



VOICE

The

of HAMPTON ROADS' COMMERCIAL REAL ESTATE

THE FUTURE OF COMMERCIAL REAL ESTATE – A HAMPTON ROADS PERSPECTIVE

Four survey questions answered by:

- Rick Burnell**, *President*, Atlantic Commercial Real Estate Services
- Ed Kimple**, *Senior Vice President*, Cushman & Wakefield | Thalhimer
- Jim Owens**, *Senior Vice President*, Harvey Lindsay Commercial Real Estate
- Mark Pendleton**, *President*, Breeden Realty
- Craig Read**, *President*, Read Commercial Properties

In the coming decade, will commercial real estate development be financially riskier than in previous years? If so, how will developers manage these risks?

Rick Burnell: Very real interest rate risk. U.S. will not grow as quickly as in past years. Growth will be overseas.

Jim Owens: Development always carries risks, but well-planned projects that are developed to meet a demand will likely be less risky in the intermediate term. There is less opportunity to over-build because of the barriers to entry created by conservative lending practices and higher equity requirements. As always, one of the most important elements is accurate market information.

Mark Pendleton: Yes. Developers will have both a higher equity requirement and substantial pre-leasing requirements in order to secure financing. This should slow down on “unnecessary developments” and allow the market to absorb the current vacancies allowing for rent growth.

Craig Read: Yes. Longer-term leases, raise more independent capital in order to lower the debt, better scrutiny regarding the viability of the tenant.

Mixed use projects were all the rage prior to the recession as nearly every locality wanted them. Some have been successful in Hampton Roads and some not so much. Do you see this trend continuing and can it be successful in markets where it does not already exist?

Rick Burnell: Really only works in areas of high density and relative affluence.

Ed Kimple: Mixed use projects require an above-average population density and income to support it. Furthermore, most require some type of public assistance to make it financially feasible. Thus the projects should only be contemplated in markets that can support them, and that is where the issues arise. For years it was the shiny new toy that every locality wanted whether or not the fundamentals were in place. Hopefully, our localities will not try to force this issue as we emerge from the recession and they will allow developers to build what the end users require to be successful and profitable.

Jim Owens: Mixed-use projects and the move toward New Urbanism are likely to continue, although conventional developments will dominate. As energy costs (including gasoline) continue to rise, there will be greater emphasis on efficiency and the move away from the post-war suburban model. More cities will implement form-based zoning codes, forsaking the Euclidean model, facilitating the migration. Unfortunately, it may be some time before the transportation systems support sustainable, walkable, mixed-use developments.

(Continued on Page 6)



2011 OFFICERS

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APRIL LUNCHEON PROGRAM



OUR PRESIDENT'S MESSAGE

No Summer Doldrums at HRACRE

By Lawrence J. Colorito, Jr., MAI, MRICS, HRACRE 2011 President



I hope all of you are enjoying the summer. The warm weather seems to have brought some positive market signals. Vacancy is down in some submarkets, and rents have shown some life. Apartments continue to lead the way. Lenders have worked their way back into real estate, and I even got a call the other day about a loan that was going to be part of...dare I say it?...a CMBS package. Now I'm not shouting recovery, but maybe the light at the end of the tunnel is no longer an oncoming train.

HRACRE continues its efforts on behalf of our members. Earlier this year our Deals of the Year Awards program brought out a packed house on the morning after a snow-storm when most kids had the day off from school. The volume of deals was up dramatically from the previous year. We've had several successful luncheon speakers, and it even seems to me like some of the hotels are trying different sauces on the obligatory banquet chicken we're served. Networking events like the Oyster Roast and Golf Outing continue to be popular. Look for more events through the rest of the year. If you haven't attended an event lately, give yourself a break, come out, and have some fun. The worst thing that can happen is that you meet a new client or get a new job!

On the legislative front, VACRE's lobbyist, Phil Abraham with The Vectre Corporation, and the HRACRE Legislative Committee, especially Bob Kerr, President, Kerr Environmental Services Corp., successfully fought to prevent farm ditches within prior converted crop land fields (PC) from being jurisdictional. Thus, the Corps of Engineers has now mandated that manmade ditches in prior converted crop land fields are non-jurisdictional. Those touching forested or herbaceous wetlands, however, can and will be regulated. The same parties supported the phasing out of the use of home fertilizers with phosphates in Virginia. This was first done in Maryland, and based on the projected tonnage of Phosphates to be removed, this will go a long way toward helping clean up the Chesapeake Bay.

Congratulations to our summer intern sponsors from last year who hired their HRACRE intern full time: Cushman & Wakefield | Thalhimier, Sam Segar & Associates, Inc. and HBA Architecture & Interior Design.

This is a great place to live, especially when the weather is warm. There are so many fun things to do, many of which cost little or nothing. My family hosted some friends from up north recently, and they were talking about how they save up for a few years to come down to Hampton Roads. They get here every three years or so. It started me thinking about how lucky we are to live every day in a place that others struggle to visit. It's easy to lose sight of that as we go about our lives, and try to make a living. Most of us take for granted our quality of life. We really are lucky to live in Hampton Roads. ■

Rockin' on the River!

6th Annual Joint Commercial Real Estate Event

The 6th Annual Joint Commercial Real Estate Event will be held this year Thursday, September 8th, from 4:00 - 7:30 p.m. at a brand new location - **The Waterside, Norfolk!**

This is a fantastic indoor/outdoor venue on Norfolk's waterfront.

Creative Catering will once again serve sumptuous food with live entertainment by **Lewis McGehee** and, of course, wine and beverages will be served.

So make plans to join us at this prime networking event! City of Norfolk is our Presenting Sponsor. Please consider a sponsorship and contact Ken Sechrest at 339-0230 or kensechrest@verizon.net.

THE POTENTIAL FIRE HAZARDS DUE TO CORROSIVE DRYWALL

By Timothy A. Mills, PE, LEED® AP and Mark M. Jakobowski

Almost everyone has heard of issues associated with “Chinese” Drywall. Due to its corrosive nature Chinese Drywall has come to be known generically as “Corrosive drywall” (CDW) although it should be noted that not all drywall imported from China is corrosive and not all CDW is Chinese. The issues surfaced in products installed starting in 2001 and were largely fueled by the supply and demands of construction of the same time period.

Sulfides and sulfites, naturally occurring as well as synthetics, are commonly found in all drywall. When humid air interacts with these elements it produces levels of hydrogen sulfide gas¹ that result in corrosive conditions. The severity of the problems is a function of climate zone and how much the HVAC system is used.

Hydrogen sulfide chemically reacts with certain metals commonly found in buildings and residences resulting in corrosion of those metals. These include but are not limited to copper and nickel. Most HVAC units incorporate copper coils which typically corrode rapidly in the presence of CDW gases. Many electrical devices such as light switches and outlets as well as low voltage devices such as smoke detectors include the use of copper and hardware and plumbing fixtures may be finished in nickel. While the tarnishing of hardware and fixtures may be a nuisance, a greater threat may be surface corrosion in places we typically do not see. These places are the components inside of light switches and outlets, smoke alarms and similar devices. Herein lies a potential underlying risk associated with CDW.

When a light switch is activated if the contacts in the switch are corroded, you may hear an electrical popping and crackling sound from inside the switch and a noticeable delay in the light turning on. This sound, and delay, is an indication of an inadequate electrical connection due to added electrical resistance which may cause the switch to overheat (particularly in dimmer switches). The inadequate contact may be enough to operate the switched device without tripping a breaker, however causing the fouled contact to overheat and potentially catch fire. The same applies to appliances, smoke detectors, and other electrical equipment. Smoke detectors may be rendered useless in a fire event.

Referring to published procedures, there are several markers to identify the possible presence of CDW², including:

- A structure built on or after 2001
- The presence of a sulfur odor (not always obvious)
- Rapid failure of HVAC systems
- The observation of corrosion on metallic surfaces

Electrical devices can be checked easily and ground wires can be instructive since they typically have no insulation and are most exposed to surrounding air.

CDW can present a potential fire hazard. Early identification of all corrosive drywall is the key to providing a cost-effective remediation and, more importantly, mitigating the underlying risks associated with CDW. ■

By Timothy A. Mills, PE, LEED® AP and Mark M. Jakobowski, TAM Consultants, Inc., 757-564-4434, tmills@tamconsultants.com, mjakobowski@tamconsultants.com

1 Hejzlar, Zdenek, PhD, Engineering Systems Inc., Fort Myers, FL. *Final Report – Indoor Environmental Quality Assessment of Residences Containing Chinese Drywall*, Environmental Health & Engineering, Inc. Needham, MA., Report 16512 ASTM International. Standard C1396/C1396M-09a - Standard Specification for Gypsum Board (www.astm.org/Standards/C1396.htm)

2 Case Definition (12-8-09) for Drywall Associated Corrosion in Residences (www.doh.state.fl.us/environment/community/indoor-air/casedefinition.html)

THANKS

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2011 SUMMER INTERNSHIP PROGRAM WAS A GREAT SUCCESS



This year the successful HRACRE Internship Program marked its fifth summer providing opportunities for college students interested in commercial real estate. Three alumni of the program have been hired full time after graduation by the firms with which they interned. During three “Lunch & Learns” this year, the interns and their employers heard from Frank Duke of Norfolk Planning, Andy and Dan Heatwole of Ripley-Heatwole, and Erin Corrie of the Virginia Port Authority. Employers and employees benefit greatly from this program. Please consider making a difference in a young person’s career by participating in next year’s Internship Program. Contact Dana Walker at 757-481-2494 to get on the list of potential employers for 2012.

Pictured from left to right: **Emily Daugherty** (MEB General Contractors), **Michael Finch** (Global Real Estate Investment), **Richard Alaka** (Cushman & Wakefield | Thalhimer), **Karter Rivera** (Sam Segar & Associates), **Drew Hareza** (Axial Advisory Group), **Sara Ann Harding** (CB Richard Ellis | Hampton Roads), **Brandon Mann** (Stewart Title), **Malorie Torrey** - not present for photo (Cox, Kliewer & Company)

HRACRE's 19th Annual Golf Outing ♦ Williamsburg



JAMESTOWN COURSE

1ST FLIGHT

1st Place
Scott Chewning
Mark Babashanian
Jack Beasley
Jeremy Carroll

2nd Place
Jeremy Starkey
Billy Granger
Hank Hankins
Jenn Pfitzner

3rd Place
Kevin Laing
Keith Wells
Keith Matthews
Barry Sifen

2ND FLIGHT

1st Place
Cliff Moore
Jim Smith
Reid Pocock
Brad Tazewell

2nd Place
Dennis Napier
Brad Sanford
Kenny Bowen
Scott Wise

3rd Place
Mason Fox
John Meacham
J. Fowks
B. Cain

3RD FLIGHT

1st Place
Jose Rivera
Shawn Buddenhagen
Brian Devlin
Kristina Townsend

2nd Place
Steve Childs
D. Slater
John Hook
D. Kammann

3rd Place
Eric Keplinger
Russ Young
Mark Olmstead

Longest Drive: Kristina Townsend, Jason Sanker
Closest to the Pin: Keith Matthews, Doug Hintz

THANKS TO OUR SPONSORS

HRACRE's 19th Annual Golf Outing • Williamsburg National Golf Club • June 2, 2011

DINNER

James City County Economic Development

LUNCH

Fulton Bank

GOLD

AES Consulting Engineers	E. Hough Johnson, III, CLU, ChFC
Axial Advisory Group	W.M. Jordan Company, Inc.
Bank of Hampton Roads	Kaufman & Canoles Real Estate Strategies Group
Belfor Property Restoration	KBS, Inc.
Bowman Consulting Group	Kerr Environmental Services Corp.
Clark Nexsen	Kimley-Horn and Associates, Inc.
Cox Business	MEB General Contractors
Creative	Mid-Atlantic Building Services, LLC
Dixon Hughes Goodman LLP	Monarch Bank
Eagle Fire Inc.	Roof Services Corporation
Peter S. Eckert & Company, Inc.	RRMM Design Build
ECS Mid-Atlantic, LLC	SunTrust Bank
First Potomac Realty Trust	TowneBank
Fulton Bank	ValleyCrest Landscape
GET Solutions, Inc.	VHB
Henderson Inc.	VIRTEXCO Corporation
Homeland Contracting Corporation	Waste Management
Hourigan Construction	Willcox & Savage
Image Business Interiors/Teknion	

Beverage Carts/Station

Belfor Property Restoration	Henderson Inc.
Clark Nexsen	MEB General Contractors
Empire Development	Servpro
HBA Architecture & Interior Design	Waste Management

Silver

AECOM	Jani-King of Hampton Roads
David A. Nice Builders, Inc.	MSA, P.C.
Draper Aden Associates	Turner Construction Company
HBA Architecture & Interior Design	

Bronze

Franklin Southampton Econ. Dev.

Hole

Virginia Beach Economic Development

WPL



Williamsburg National Golf Club ♦ June 2, 2011

YORKTOWN COURSE

1ST FLIGHT

1st Place
 Brian Bacon
 B. Smith
 Mike Perry
 Mike Gaddy

2nd Place
 Mike VanSickel
 Ned Dickinson
 Kelly Holloman
 Steve Rodriguez

3rd Place
 Tony Beck
 Hal Yuill
 Troy Parker
 Perry Frazer

2ND FLIGHT

1st Place
 Tom Dillon
 Harvard Birdsong
 Mike Kos
 Henry Singleton

2nd Place
 Chris Aebel
 Mark Wawner
 Rick Godwin
 Tim Brown

3rd Place
 Bud Denton
 J.R. Burr
 Mark Reilly
 Ashley Arrowood

3RD FLIGHT

1st Place
 Mike Berry
 Harry Jenkins
 Jeff Harris
 Peter Brennan

2nd Place
 Mark Richardson
 Hawes Helwig
 Brent Farmer
 Jamie Tollenaere

3rd Place
 Denny Cobb
 Carolyn Kapusta
 Mike Imperial
 Al Woods

Longest Drive: Cindy Hall-Beale, Denny Cobb
Closest to the Pin: Steve Wilkerson, Brian Bacon



THANKS TO THIS YEAR'S RAFFLE SPONSORS

HRACRE's 19th Annual Golf Outing • Williamsburg National Golf Club • June 2, 2011

- Axial Advisory Group
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- Bide-A-Wee Golf Course
- CB Richard Ellis | Hampton Roads
- Cherry Carpet
- Cox Business
- Crowne Plaza Norfolk
- Divaris Real Estate, Inc.
- Floor Designs LLC
- GET Solutions, Inc.
- Harvey Lindsay Commercial Real Estate
- HBA Architecture & Interior Design
- Hobbs and Associates
- Honey Bee
- Hourigan Construction
- Hurt & Proffitt
- Jani-King of Hampton Roads
- Liberty Property Trust
- Mid-Atlantic Commercial
- Prestige Floors
- Sagemark Consulting Private Wealth Services/Lincoln Financial Advisors
- Signature at West Neck
- Sleepy Hole
- Stanton Partners, Inc.
- Stumpy Lake
- The Opus Group
- The Royal Chocolate
- Turner Construction Company
- VHB
- Virginia Beach National Golf Club
- VIRTEXCO Corporation

THE FUTURE OF COMMERCIAL REAL ESTATE – A HAMPTON ROADS PERSPECTIVE

(Continued from page 1)

Mixed use projects were all the rage prior to the recession as nearly every locality wanted them. Some have been successful in Hampton Roads and some not so much. Do you see this trend continuing and can it be successful in markets where it does not already exist?

Mark Pendleton: I believe the “mixed-use” projects will continue, but the design will change from an urban appearance in the suburbs to “elements” of “mixed-use.”

Craig Read: Yes, but mixed-use projects require densely populated locations. These projects are the new concept of the “old” downtown.

Looking into your crystal ball, what are a few of the commercial real estate headlines as we enter 2012?

Rick Burnell: Interest Rates and Capitalization Rates Soar
Inflation Skyrockets

Ed Kimple: I would anticipate we will see grocery-anchored centers being developed again.
Virginia Beach Approves Light Rail!

Jim Owens: There are no crystal balls in commercial real estate
That is why we have headlines, both good and bad.

Mark Pendleton: Big Box Retailers Downsize Existing Footprints
E-commerce Continues To Be a Formidable Opponent to Storefront Retailers

Craig Read: Banks’ Requirements Unreasonable to Support Small Business
Land Becomes Scarce for New Development
Real Estate Pricing Squeezes Small Business Out of Business
Revitalizing Old Buildings Gives Tenants a Cost-Savings Alternative

For the two categories below, please rank the following trends in real estate development by their importance; #1 is most important; #5 is least important:

	ENERGY EFFICIENCY		GREEN DESIGN		CLASS OF SPACE		BUILDING MAINTENANCE & COST OF OPERATION	
	Important to Owners	Important to Tenants	Important to Owners	Important to Tenants	Important to Owners	Important to Tenants	Important to Owners	Important to Tenants
Rick Burnell:	2	2	3	4	2	2	1	1
Ed Kimple:	1	2	3	3	2	1	1	1
Mark Pendleton:	2	2	3	3	1	1	2	2
Craig Read:	2	2	4	3	2	2	1	1

Jim Owens: Green design incorporates energy efficiency and building maintenance and operation costs. The total life-cycle cost of a building must be weighed against the ability to obtain the required rents to make the development sustainable.

Craig Read: Energy, efficiency and building operation cost go hand in hand. Pricing and affordability are foremost. Tenant flexibility in lease terms is in direct opposition to landlord’s desire to stabilize income over a long term. ■

HRACRE’S 7th ANNUAL PROPERTY TOUR WAS AN EYE-OPENING ADVENTURE

A super fun way to learn about development along Norfolk’s and Virginia Beach’s current and future transit alignments.

Photos by www.generatebd.com



NEW MEMBERS

(as of July 15, 2011)

Amy N. Barwick, Associate, Axial Advisory Group

Greg Belliveau, Relocation Consultant, Kloke Group

Harvey Bilisoly, Marketing Director, Cost Segregation Group

Jennifer Brown, Executive Assistant, Lauth Group, Inc.

David R. Buzzard, Area Sales Manager, CTI Consultants

Laura Coletrane, Marketing Coordinator, Henderson, Inc.

Alanna Deal, Vice President of Corporate Marketing, Breeden Realty

Edward Drummond, Emergency Services Coordinator, Belfor Property Restoration

Brad A. Embree, Attorney, Vandeventer Black LLP

Casey Funk, PE, Director of Engineering, Art-Ray Corporation

T. Pope Hackney, Vice President Leasing and Development, Hackney Real Estate Services

Gary J. Hanson, AIA, CBN Land Development

Scott P. Harris, New Business Development, Creative

Dan H. Hickok, Jr., Architect/Principal, RRMM Architects P.C.

Chet Holland, Account Executive, BCS Voice & Data Solutions

Kelly Winn Johnson, Assistant Vice President, Old Point National Bank

Keith Johnston, PE, LEED® AP, Mid-Atlantic Regional Manager, Sauer, Inc.

Evan M. Kalfus, Partner, KPMG

Beverly M. Kiernan, CPCU, CLU, Sales Executive, Insko Insurance Group, Inc.

Daniel K. Lamay, Estimator, KBS, Inc.

Linwood Little, Regional Sales Manager, Mid-Atlantic Building Services, LLC

Jan Liu, Private Mortgage Banker, Wells Fargo Private Bank

Zoe Lumpkin, Financial Services Administrator, City of Newport News

Michael Maddox, Account Manager, Utility Management Services, Inc.

John Maddux, Architect/CEO, RRMM Architects P.C.

Jerry Moore, Director of Real Estate, Fort Monroe Authority

Anjie O'Beirne, AVP/Business Banking Relationship Manager, Virginia Company Bank

Michael I. Roach, Dynamic Commercial R.E. Advisors

5-Year Members

We honor the following who have been HRACRE members for 5 years, having joined in the months of May — August:

Angela I. Bezik

I. Carlyle Campbell

James R. Ferber

Hank Hankins

Akhil Jain, CHA

Jen Little

Chris Lyle

Sarah Moro

Debra Ramey

R. Neville Reynolds, PWS

Thomas V. Rueger

John J. Wessling

Douglas M. Will, PE

10-Year Members

We honor the following who have been HRACRE members for 10 years, having joined in the months of May — August:

David G. Blalock, Jr.

Cami Hahn

Candi James, LEED® Green Associate

Eric L. Keplinger, AIA

Edward A. Marscheider, PE

Douglas S. Meredith

T.C. Temple

15-Year Members

We honor the following who has been an HRACRE member for 15 years, having joined in the months of May — August:

C.J. "Skip" Smith, III

MEMBER NEWS

Tom Atherton is now both Atherton Real Estate Services, Inc. providing asset and property management services, and Atherton Real Estate Development, Inc., a construction manager and commercial real estate developer, while he continues to develop new business for MEB General Contractors. Tom can be reached at tom@athertonrealestatedevelopment.com or tatherton@mebgc.com.

Laura Coletrane, Marketing Coordinator, Henderson, Inc., was recently appointed to the Society for Marketing Professional Services (SMPS) Board of Directors. She will serve as Website Chairman.

Krista J. Costa, Assistant Vice President Office Sales & Leasing, Divaris Real Estate, Inc., was recognized as a 2010 CoStar Power Broker award winner for Top Office Leasing Brokers in the Hampton Roads market.

Ann K. Crenshaw, Partner, Kaufman & Canoles, P.C., was a recipient of the 2011 YWCA Women of Distinction Award for law. She was also named one of *Virginia Lawyers Weekly's* 2011 Influential Women of Virginia.

Robert L. Dewey, Member/Managing Partner, Willcox & Savage, was named a leading practitioner in the area of commercial real estate in the 2011 edition of *Chambers USA*.

Cindy Hall-Beale, Business Development Manager, GET Solutions, Inc., was recently awarded the Society of American Military Engineers' Regional Vice President's Medal award for her dedicated service to the Society and to the Coastal Carolina Post. Thirty of these awards are presented to their membership of over 50,000.

Candi James, LEED® Green Associate, Director of Business Development & Marketing, HBA Architecture & Interior Design, recently graduated from the leadership program Lead Hampton Roads (Class of 2011).

Thomas G. Johnson, Jr., Member/Chairman, Willcox & Savage, was named a leading practitioner in the area of commercial real estate in the 2011 edition of *Chambers USA*.

Thomas A. O'Grady recently joined Clancy & Theys Construction Company as Director of Business Development for the Virginia Division.

J. Randall Royal, PE, Kimley-Horn and Associates, Inc., was recently promoted to Vice President.

Jennifer White, Marketing Coordinator, MEB General Contractors, recently graduated from the leadership program Lead Hampton Roads (Class of 2011).

MIX & MINGLE JULY 14TH AT NORFOLK ZOO



got news? Send your Member News items to: info@hracre.org

FORESIGHT: Four Questions Answered About Hampton Roads



Rep. Scott Rigell

(U.S. House of Representatives)

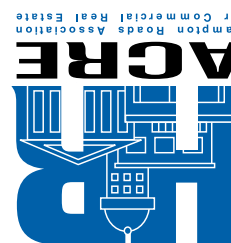
HRACRE: What is the greatest Hampton Roads regional achievement? I believe that one of our greatest achievements in Hampton Roads is creating an environment that supports our remarkable men and women in uniform. While many of these individuals come here at the call of Country, many choose at the end of their service to permanently locate themselves and their families in Hampton Roads. Right here among us we have one of the single highest concentrations of active duty and retired military veterans of any district in the United States. I believe this speaks volumes that these wonderful patriots, who come from all parts of our nation, would choose Hampton Roads as the place to settle down and live life.

HRACRE: What is today's biggest challenge for Hampton Roads? The people of Hampton Roads are innovative and hard-working. Regrettably, national policies unnecessarily hinder this nature strength of job creation and marketplace innovation. With every unnecessary federal regulation, job-creating capital is diverted from marketplace solutions to today's problems. Additionally, Washington robs vitality from the economy as it continues to spend far beyond its means. While we are fortunate that unemployment in Hampton Roads is below the national average according to the Bureau of Labor Statistics, it is unacceptable to allow these otherwise high numbers to continue.

HRACRE: What would you do to solve this problem? As a small business owner myself, I understand that government often helps best when it gets out of the way. Therefore, I am for lighter and more efficient regulations that reduce burdens on business to as little as necessary. In this regard, I have endorsed the House Republican Plan for America's Job Creators. What I appreciate about this plan is that it acknowledges the American people as the creators of jobs in America, not government. While our government may have failed us, the American people never have and never will fail us.

HRACRE: What will Hampton Roads look like in a decade? What we do here and now will determine how Hampton Roads looks in a decade. If we find within ourselves the courage and strength to curb our unnecessary spending and address the national debt, Hampton Roads will be a vibrant, prosperous, and diverse community.

for details.
www.hracre.org
Check out
Fall Fest
11/3
Design Awards
10/20
Rockin' on the River
9/8
Luncheon Program
8/18
HRACRE
CALENDAR



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