


January

BizTalk: "Start the New Year with a Bang!"
 Wednesday, Jan. 24
 12 - 1:30 p.m.
 N.C. Wesleyan College, Morrisville

4th Annual Regional Business After Hours
 Thursday, Jan. 25 
 5 - 7:30 p.m.
 RBC Center, Raleigh

Workshop: "5 Ways to Grow Your Business"
 Wednesday, Jan. 31
 9 - 11 a.m.
 Morrisville Chamber

February

Ambassadors Committee Meeting
 Thursday, Feb. 1
 12 - 1:30 p.m.
 Morrisville Chamber

Executive Committee Meeting
 Wednesday, Feb. 7
 7:30 a.m.
 Morrisville Chamber

New Member Reception
 Friday, Feb. 9
 12 - 1:30 p.m.
 Morrisville Chamber

Board of Directors Meeting
 Wednesday, Feb. 14
 7:30 a.m.
 Morrisville Chamber

BizTalk
 Wednesday, Feb. 21
 12 - 1:30 p.m.
 N.C. Wesleyan College, Morrisville

March

Ambassadors Committee Meeting
 Thursday, Mar. 1
 12 - 1:30 p.m.
 Morrisville Chamber

Executive Committee Meeting
 Wednesday, Mar. 7
 7:30 a.m.
 Morrisville Chamber

BizTalk
 Wednesday, Mar. 21
 12 - 1:30 p.m.
 N.C. Wesleyan College, Morrisville

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January - March 2007

Chamber seeks to grow, strengthen and serve in 2007

The Morrisville Chamber has a clear vision for the year ahead and is eager to get started. Input from the Board, staff and members-at-large during the annual planning conference last September in Southern Pines, served as the foundation for the 2006-07 Program of Work recently adopted by the board of directors.

Top priorities for the year ahead include issues regarding government affairs/economic development, membership, and communication. In reference to government affairs/economic development, the Morrisville Chamber aims to improve its visibility and



Chamber aims to increase use of its state-of-the-art facility through member rentals.

effectiveness in government relations. Objectives for achieving this goal include creating a partnership with the N.C. Railroad to plan for the future. Assembling a task force to review the proposed engineering standards for the Town of Morrisville and advocating for further study of the Morrisville-Carpenter/Highway 54 project to identify a long-term solution are two other such objectives.

An active and engaged membership is the driving force behind any successful organization, and the Morrisville Chamber is no exception. Ensuring that the Chamber has adequate resources to (see CHAMBER pg. 3)

Economic Development Forum Explores Triangle Growth

Major growth in all aspects of the Research Triangle Park and surrounding areas continues to be an attractive draw for both commercial and residential developers. This was the message conveyed at the Morrisville Chamber of Commerce's first in a series of Economic Development Forums, held on December 12, 2006 at the Embassy Suites in Cary.

Jeff Sheehan, newly appointed senior vice president responsible for the Raleigh division of Duke Realty Corporation, discussed current growth trends affecting RTP as well as the numerous accolades garnered by the area which aid in the recruitment of both businesses and residents to Morrisville and the Triangle. The construction of several new office buildings

in Perimeter Park, one of Duke Realty's major RTP projects, will create many new job opportunities at existing companies. The international headquarters of Trimeris, Salix Pharmaceuticals, Tekelec and Lenovo, all of which are located in Morrisville's Perimeter Park, are responsible for more than 3,000 jobs combined.

Sheehan said that completion of the Interstate 540 expansion will provide premium access to Perimeter Park, thus furthering the area's ability to accommodate additional growth. Other contributing factors to area growth include a relatively low cost of living—especially in regards to residential housing, a mild climate, and consistent positive recognition in national publications such as *Forbes* and (see FORUM pg. 3)

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Communicator

The Morrisville Chamber of Commerce strives to be a valuable resource and advocate for our business members by providing unique products and services, developing creative and informed business leaders and enhancing the economic environment for our members and the community at large

The Communicator

is published by the

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xpedx

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ADVERTISE with the Morrisville Chamber

2007 Morrisville Now (annual publication; ad sales will begin in February)

Communicator (quarterly publication)

FULL PAGE \$300.00 (8 x 10.5 or 10.5 x 8)

1/2 PAGE \$200.00 (4.5 x 7.5 or 7.5 x 4.5)

WHO'S WHO DIRECTORY (business card) \$50.00 (2 x 3.5 or 3.5 x 2)

INSERT (member provides 1,100 copies) \$150.00 (8.5 x 11 or 11 x 8.5)

Website

SPONSOR (logo with link to company website) \$100.00/month

MEMBER SPOTLIGHT \$150.00/two weeks or \$250/month
(logo on homepage with link to company website; approx. 300-word write-up about company)

Coming Soon...

Join us at the next BizTalk!

WHAT: A monthly forum, presented by the Chamber's Small Business Council, that explores various topics of interest to small-business owners and managers in regards to developing, managing, growing and sustaining a business.

WHERE: N.C. Wesleyan College, 2000 Perimeter Park Drive in Morrisville

WHEN: The 3rd Wednesday of each month from 12 - 1:30 p.m.

UPCOMING DATES: February 21 and March 21



Each BizTalk begins with 15 minutes of networking, followed by a Tip of the Month presented by a member of the Small Business Council. This is followed by the main presentation and discussion. At the conclusion of the program, attendees receive a photocopy of all other attendees' business cards. One lucky attendee at each BizTalk is awarded a month-long Business Spotlight on the Chamber website. There is no cost to attend. Box lunches can be ordered in advance for \$10. Call the Chamber at 463-7150 to reserve your seat!

4th Annual Regional Business After Hours

Presented by:



Thursday, January 25
5:00 - 7:30 p.m.

RBC Center, Raleigh

Don't miss this opportunity to network with more than 1,000 members from 14 regional Chambers.

The Carolina Hurricanes will be practicing on the ice during the first hour of the event. Includes heavy hors d'oeuvres and a cash bar.

Call or email the Morrisville Chamber at 463-7150 or chamber@morrisvillenc.com to RSVP!



Plans are underway! Stay tuned for details regarding the following:

The 16th Annual Meeting of the Morrisville Chamber of Commerce

March Membership Drive and phone-a-thon



2007 sponsorship opportunities still available for...

Business After Hours and BizTalks!

Sponsoring either event allows your business to showcase and/or introduce itself to the Morrisville and RTP community. A limited number of dates are still available. Contact Nadine at 463-7155 or nheine@morrisvillenc.com for more information.

Chamber members are invited to attend a FREE workshop called “5 Ways to Grow your Business” on Wednesday, January 31 at the Chamber. Certified business coach Michael Washington, with **Action International Business Coaching**, is offering the workshop from 9 to 11 a.m. The program is designed to teach business owners how to take control of their financials, gain customers and implement new marketing strategies. Call Coach Michael at 233-1218 to reserve your seat. Learn more on the web at www.actioncoaching.com/michaelwashington.

Chatham Hill Winery in Morrisville has partnered with The Matthews House, an events facility in downtown Cary, to offer wines exclusively customized with The Matthews House private label. Chatham Hill will customize cabernet sauvignon, chardonnay, merlot and Riesling wines for sale under The Matthews House brand name. Labels also can be customized in honor of the event at which the bottles will be uncorked. Learn more at www.chathamhillwine.com.

Contours Express, a woman’s gym, celebrated its Grand Opening on Friday, January 19 with a ribbon cutting, special discounts and light refreshments. Contours Express features circuit training, cardio equipment, and group classes such as aerobics, kickboxing and Pilates. The gym is located in McCrimmon Corners at 4117 Davis Drive. For more info, visit www.contoursexpress.com

Crescent State Bank, a wholly owned subsidiary of Crescent Financial Corporation, was recently named the Top Bank by *Carolina Parent*. Readers submitted nominations to the Raleigh-based magazine in its Family Favorites contest and the winners are featured in the publication’s November issue.

Lenovo recently appointed Cuong Do to senior vice president and Chief Strategy Officer. He reports directly to William Amelio, CEO, and is responsible for the company’s worldwide strategic direction. Cuong replaces Yibing Wu, who has been appointed to head the company’s business transformation. Do, 40, was most recently director and senior partner at McKinsey & Company, where he led consulting assignments in strategy, sales, marketing, operations and corporate finance.

Mulkey Engineers & Consultants recently appointed Andy DeGroat to firm principal. Andy joined Mulkey in 1999 and has served most recently as the utility services program manager. He is responsible for marketing, business development, client relations, personnel, budgeting, financial issues and quality control for the utility services group.

In other news, Dr. Charles Bruton of Mulkey was recently appointed to serve a three-year term on the board of directors at the UNC Coastal Studies Institute. The Coastal Studies Institute board of directors is comprised of 13 members who are professionals in the field of coastal issues.

GlaxoSmithKline signed a deal with Danish biotechnology concern Genmab A/S to co-develop and commercialize HuMaxCD20, a fully human antibody used to fight chronic lymphocytic leukemia, the most common form of leukemia in adults in the United States. The company said the total value of the deal could top \$2.1 billion in the event of “full commercial success,” according to a written statement.

Henry’s Gelato celebrated its Grand Opening on January 10 with delicious samples of gelato and other Italian desserts at its location in Preston Walk. Stop by for a sample of your own! Located at 1063 Darrington Drive in Cary.

Nelson Mullins Riley & Scarborough LLP recently hired Blair Graham as an associate in its Raleigh office.

PPD has for the first time been recognized by *Forbes*, a leading business publication, as one of the best of the biggest publicly traded companies in America. To compile its elite Platinum 400 list, *Forbes* screens more than 1,000 corporations with \$1 billion or more in revenues. PPD was also selected and profiled as the best-managed company in the health care equipment and services category from this notable group of 400 companies.

The **Progress Energy** board of directors has approved the company’s plan to sell the majority of assets tied to its Progress Ventures subsidiary’s competitive commercial operations. Progress Energy Ventures markets and sells energy and capacity from its fleet of nonregulated generation plants.

Salix Pharmaceuticals announced that the Medicines and Healthcare products Regulatory Agency (MHRA) has granted marketing authorization for Diacol™ 1500 mg Tablets in the United Kingdom. Diacol, or, sodium phosphate monobasic monohydrate, USP, and sodium phosphate dibasic anhydrous, USP, was approved March 16, 2006 by the U.S. FDA and is marketed in the United States under the trade name OsmoPrep™ Tablets.

Submit your **News & Notes** to jwhite@morrisvillenc.com so we can share your business updates with fellow Chamber members.

Davis Drive widening should help ease traffic woes

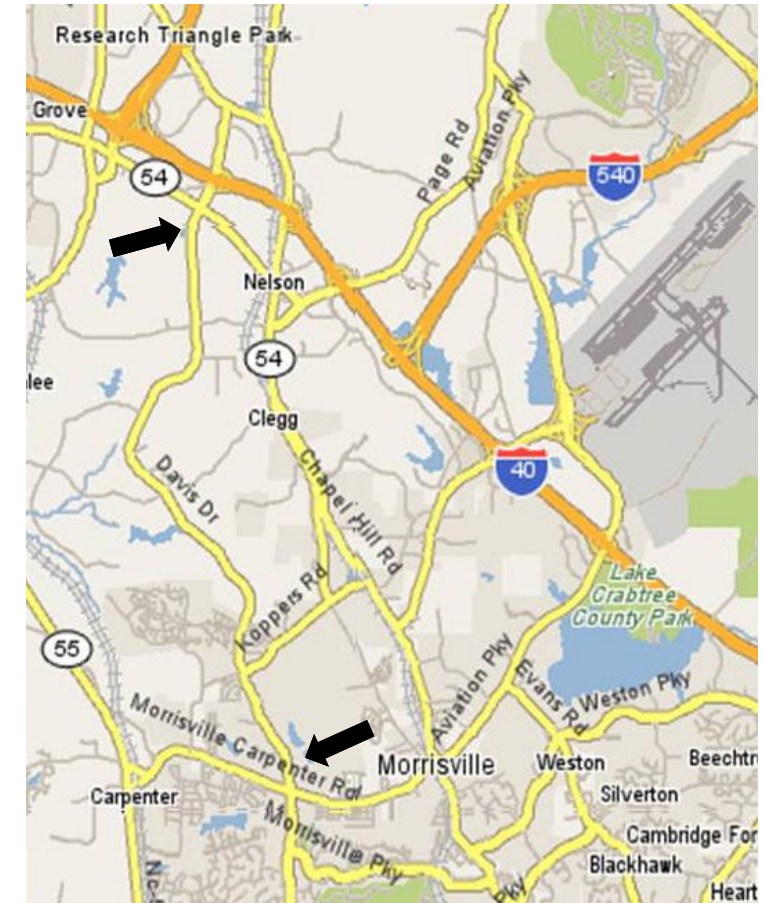
An explosion of commercial and residential development in northwest Wake County has resulted in a pounding headache for many commuters who inch along Davis Drive each morning and evening on their way to and from Research Triangle Park

In an effort to alleviate those headaches, the state Board of Transportation has awarded a \$35.5 million contract to widen more than five miles of Davis Drive from Morrisville-Carpenter Road to N.C. 54 in RTP. The widening also will include about one mile of N.C. 54 east from Davis to Miami Boulevard.

C.C. Mangum Co. of Raleigh, the low bidder, will start work in a few weeks and finish by November 2009. Cary recently widened a section of Davis south of Morrisville-Carpenter.

All four lanes of a widened N.C. 55, the primary route used by workers who live south of RTP, were opened this month by the Department of Transportation. .

Cuts in state and federal funding have forced delays in major projects intended to ease congestion on local highways. The Davis Drive widening is the biggest Triangle road improvement job DOT is scheduled to begin for the next several years.



CHAMBER continued from pg. 1

support its mission and annual business plan is a key priority for the year. The Board, staff and ambassadors share the common goal of recruiting new members, while maintaining a strong retention rate.

The effective branding of Morrisville as a preferred location for new businesses and residents in the Triangle is a top communications priority. The Chamber also aims to align its branding efforts with the Town and community-at-large in an effort to develop unified messaging about Morrisville. The Chamber is also working to develop a gateway monument plan for adoption by the Board of Commissioners this fall. Such a plan would help motorists identify Morrisville’s entry points and boundaries.

Chamber objectives for the year ahead will be expanded upon at the 16th Annual Meeting which is scheduled for late February. For more details regarding Chamber plans in the coming year, visit www.morrisvillenc.com.

FORUM continued from pg. 1

the *Princeton Review* for our public schools system and overall quality of life.

The forum also included information about other commercial and residential projects underway in Morrisville and RTP, as well as those still in the review phase. The program concluded with the introduction of several new businesses in Morrisville and to the Chamber.

The next forum will be held in April and will focus on timely issues of economic development and the status of projects underway.



Membership Matters

Welcome New Members!

Please welcome the following new businesses to the Morrisville Chamber of Commerce and keep them in mind when you are in need of a product or service. Visit the Business Directory on our website for a full listing of Chamber members.

ACTION INTERNATIONAL BUSINESS COACHING

214 Durlington Place
Cary, NC 27518
919.233.1218 (p)
919.859.0282 (f)
Michael Washington, Business Coach
michaelwashington@actioninternational.com
www.actioncoaching.com/
michaelwashington
Business Coaching

AMERICAN HEART ASSOCIATION

3131 RDU Center Drive, Suite 100
Morrisville, NC 27560
919.463.8300 (p)
919.463.8392 (f)
Hannah Jessee, Director of Corporate Relations
hannah.jessee@heart.org
www.americanheart.org
Associations/Non-Profit Organizations

THE CAROLINA RAILHAWKS

101 Soccer Park Drive
Cary, NC 27511
919.859.5425 (p)
919.829.2332 (f)
Kelley McGuire, Director of Ticket Sales
kelley@carolinairailhawks.com
www.carolinairailhawks.com
Entertainment-Sports

CONTOURS EXPRESS

4117 Davis Drive
Morrisville, NC 27560
919.481.4696 (p)
Kathy Froehlich, Owner
kff1109@aol.com
www.contoursexpress.com
Health & Fitness

DESIGN NATION

P.O. Box 1407
Cary, NC 27512
919.468.4673 (p)
919.460.5349 (f)
Ed Twardy, Vice President of Sales & Marketing
ed@designnation.com
www.designnation.com
Website Development

EAST COAST DIGITAL PRINTING

100 Southcenter Court, Suite 600
Morrisville, NC 27560
919.388.3981 (p)
866.406.3237 (toll free)
919-388-3986 (f)
Susan Livolsi, Owner/Vice President
joy@ecdprint.com
www.ecdprint.com
Printing

FOX'S PIZZA DEN

124 Morrisville Square Way
Morrisville, NC 27560
919.465.1417 (p)
Andrew Samaj II, Manager/Owner
Andrew Samaj III, Manager/Owner
www.foxpizzadenmorrisville.com
Restaurants & Caterers

HARDIN-BOWLES

1514 Glenwood Avenue, Suite 201
Raleigh, NC 27608
919.232.5080 (p)
919.232.5081 (f)
Hal Bowles, Member-Manager
hal@hardin-bowles.com
www.hardin-bowles.com
Marketing

LULU ENTERPRISES

860 Aviation Parkway, Suite 300
Morrisville, NC 27560
919.459.5858 (p)
919.459.5867 (f)
Michelle Robie, Director of Partnership Services
mrobie@lulu.com
www.lulu.com
Publishers

WSI (We Simplify the Internet)

P.O. Box 1701
Cary, NC 27512
919.467.9180 (p)
Wayne Eng, Internet Business Consultant
weng@wsimarketing.com
www.wsimarketing.com/weng
Internet Marketing

TOMORROW'S TECHNOLOGY TODAY, LLC

121 Vista Brooke Drive
Morrisville, NC 27560
919.889.1441 (p)
Travis Puff, Owner
tpuff@t3-usa.com
t3-usa.com
Manufacturer Rep



Many thanks to our member businesses who made the 2006 Holiday Reception a fundraising success!

Beautiful wreaths, delicious food and the spirit of giving were the ingredients of success in the Morrisville Chamber's annual Holiday Reception on December 7, 2006. Sponsored by **PrimePay**, an extensive provider of payroll and business services, the event featured a bounty of festive wreaths that were raffled off to nine lucky recipients. Funds generated by the raffle were donated to the **Progress Energy** Neighbor Fund which helps families in our community who struggle to pay their heating bills during the winter months.

The gorgeous handmade wreaths were provided by the following member businesses: **Brickman Group** (also supplied the Chamber with its beautiful Christmas tree), **Colony Tire & Service, Events Associates, Initial Tropical Plants, Mimi's Morsels, Morrisville Chamber of Commerce, Preston Development Company, Staybridge Suites** and the **Town of Morrisville**.

Reception attendees were treated to a Taste of Morrisville that featured the delicious cuisine of more than a dozen local restaurants and caterers. Many thanks to the following participants: **Babymoon Café, Biaggi's Ristorante Italiano, Capitol Coffee Systems, Cookies by Design, Cracker Barrel, Cuisine's Catering, Culligan's Water of the Triangle, Georgina's Pizzeria, Honey Baked Ham Company, Jersey Mike's Subs, Lina's Café & Catering, Quizno's, Red Oak Brewery, Rub's Smokehouse, Saffron Restaurant & Lounge, Sam's Club, Victoria's Sweets, Village Deli** and **Williamson House**. We appreciate your constant support!

Congratulations to Henry's Gelato on its January 10, 2007 Grand Opening!!



Located in Preston Walk shopping center at the intersection of Cary Parkway and James Jackson Road, **Henry's Gelato** offers authentic Italian gelato and other tasty treats! Visit www.henrysgelato.com to learn more about the gelato served, as well as the interesting story behind the creation of this unique eatery. Joining Henry and his wife is Mayor Jan Faulkner, commissioner Liz Johnson, Chamber president Jodi LaFreniere and board member and general contractor for the project, Terry Poythress.

Congratulations to Contours Express on its January 19, 2007 Grand Opening!!



Contours Express is a gym exclusively for women. It features circuit training, cardio equipment, and group classes such as aerobics, kickboxing and Pilates. The gym is located in McCrimmon Corners at 4117 Davis Drive. For more information, visit www.contoursexpress.com/morrisvillenc.

Special Thanks to Our Newest 110% Members!

The following Chamber members contributed an extra 10% over their annual investment to create a designated fund to help offset the cost of the Chamber's Phase II building plan. The following businesses became 110% Members between the dates of December 5, 2006 and January 9, 2007:

Dr. Edward S. Bailey, DDS
Hipage Company, Inc.
Mulkey Engineers & Consultants
Natland International Corporation
Optometric Eye Care Center,
Preston Plaza

Peak 10, Inc.
Quarry Integrated
Communications USA, Inc.
Dr. Lisa N. Ribaudo-Powell,
DMD, MS, PA

SFO Real Estate Investments
Shelco, Inc.
Strayer University
The Properties Group
Triangle Tennis
Wolfpackaging Industries, Inc.