

OUR VISION

The Downtown 100 is a recognized and valued community resource. It is the leadership development “organization of choice” for a diverse and influential group of young and young-thinking professionals who are actively engaged in helping Downtown Norfolk reach its full potential as a dynamic and vital urban center.



Annual Report
2013—2014





Downtown 100

MISSION

The Downtown 100 is a highly motivated group of 100 volunteers who live or work downtown and who volunteer their services to support the vision and mission of the Downtown Norfolk Council.

OBJECTIVES

Leadership Development

Downtown 100 members are the emerging community leaders. The Downtown 100 provides members opportunities to become better informed about community issues and tools to enhance their leadership skills.

Community Awareness & Involvement

The Downtown 100 sponsors issue-related forums that allow members to meet with city and regional leaders. Downtown 100 members are also provided the opportunity to attend Downtown Norfolk Council events and briefings. These forums and briefings are vehicles that serve to inform and involve members in issues relevant to the downtown community.

Networking & Volunteerism

The Downtown 100 provides members with both volunteer and networking activities. Social functions provide opportunities for networking and friendship. Volunteer efforts provide a meaningful service to the downtown community and therefore to the economic health of our region.

Downtown 100 Projects Committee

Goals

- Provide a wide variety of volunteer opportunities to the DT100 membership.
- Have a minimum of 10 volunteers for each project committed to.
- Have at least 50% of committee participate in leadership and events activities.
- Support non-profit organizations that our membership works for or are involved with.
- Start the process of choosing a new signature project early in the year to encourage more applicants.

Accomplishments

- Helped kick off First Friday's in Downtown Norfolk by providing volunteers for Beer/Wine tables.
- Supported the new Arts District and participated in volunteer opportunities with the Arts District.
- Assisted with the Holidays in the City Grand Illumination parade and arranged a large DT100 volunteer force.
- Held our 6th Annual Downtown Has a Heart Food Drive in support of the Foodbank of Southeastern Virginia and the Eastern Shore. Had 12 businesses participate, some with multiple locations. Goal is to collect over 1,500 pounds of food.



Downtown 100 Projects Committee

Chair

Kandis Burnworth
Virginia Opera

Vice Chairs

Victoria Dietz
The Curtis Group

Lareina Holloway
ABC 13—WVEC TV

Members

Janelle Burchfield	Virginia Stage Company
Jared Chalk	City of Norfolk
Cara Cotter	Wilson & McIntyre
Taylor Denslow	Attorney
Katie Dougherty	U.S. Attorney's Office
Valerie Foley	Foley & Foley
Devan MacConnell	The Up Center
Sarah McCoy	Phillips & Peters, PLLC
Thomas McNally	Wilbanks, Smith & Thomas
Dustin Paul	Vandeventer Black LLP
Hamilton Perkins	Bank of America
Allyzabethe Ramsey	City of Norfolk
R. Alex Raney	TowneBank
Cline Reasor	Scott & Stringfellow, Inc.
Cameron Rountree	U.S. Attorney's Office
Michael Schnekser	Tymoff & Moss Architects
Alan Smith	Wells Fargo Bank
Sean Stebbins	McPhillips, Roberts & Deans, PLC
Jeremy Zsoldos	Robert Half International, Inc.

DNC Staff Liaison

Jessica Kliner

Downtown 100 Steering Committee

Chair

David Chase
Wall, Einhorn & Chernitzer, P.C.

Members

Paul Ariola
Dale Carnegie Training of Eastern Virginia

Jeff Bennett
Anders Williams Ship Agency. Inc.

Kandis Burnworth
Virginia Opera

Luke Downing
Mode5

Ashley Grove
Divaris Real Estate

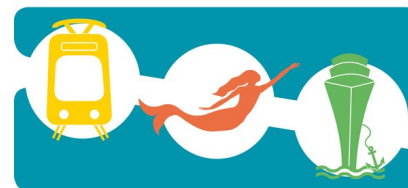
Mike Mars
TFA Benefits

Alan Smith
Wells Fargo Bank

Melissa Taylor
UBS Financial Services, Inc.

DNC Staff Liaison

Mary Miller





Dear Fellow DT100 Members,

As I approach the end of my term as DT100 Chair, I have been reflecting on how the organization has impacted me and the benefits of membership. Now as I have the privilege of addressing you this last time as Chair, I wanted to convey a few points that are important to me and I hope are relevant to you.

Get involved, be engaged:

I joined the DT100 nine years ago because I wanted to connect with influencers in Downtown, but I didn't really know what that meant or would come to mean. Before long, fellow members, both past and present, ascended into leadership roles in other businesses, organizations and the community, and our collective network grew in breadth and influence. Now as I reflect back, I realize that every organization needs individuals who are engaged and work together to get things done.

Use every opportunity to learn:

Let's face it, we're still learning. We're going to make mistakes, but hopefully improve ourselves as we work to improve (and change) everything around us. We're going to move too fast (or not fast enough), we're going to step on toes (or drop the ball), and we're probably going to be naïve (or presumptuous). However, if we are self-aware, these mistakes should sharpen us so we become productive members to the DT100 and all subsequent organizations as we move along the continuum of our personal and professional development.

Life happens:

Even with the best intentions, life's course can take us in unexpected directions. This might impact the level of our involvement, it might take us to a new city, or we might need to reprioritize our commitments. When this happens, address your commitments directly before they fizzle. No one expects us to be permanent members of the DT100 and no one is faulted when "life happens." However, make sure your commitments are transitioned when "life happens" because others rely on you to do what you say you are going to do.

I strongly believe your individual effort put forth into the DT100 dictates what you get out of it. Get involved, manage a project, pursue a leadership role, go to events, give feedback, have fun! I am grateful for my expanded network of current and future leaders in the community, which is directly a result of my involvement in the DT100.

Thank you for selecting me as the DT100 Chair for the past two years and I look forward to continuing my support of the DT100 leadership, so fellow members can continue even more development opportunities.

Sincerely,

David Chase
Downtown 100 Chair

Downtown 100 Leadership Development Committee

Goals

- Maintain at least 50% committee involvement.
- Achieve a minimum average attendance of 15 members at each Leadership Forum.
- Hold at least 3 Leadership Forums on topics for personal development and growth.
- Coordinate Leadership Forums with Events and Membership Steering Committee members to maximize attendance.
- Develop new ways to enhance and develop leadership skills of DT100 members.

Accomplishments

- Maintained an active and engaged committee while increasing our membership with 11 new members.
- Patrick Masterson of AECOM and Thom White of WORK PROGRAM ARCHITECTS spoke at our Fall Leadership Forum. Patrick took us on a tour of Downtown Norfolk through the years and Thom provided us insights of what's to come.
- Doran Bosso the Operations and Maintenance Program Manager at Elizabeth River Crossings headlined our Spring Leadership Forum. Doran shared with us the economic impact the new tunnel will provide Downtown Norfolk.



Downtown 100 Leadership Development Committee

Chair

Paul Ariola
Dale Carnegie Training

Vice Chair

Anne Knox
Hope House Foundation

Members

John Alford	City of Norfolk—Design Division
Cherrelle Artis	Salvation Army KROC Center
Courtney Bovee	EVMS Ophthalmology
Susanna Cagle	Wellpoint, Inc.
Dave Flanagan	The Primm Company
Chris Hamilton	Hamilton's Realty
Willson Hulcher	Williams Mullen
Charles Johnson	Dixon Hughes Goodman, LLP
Lindsay Johnson	Norfolk SPCA
Thomas Leeman	Wells Fargo Advisors
Sydney Lorson	City of Norfolk—Mayor's Office
Jacob Mart	Harbor Group International, LLC
Jeffrey McLaughlin	Dominion Enterprises
Allen Reiver	William E. Wood & Associates
Fred Rose	Dominion Enterprises
Eric Schweizer	PB Mares, LLP
Zachary Simmons	City of Norfolk— City Attorney's Office
Eric Stichler	Blueridge General, Inc.
Abby Weber	Foodbank of Southeastern Virginia
Rex Workman	Bank of America

DNC Staff Liaison

Mary Miller

Downtown 100 Membership Committee

The Membership Liaison is a position on the Steering Committee whose purpose is three-fold. First, to review new member applications and make recommendations on who meets the organizations guidelines and which committee would best suit them. Second, recruiting new members to the organization. Third, to help keep members engaged and enforce the membership guidelines below:

- Membership requires that the applicant must live or work in Downtown Norfolk or work for an organization who is a member of the Downtown Norfolk Council.
- Commit to membership of one year to renew by mutual choice on the first day of each calendar year.
- Must be an active member of a committee and annually must attend at least 75% of your monthly committee meetings.
- Must attend at least 4 DT100 sponsored events, projects or socials during the calendar year.
- Must attend at least 1 Downtown Norfolk Council meeting or function during the calendar year.
- Must agree to volunteer to support the DT100's projects. A minimum of 10 hours of volunteer support per year is required.

Membership Chair

Ashley Grove
Divaris Real Estate

Member

Elizabeth Greer
Divaris Real Estate

Goal:

- To recruit and retain 100 engaged members.

Accomplishments:

- Worked toward filling 100 membership spots with active and engaged members.
- Invited employees of DNC businesses to participate in events and encouraged members to bring co-workers and friends to gatherings.
- Held two All-Hands meetings at The Pagoda and the new Wainwright Apartments with speakers DNC President Mary Miller and St. Paul's Farmer's Market Coordinator Diane Rafferty.
- Continued Table for 4 quarterly meetings to give members other opportunities to meet and greet with those outside their committees.

Downtown 100 Communications Committee

Chair

Jeffrey Bennett
Anders Williams Ship Agency, Inc.

Members

Lauren Antle	VisitNorfolk
Eileen Aquino	Wells Fargo Bank
Christine Armstrong	City of Norfolk
Khalilah LeGrand	Tidewater Community College
Brian McCartney	Merrill Lynch
Ian Taylor	Carry Norfolk

DNC Support Staff

Ari Durall

Downtown 100 Events Committee

Goals

- Improve committee participation and engagement.
- Draw upon new committee members for ideas and organization / leadership.
- Pursue a mutually beneficial networking relationship with the Virginia Beach CBDX.
- Focus event efforts to highlight new / recently opened DNC restaurants.

Accomplishments

- Improved overall event attendance over last year.
- A few new and recently joined members volunteered to organize events / take on a leadership role within the committee.
- Hosted the CBDX at a successful event on the American Rover and have been invited to participate in a DT100 / CBDX mixer again this summer.
- Organized events at Luce, Field Guide, Gershwin's, Sushi King (Formally Tokyo Fresh) and Bite—all were opened within the last 3 years.
- Raised \$450 for the Foodbank of Southeastern Virginia during the Holiday Hop.
- Organized a successful DT100 team trivia night at the Wells Theater.



Downtown 100 Events Committee

Chair

Mike Mars
TFA Benefits

Vice Chair

Rebecca McMahan
Bon Secours Hampton Roads

Members

Janelle Clarke	The Primm Company
Lisa Coleman	Norfolk City Union of the King's Daughters
Katie Culicerto	Monarch Bank
Lisa Fisher	Nauticus
Robert Foley	Foley & Foley
Kelly Harlan	Virginia Arts Festival
Soraya Harris	Signature.
Chris Holder	McGraw Hill
Lamont Maddox	Guidance Law Firm, P.C.
Shari Maslin	Wilbanks, Smith & Thomas
Kimberly Miller Mayo	Monster.com
Ryan O'Grady	Newport News Ship Building
Megan Patrick	CBRE/ Hampton Roads
Travis Powell	Ameriprise Financial
John Ramsey	Windstream Communications
Josh Roenker	Capital Group
Tracy Tyron Skinner	The New York Life
Eric Throne	Cushman & Wakefield/Thalhimer
Markita Van de Riet	Gannett Media Technologies International
Crystal Waitekus	VOLUNTEER Hampton Roads
Arlene Winslow-Potts	Mercer
Kimberley Woodward	Town Point Club

DNC Support Staff

Noel Gramlich

Downtown 100 Communications Committee

Goals

- Generate more awareness of Signature Project and community volunteerism activities and DT100 events.
- Improve the quality, readability, attractiveness, accuracy and timeliness of DT100 communications both internally with its members and externally with the public.
- Create more visibility and awareness in the community in an effort to assist with the recruitment of DT100 members.
- Continue to produce an interesting and informative newsletter that will be delivered to the DT100 in a timely manner.
- Act as ambassadors for DT100 by sharing the mission and vision of the organization at events and activities in the community. Utilize social networking and other new technology to communicate with current members on a more frequent basis.
- Help to inform our membership about the lives and accomplishments of other members and promote networking.

Accomplishments

- Provided accurate, timely and necessary information to DT100 members through the compilation of the monthly newsletter.
- Utilized DT100 Facebook Page to provide continuous updates and event promotion to members.
- Communicated DT100 events, forums and community service by creating and distributing news releases and e-blasts to various organizations and media outlets.
- Included new members to the committee that help utilize the wealth of talent in the DT100.



DOWNTOWN 100 OBJECTIVES

LEADERSHIP DEVELOPMENT

DT100 members are the emerging leaders of the community for both today and tomorrow. The DT100 provides members the tools and opportunities to enhance their leadership skills.

ODU HEAD FOOTBALL COACH BOBBY WILDER SPEAKING AT THE DT100 ANNUAL MEETING AT THE TOWN POINT CLUB



COMMUNITY INVOLVEMENT

The DT100 sponsors issue-related forums that allow members to meet with city and regional leaders. These forums are vehicles that serve to inform and involve members in issues relevant to the downtown community.

MEMBERS VOLUNTEERED AT THE 29TH ANNUAL GRAND ILLUMINATION PARADE IN DOWNTOWN NORFOLK



photo by Brian Ballard

VOLUNTEER AND NETWORKING OPPORTUNITIES

The DT100 provides members with both volunteer and networking activities. Social functions provide opportunities for networking and friendship. Volunteer efforts provide a meaningful service to the downtown community and therefore to the economic health of our region.



The Downtown 100 (DT100) is a group of 100 emerging downtown leaders who serve as ambassadors for the Downtown Norfolk Council and are committed to a dynamic, attractive and prosperous downtown.

DOWNTOWN 100 COMMITTEES

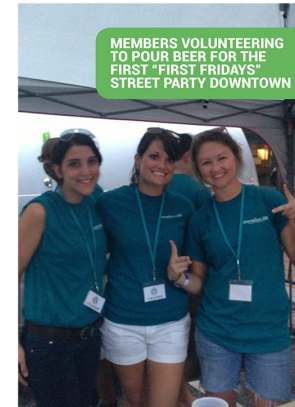
PROJECTS COMMITTEE

Research, recommend and coordinate the DT100's involvement in projects and volunteer opportunities that on a long-term basis will have an impact on downtown and an impact on the success of the DT100.

EVENTS COMMITTEE

Develop, recommend and organize exciting and innovative social/networking events for DT100 members.

MEMBERS VOLUNTEERING TO POUR BEER FOR THE FIRST "FIRST FRIDAYS" STREET PARTY DOWNTOWN



MEMBERS AT THE ANNUAL HOLIDAY HOP WHERE THE GROUP RAISED MORE THAN \$350 FOR THE FOODBANK



LEADERSHIP DEVELOPMENT COMMITTEE

Develop, recommend and organize quarterly forums to keep members informed about community issues.



DT100 HOSTED THE YOUNG PROFESSIONALS GROUP CBDX FOR A MIXER ABOARD THE AMERICAN ROVER

COMMUNICATIONS COMMITTEE

Responsible for conveying DT100 information to members. Compile and write monthly member newsletter.