continuation of an existing levy and requires 60% approval to pass. It only passed by 22 votes in the last levy election.

Why do we need levy funds?

This levy provides:

- 56% of budget for the Charleston Fire/Ambulance Division
- 32% of budget for Kanawha County Emergency Ambulance Authority
- 63% of budget for Kanawha Valley Regional Transit Authority
- \$650,000 funding for local fire and police departments

Where do levy funds go?

This levy raises \$13 million yearly:

- \$ 6.18 million for combined Ambulance Services
- \$ 6.18 million for 21 county bus routes serving 2.2 million passengers
- \$650,000 for local fire, police departments

What happens if the levy fails?

Failure of the levy will dramatically affect all services:

- Loss of bus service
- Transportation for the disabled
- No automatic response for well-being checks, vehicle accidents, etc.
- Reduced service to rural areas
- Longer response time for 911 calls
- Higher ambulance fees

**NO
TAX INCREASE**

Don't Miss Another Opportunity to Showcase Your Business!

Small Business Trade Fair

March 16, 2006
5:00 pm - 8:00 pm
Embassy Suites Hotel
\$150 Members / \$175 Non-Members

In addition to networking and promotional opportunities, vendors will also receive FREE website link and newsletter highlights. For additional information please call 340-4253, or CCummings@CharlestonAreaAlliance.org.

Small Business Trade Fair Business After Hours

\$10 Members / \$15 Non-Members



Ambassador Highlight Nina Shell, Executrain

Nina Shell is employed as an Accounts Manager with ExecuTrain, a training and consulting firm in Charleston. She is the regional representative accessing the training and technology needs of clients throughout West Virginia and bordering states. In addition, Shell is also responsible for marketing, project management, and public relations.

"I serve as a volunteer for the Alliance because I care ..."

Shell graduated from Herbert Hoover High School and is currently pursuing a Business Management Degree from Western International University. She has been active with the Alliance in two capacities; as an Ambassador and with the Education Committee. "I serve as a volunteer for the Alliance because I care about West Virginia and I enjoy promoting the business climate in the Kanawha Valley."

Landlord Lotto: How Not to Gamble on Tenants

Part II
Housing Fair
Friday, March 10, 2006
9:00 am - 4:00 pm
Schoenbaum Family
Enrichment Center



Booths will be set up all day allowing landlords an opportunity to meet with individuals about services. Seminars will be held every hour featuring topics such as **Screening Applicants, The Fair Housing Act, Lease Development, Lease Enforcement, City Building Codes, Safety Issues and Financing Programs.** Please visit www.CharlestonAreaAlliance.org to view agenda.

This fair is free of charge thanks to the following partners:

**Charleston Area Alliance
Charleston Housing Authority
Charleston City Council Landlord Tenant Task Force**

For more information please contact: Susie Salisbury,
304-340-4253 ext 212 or
at SSalisbury@CharlestonAreaAlliance.org

Thank you, Renewing Members

- AAA Allied Group, Inc.
- Agsten Construction Company
- Amherst Industries, Inc.
- Anchor Tobacco Company, Inc.
- Bailey & Wyant, PLLC
BB&T
- Beattie-Firth, Inc., Real Estate
- Bristol Broadcasting
- Campbell Business Machines, Inc.
- Capitol Business Interiors
- Catalyst Refiners
- Charleston Marine Inc.
- Charleston Orthopedic Company, Inc.
- City of Charleston
- Coca-Cola Consolidated
- Columbia Gas Transmission
- Dolan & Kalaskey Orthodontics, LTD
- Ear, Nose & Throat Associates of Charleston, Inc.
- Ellis & Ellis
- Eskew, Smith & Cannon
- Fannie Mae
- Fred D. Newman Employee Benefits
- Gibbons & Kawash, CPA's
- Goldman & Associates, Inc.
- Grigoraci, Trainer, Wright & Paterno
- Hampton Inn-Southridge
- Hawkins & Parnell
- Heartland of Charleston
- Heavenly Ham of Charleston
- Independent Oil & Gas Association of WV
- ISM Tri-State, Inc.
- J&B Excavating, Inc.
- Jackson Kelly Solutions
- John E. Zegeer DDS, PLLC
- Kanawha Investment Company
- Kanawha Valley Advertising
- Kanawha Valley Board of Realtors
- Kanawha Valley Regional Transportation Authority
- Knights Inn
- KVC
- Lamar Advertising
- MAMSI
- Manpower Professional
- McLain Surgical Supply
- Michael Baker Jr., Inc.
- Morgan Stanley
- Moses Ford BMW
- Nationwide Insurance Company
- Netranom Communications
- Office & Commercial Cleaning of WV, LLC
- Offutt, Fisher & Nord
- Outdoor Lighting Perspectives
- Pfaff & Smith Builders Supply Company
- Profile-Record Retention & Shredding Center
- Progressive Electric, Inc.
- Reeds Jewelers
- Rent-A-Space
- Shonk Land Company
- Smith Fastener Company
- Snowshoe Resort Management, Inc.
- Sodaro's Electronic Sales & Service
- Southern Land Company
- Staples-Charleston
- Suttle & Stalnaker
- Telephone Movers of WV, Inc.
- Terramite Corporation
- Thaxton & Johnstone
- The American Legion
- Tom's Word Horticulture Consulting
- United Talent
- Valley Chem-Dry
- Verizon
- Walhonde Tools, Inc.
- WesBanco Bank, Inc.
- West Virginia Bankers Association
- West Virginia Coal Association
- West Virginia Manufacturers Association
- Wilbur Smith Associates
- YMCA of Kanawha Valley, Inc.
- ZMM, Inc.