



VSAE Award of Excellence winners (from left) **Richard Johnstone, Jr.**; **Lisa MacArthur**; and **Wilmer Stoneman, III, CAE**; with VSAE President **Barbara Homiller, CAE**.

VSAE's highly anticipated and most popular Awards Luncheon & Silent Auction was a success. Nearly 260 members and guests enjoyed the festivities at the Hilton Richmond Hotel & Spa at Short Pump, including participation in the Silent Auction, the proceeds of which support both VSAE and the local charity **Log A Load For Kids Foundation**.

The highly coveted VSAE 2016 Awards of Excellence were presented to three very special and deserving members who reflect the best in the association industry. Congratulations to the following award recipients.

**CEO AWARD OF EXCELLENCE**

The CEO Award of Excellence is the highest award VSAE can bestow. This award is given annually to an outstanding association professional who has been nominated by his peers in recognition of his leadership and achievement.

**Richard G. Johnstone, Jr., President & CEO, Virginia, Maryland, and Delaware Association of Electric Cooperatives**

Richard was hired by VMDAEC in 1985 as Editor of *Cooperative Living Magazine*. In

*continued on page 5 >*

## Dr. Holsworth To Discuss Virginia Politics at January Meeting

For the nineteenth year, Dr. Robert Holsworth, of DecideSmart, will present at the January Monthly Luncheon & Seminar on Virginia Politics.

The 2016 election results made history, resulting in changes in the political landscape that will not only affect your country, but also your association, your industry, and state.

Dr. Holsworth is a local analyst with a Ph.D. from the University of North Carolina at Chapel Hill and is a retired VCU professor where he taught courses in Virginia politics, American politics, and political theory.

Join VSAE on Friday, January 6, at The Jefferson Hotel to hear Dr. Holsworth's insights on what to expect in 2017.

### NEXT EVENT

#### JANUARY MONTHLY LUNCHEON & SEMINAR

Friday, January 6, 2017  
The Jefferson Hotel

**SCHEDULE**

Registration..... 9:45 a.m.  
Presentation..... 10:00-11:00 a.m.

**"HOW TO GET THE MOST OUT OF YOUR VSAE MEMBERSHIP"**

Reception..... 11:00-11:45 a.m.  
Luncheon..... 11:45 a.m.-1:30 p.m.

**"VIRGINIA POLITICS 2017"**

*Dr. Robert Holsworth, DecideSmart*

**Register online at [vsae.org](http://vsae.org).**

### UPCOMING EVENTS

#### FEBRUARY MONTHLY LUNCHEON & SEMINAR

Friday, February 3, 2017

**"CREATING VALUE THROUGH THE PROSPECT POINT OF VIEW"**

J.J. White, Executive Director  
Dale Carnegie Virginia  
Omni Richmond Hotel

#### MARCH MONTHLY LUNCHEON & SEMINAR

Friday, March 3, 2017

**"BUILDING A DATA CULTURE FOR SUCCESS" and "THE KEY TO CREATING DISRUPTIVE CHANGE-DATA"**

Bryce Gartner, Chief Experience Officer & Founder, ICIMO  
Hilton Richmond Downtown

**Check out all events at [vsae.org/upcoming-events](http://vsae.org/upcoming-events).**



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## VSAE Supports Log A Load For Kids



**Paul Howe, CAE, CF**, VA Forestry Association; **Barbara Homiller, CAE**; **Nikki Robertson**, Log A Load For Kids; **Susan Jennings**, VA Forest Products Association; and **Ron Jenkins**, VA Loggers Association; with a check for VSAE's donation to Log A Load For Kids as a result of donations from the Silent Auction and Mustache Challenge.

As a result of the strong support from this year's Silent Auction donors, VSAE was able to make a generous contribution to the **Log A Load For Kids Foundation**. This money will go toward helping improve children's health through treatment, education, and research. A portion of the proceeds also came from an additional fundraiser this year, the "Shave Rick's Mustache" Mustache Challenge, as well as from two Grand Prize live auction items. Thank you to all who donated for your continued support.

Log A Load For Kids began in 1988 when loggers and others in the forest products community donated the value of a load of logs to their local Children's Miracle Network (CMN) hospital and other local children's hospitals.

Congratulations to **Danny Mitchell, III, AAI, AAI-M**, of Independent Insurance Agents of Virginia, who is the November meeting evaluation prize winner. Danny won a one night stay in a suite at the **Crowne Plaza Richmond Downtown** with breakfast and parking included.

## MEMBER SPOTLIGHT

**Rhea Steele, CAE**  
Chief Operating Officer, Council for the Accreditation of Educator Preparation



### What are you working on that's new and different?

One of the projects I'm working on right now is developing the core values for our organization in collaboration with staff. Our goal is to use them as the foundational component of a redesigned annual evaluation process.

### What do you like most about your job?

The people. We have such highly motivated, smart team members, I always feel as if we can tackle any challenge, especially when we work together.

### What drew you to the association industry?

I'm one of those who fell into the association industry by accident. What's kept me here are the constant opportunities for learning and growth while being in service to others.

### What is the biggest issue facing you as an association executive?

My organization is in the midst of significant process and culture change, so my biggest challenge is staying up-to-date on association

best practices and cutting edge thinking about organizational dynamics while continuing to drive forward our change efforts on a day-to-day basis.

### What do you enjoy doing in your time away from work?

I try to get out of the city and outdoors (hiking, camping, etc.) as often as possible.

### What three words best describe you?

Driven, unflappable, fun-loving

### What's the most important lesson you've learned in the last 3 years?

Having made a job change in the past year, I would say the most important lesson I've learned is to take the time to pause and view a situation through as many perspectives as possible before taking action.

## Court Blocks DOL Overtime Rule

The U.S. District Court in Texas has blocked the Department of Labor's overtime rule from going into effect on December 1. The emergency motion was granted at the request of 21 states, ASAE, the U.S. Chamber of Commerce, and other like-minded organizations. The lawsuit was filed on the grounds that the DOL has overstepped its authority and put forward an onerous regulation that has to be stopped before the implementation date. From the beginning, ASAE has said it is not against an increase in the salary threshold for overtime eligibility, but doubling that threshold and creating a "one-size-fits-all" measuring stick for overtime eligibility across the country is just not workable for many employers and could do more harm than good for many affected employees as well.

Judge Amos Mazzant of the U.S. District Court for the Eastern District of Texas granted a nationwide preliminary injunction

against implementation of the DOL overtime rule. The judge granted the injunction as it "preserves the status quo while the court determines the department's authority to make the final rule as well as the final rule's validity." In this injunction, the court ruled the regulation exceeded the authority granted to the DOL by Congress.

The decision was only temporary, but it delays the implementation from taking place as planned on December 1. The DOL will very likely appeal the injunction.

Over 1,700 emails were sent to Congress by ASAE members from their grassroots portal. Thank you to the many who weighed in with the DOL as they crafted the final rule.

ASAE will continue to monitor this issue closely. To share your thoughts or for more information about the court's injunction, contact the ASAE Public Policy team at [publicpolicy@asaecenter.org](mailto:publicpolicy@asaecenter.org).

# THANK YOU TO ALL OF OUR 2017 PARTNERS

VSAE Partners are Associate members who are actively engaged and financially committed to supporting VSAE and all its programs and services. It is with their support that VSAE is able to keep membership dues low, programs affordable, and services aligned to the needs of members. These Partners have committed to a minimum level of support for 2017 through advertising, sponsorship, and scholarship.

The 2017 Partners are committed to helping VSAE realize its strategic goals of strengthening your association community and delivering value to members. When looking for industry services for your association, VSAE encourages you to reach out to these partners first to see how they can deliver more value to your association and its members.

If you are interested in becoming a partner, there are still plenty of advertising and sponsorship opportunities available to make your mark on the society for Virginia's association professionals. Visit [vsae.org/partnerprogram](http://vsae.org/partnerprogram) for more information.

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The Tides Inn  
Virginia Beach Resort Hotel & Conference Center  
Wyndham Virginia Beach

*Thank You!*

1999, he ascended to the role of Executive Vice President and in August of 2016 was named the association's President and CEO. During this time, he has served VSAE in numerous ways including a long tenure on the Board of Directors and as the organization's President from 2014 to 2015. Richard is receiving this award in recognition of his many dedicated years of service and leadership to VSAE and the association community.

#### ASSOCIATION STAFF AWARD OF EXCELLENCE

The Association Staff Award of Excellence annually recognizes an association staff professional for his contributions to his association and VSAE. Criteria for this award include high integrity, professionalism, peer recognition, a record of success in association management, and consistent leadership and service to VSAE.

#### **Wilmer Stoneman, III, CAE** Associate Director, Governmental Relations Virginia Farm Bureau Federation

Wilmer has been an active member of VSAE for a number of years. He has served in a number of volunteer roles including on the Board of Directors and as President from 2015 to 2016. During his tenure as President, Wilmer's focus on VSAE's Community Service efforts helped the association extend its reach beyond the association industry to helping philanthropic non-profit organizations in the Richmond metro area.

#### ASSOCIATE MEMBER AWARD OF EXCELLENCE

The Associate Member Award of Excellence recognizes a supplier or vendor from the VSAE membership who has distinguished themselves through professionalism and customer service.

#### **Lisa MacArthur, Convention Sales Manager** Virginia Beach Convention & Visitors Bureau

Lisa is an engaged member and the ideal volunteer leader. There are many activities throughout the years that would not have been possible or as successful without her. She has served on numerous committees including chairing VSAE's Silent Auction Committee and overseeing one of the most successful

years for that event. She has also served as a New Member Mentor for the organization helping to welcome new members to VSAE's association community.

#### SHAVE RICK'S MUSTACHE CHALLENGE

A new twist to this year's event was the "Shave Rick's Mustache" challenge, where Rick Eisenman agreed to shave his mustache if another \$1,000 could be raised to support

VSAE and the designated charity. Over \$1,200 was raised and as a result, Rick is now sporting a clean-shaven look, one he hasn't had for over 30 years.

Thank you to all who participated in the 2016 Awards Luncheon and Silent Auction by doing your part in supporting this year's local charity and showing your pride in VSAE.



Top row: Amy Sales, CMP; Cassie White; and Jim Roman collecting canned goods for Central Virginia Food Bank. A portion of the 120 silent auction items awaiting bids.

Second row: Mary Vann and Star McCray enjoying the festivities. The unveiling of Rick Eisenman's clean shaven face as a result of exceeding the \$1,000 goal in the Mustache Challenge.

Third row: Leigh Dicks, CAE; Bruce Keeney; Kelly Burd-Adams; Sally Noona, CMP; and Cheryl Wolfe are all smiles. Rachael Van Liew and Tim Stacer, CMP dressed for the occasion.

## WELCOME NEW MEMBERS

### EXECUTIVES

**Bill Alder**  
United States Geospatial  
Intelligence Foundation  
Sterling

**Melissa Andrews**  
LeadingAge  
Glen Allen

**Kelsey Croston**  
Richmond Association  
of Realtors  
Richmond

**Randy Grumbine**  
VA Manufactured  
& Modular Housing  
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**Doran Hutchinson**  
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**Dana Parsons**  
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**Kyle Shreve**  
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**Sydney Thomas**  
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**Krystalyn Weaver**  
National Alliance of State  
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### ASSOCIATES

**Katie Campbell**  
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The Omni Homestead  
Omni Richmond Hotel  
Richmond Marriott Downtown  
Richmond Marriott Short Pump  
Richmond Region Tourism  
Salamander Resort & Spa  
Wyndham Virginia Beach Oceanfront

## HEALTH CARE CORNER



HHS is predicting health insurance "Obamacare" premiums in the individual health benefit exchanges will be increasing on an average of 25% in 2017. This is prior to the offset of government subsidies and the increases will vary greatly between states. Many insurance carriers are pulling out of the health benefit exchanges which is limiting choices for many consumers. AP Group specializes in working with consumers in the private market. Contact us to discuss your options.

Monty Dise • (804) 423-7700 • [mdise@apgroupinc.com](mailto:mdise@apgroupinc.com)



Your VSAE 2017 membership renewal is now available online.

**PAYMENT MUST BE MADE BY  
JANUARY 31 TO REMAIN ACTIVE.**

Renew at [vsae.org](http://vsae.org).

If you have questions,  
write Tami at [tami@vsae.org](mailto:tami@vsae.org).

## 2017 CALENDAR OF EVENTS

The 2017 Calendar of Events is now available online. Look for it under the Events & Education tab at [vsae.org](http://vsae.org).

Mark your calendar today so you can plan to attend all of the great events offered, totaling about 40 hours of CAE credit in a calendar year.

You can use the Calendar of Events to track your attendance and your hours. The previous 5 years of calendars are available on the VSAE website on the CAE Exam Information page in the Events & Education section.

## PARTNER HIGHLIGHT:

## NEWPORT NEWS TOURISM DEVELOPMENT OFFICE

With its rich military heritage, celebrated maritime history, and world-renowned museums, Newport News is a top city for meeting planners to discover. Minutes from Williamsburg and a short drive to Virginia Beach, Newport News is the ideal location for first-rate accommodations paired with creative local cuisine and boatloads of fun.

- Learn about maritime history at The Mariners' Museum and USS Monitor Center, where the remains of the first ironclad warship are being preserved.
- Visit the Virginia Living Museum to see more than 250 animal species native to Virginia, including 12 that are endangered or threatened.
- Experience the breathtaking beauty of Newport News Park, a 7,700-acre oasis that is nine times larger than New York City's Central Park.
- Visit the oldest golf museum in the United States at the James River Country Club. Most of the items in the museum, which opened in 1932, date back to the pre-1930s when clubs and balls were constructed by hand. Among its many treasures is a map of the Old Course at St. Andrews, drawn on a scroll in 1836.

As the state's fifth most populous city, Newport News can offer your attendees the vitality of a big city coupled with the charm and hospitality of a small town – not to mention the expertise of local professionals needed to pull off a successful, buzz-worthy event.

### CONFERENCE CENTER

The city's conference center, located at the Newport News Marriott in trendy City Center, boasts 25,000 square feet of total space for meetings and events and can accommodate 1,600 guests reception-style. Its elegant grand ballroom, one of the largest in Newport News, offers seating for 880. In the heart of the city's business, shopping and entertainment district, this full-service Marriott overlooks the impressive City Center fountain and provides the picture-perfect setting for meetings.

Enjoy numerous dining and entertainment options in pedestrian-friendly City Center or meet with colleagues in the hotel's restaurant and lobby bar, called Kitchen 740, for great appetizers, mixology, and craft beer. The Marriott's proximity to Christopher Newport University, Busch Gardens, Colonial Williamsburg, and Yorktown makes this a favorite hotel for business and leisure travelers alike.

### NEW OFF-SITE VENUE

No need for Uber when there's a craft brewery within walking distance of the conference center, right? Called "Tradition Brewing Company," the establishment features a 4,200-square-foot tasting room, a 1,450-square-foot mezzanine for private parties, and a 620-square-foot conference room adjacent to a 6,700-square-foot brewing space.

"With the surge in popularity of craft beer, Tradition Brewing is quickly becoming a favorite off-site venue for conference attendees," said Cheryl Morales, Marketing Manager with the Newport News Tourism Development Office. "Planners are able to hold icebreakers and welcome receptions there the night before a meeting starts or they can use the conference room for a fun 'Beer 101' educational event with a panel of brewers sharing their best practices."

Brainstorming is also in the works for themed events that may appeal to meeting planners,



such as executive dinners or craft beer galas, as well as team-building activities and competitions like trivia night, corn hole tournaments, oyster shucking, and "beer & board" games.

## WANT MORE INFO? CONTACT:

**Cheryl Morales**, Marketing Manager  
Newport News Tourism Dev. Office  
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cmorales@nnva.gov  
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# AROUND THE COMMONWEALTH



**Kathleen Bozis** has left the Medical Society of VA and is now the Director of Marketing at Dunbar Milby Williams Pittman & Vaughan.

Charles Ryan Associates recently honored **Jeff Southard**, Executive Vice President of the Virginia Transportation Construction Alliance, by presenting him with their "Charlie Award." Named after company founder Charles "Charlie" Ryan, the award recognizes outstanding professionals who demonstrate a strong dedication and commitment for excellence in the field of communications.

Jeff was chosen for his dedication to Virginians for Better Transportation (VBT), telling the story of the successes of HB 2313 across the Commonwealth and continuing to advocate for even more transportation dollars.

**Wyndham Virginia Crossings Hotel & Conference Center** has earned the 2015 Hotel Quality of the Year award by Wyndham Hotels & Resorts, which recognizes the hotel with the highest customer quality scores.

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2924 Emerywood Parkway  
Suite 202

Richmond, Virginia 23294

PHONE: (804) 747-4971

FAX: (804) 747-5022

EMAIL: [info@vsae.org](mailto:info@vsae.org)

WEB: [vsae.org](http://vsae.org)

**Brandon Robinson, CAE**  
*Editor*

**Lorraine Meade**  
*Content, layout, and design*

**Art and Editorial Deadline for January Issue**  
December 20

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Contact the VSAE office at  
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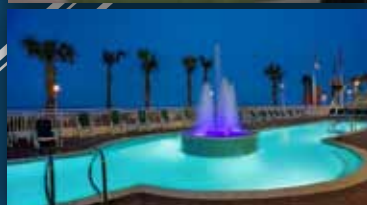
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