

March 2013

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VOL. 7, ISSUE 3

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In this issue, *Inside Williamsburg*, we wanted to focus on some of the people who are making good things happen in our community, but who may not always get a curtain call. These are individuals who may quietly lead by example or bring about positive change through their actions, but they may not be the first person you think about within their company or organization. They are the unsung heroes in our midst.



Meredith Collins, Publisher

Some of these folks we write about in this issue harness their creative efforts in ways that take a tremendous amount time, focus on detail and unwavering dedication behind closed doors so that others can be the visible examples of their talented handiwork. Still others are behind the scenes in mentoring positions, planning, development and research. Their good work is hidden from most of us in our day-to-day lives, but revealed to us through their many successful accomplishments. Like subterranean seismic activity they are the unseen movers and shakers in our midst and we are grateful for the opportunity to bring them into the limelight within these pages.

We all know of someone who we could have interviewed for this issue because Williamsburg is home for many talented, community-oriented individuals who are not always the focus of attention, but who still make a difference in our community. We invite you to learn about the folks we were able to interview and we hope you enjoy the stories they share. NDN

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THE SMELL OF DIRT

By Alison Johnson

During her early days as an archaeologist, Bly Straube was where most people think the excitement in her field is: digging in the dirt looking for artifacts from hundreds of years ago. When she initially received an offer to work in a laboratory where those artifacts are cleaned, preserved and catalogued, Bly wasn't too happy.

That feeling didn't last long.

"I thought it would be just a way to get a foot in the door to get a full-time job out in the field," she says. "Then I saw this whole other world, and I just fell in love with it.

There is so much that goes on behind the scenes. A lot of discoveries are made in the lab because it's our first chance to look closely at objects, to clean them up and see what we've really found."

As Senior Archaeological Curator for the Jamestown Rediscovery Project of Preservation Virginia, Bly supervises the care of all artifacts once they come out of the ground. The meticulous process includes washing, sorting, numbering, weighing, measuring, conserving, computer cataloging and storing the finds, which now number around two

million objects. Bly also develops exhibits for the Archaearium, the museum at Historic Jamestowne.

A passionate researcher, Bly consults with colleagues and students around the world and works to connect artifacts with available historical records. She has written a book on the Archaearium, contributed to numerous journals and books and appeared on television specials including the History, Discovery and National Geographic channels. She is also pursuing a Doctorate in Archaeology and Ancient History at an English university.

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After months of debate, The American Taxpayers Relief Act of 2012 was finally passed by Congress which makes permanent many of the Bush-era tax cuts while increasing income tax rates and other provisions for higher income taxpayers. Here is a summary of the major changes:

1. The estate tax exemption, gift tax lifetime exemption, and multi-generation tax exemption all remain at \$5 million, adjusted for inflation.

2. Estate and Gift tax rates increase from 35% to 40%. This is a uniform rate for both lifetime gifts and estate transfers.

3. The Act preserves the concept of exemption portability. This provision allows a surviving spouse to elect to receive the unused applicable exemption of a deceased spouse.

4. The annual exclusion gift amount increases to \$14,000 (from 2012's \$13,000).

5. The legislation retains the current ordinary income tax rates, and adds a new tax rate of 39.6% for taxable income over \$400,000 (single) and \$450,000 (married filing jointly).

- The Act retains the 0% long-term capital gains rate for those in the 10% and 15% tax brackets.

- Taxpayers in the 25% through 35% tax brackets will have a 15% long-term capital gain tax rate.

- Taxpayers in the 39.6% tax bracket will pay 20% on long-term capital gains.

6. The 2% reduction in Social Security payroll tax rates expires. Withholding amounts will be adjusted accordingly, generally resulting in less take-home pay for many taxpayers.

In addition, this article identifies important state law changes that have occurred over the last several years that affect most estate plans.

1. In July 2010, Virginia adopted the Power of Attorney Act to address problems with POAs

executed prior to 2010. The New statute (1) improves portability from state to state; (2) encourages acceptance of powers of attorney by third parties (i.e. bank, insurance, etc) by providing protection for good faith acceptance of a power of attorney by third parties; (3) includes legal remedies if a third party refuses, absent good faith, to honor or accept the power of attorney; and (4) includes safeguards, remedies and sanctions for abuse by an agent.

2. In July 2009, the Virginia Health Care Decision Act incorporated into one document the Health Care Power of Attorney, Living Will and Anatomical Gift Form – called the Advance Medical Directive. In addition to naming an agent, you also may use your Advance Medical Directive to give specific instructions about all forms of health care you do or do not want. All estate plans should have the new Virginia Advance Medical Directive.

3. In 2004 Virginia changed its trust law to allow inheritances to remain in your trust, fully accessible to children or beneficiaries during their lifetime, yet protected from the children's predators, creditors, mismanagement, greedy in-laws, failed marriages and Federal Estate Taxes at the child's death. This State law change allows for the establishment of a subtrust for each of your children at your death that can continue indefinitely on a multi-generation basis just for your bloodline descendants or specifically named persons.

For more information on the above state law changes and the new tax law, plan to attend one of our workshops. For dates, times and locations, visit our website at www.ferrisandassociates.com. If you prefer, schedule an in-office estate plan review conference with one of our attorneys, call our office at (757) 220-8114.

Now 65, Bly has worked on archaeology projects in the Williamsburg area since 1973 and has been with the Jamestown Rediscovery Project for 19 years. That excavation, which began in 1994, covers 23 acres of Jamestown Island, including the fort, built by the English when they first arrived in 1607, that historians once believed had long ago washed out to sea.

The wide range of items used by those first settlers, from tools and weapons to musical instruments and games, offer a far more complex view of America's birthplace than the common narrative of struggle and death. The fact that she is a child of English parents – her father worked at the British Embassy in Washington, D.C. – only makes her passion for telling that real story stronger.

"It's like a big detective story that we're bringing to life," she says. "You never know what's going to come in next. I am never, ever bored."

Still, handling an object that has been buried for hundreds of years can be painstaking work. Depending on size and composition, preparing an artifact for storage or exhibit can take months. Iron objects such as armor or belt buckles are among the toughest to preserve because they come out of the dirt coated with thick brown rust that makes them look, as archaeologists say, like "fried chicken."

If an item is in good shape, conservators in the laboratory and storage area – called "the Vault" – can run an electrical charge through a solution to make rust fall off fairly easily. More often, however, the team has to use a gentler but slower process called air abrasion that relies on a very fine powder spray. Conservators then soak the object to remove salts, dry it completely, apply a clear protective coating and store it in the "dry room," which is controlled for temperature and humidity.

"You still have to monitor them constantly after that," Bly explains. "There's no way to get rid of every bit of salt, and that will work its way to the surface and create a rust spot that you have to clean."

Laboratory staffers have cataloged about 1.5 million artifacts, which go into the dry room, locking metal cabinets or acid-free boxes on rolling shelving. At least 500,000 more items are lined up in paper bags waiting for processing – and field archaeologists are still digging.

On a regular basis, someone will burst into the lab with a "super find" that will take over the conservation team's attention. Just one example was an ivory pocket sundial for telling time, although it was calibrated for Northern Europe and probably wasn't entirely accurate in Virginia.

"I guess it's like their version of a smartphone," Bly says.

The biggest challenge of her job, she says, is "finding the time to do everything that I want to do. If only I could clone myself!"

As a child growing up in Vienna, Virginia, Bly knew she didn't want to follow the usual career paths for women at the time, which were teacher, secretary or nurse. She majored in anthropology, or the study of human cultures, in college at Chatham University in Pittsburgh, Pennsylvania and was accepted into a graduate program at the University of Minnesota.

Once Bly got to Minnesota, however, she didn't like the cold weather and couldn't find a place to live. So instead of starting school, she camped her way across the country to California, where she knew she could stay with friends. "California was the place to go if you were a

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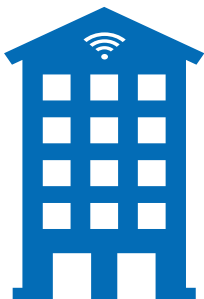
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young person,” she says.

There, Bly signed up for a class in archaeology at San Francisco State University and went on her first dig at a 19th-century Native American site. Homesick for the East Coast, she sent a letter to Ivor Noel Hume,

that launched her current career as a historical archaeologist.

Historic Jamestowne, in her eyes, “is such an important place. It’s where the foundations of our country began. New England and the Pilgrims have had such prominence, but that

working on the doctorate she’s pursuing at the University of Leicester in England. She’s focusing on coins and tokens from Jamestowne, and again her family roots have deepened her connection to the subject: her great-grandfather once was Keeper of the Royal Mint in England.

She plans to finish her dissertation by June and hopes to tackle a book about the Jamestown collection next. A wife and mother of one son, 23-year-old Christian, Bly’s interests include

“It’s like a big detective story that we’re bringing to life. You never know what’s going to come in next. I am never, ever bored.” ~ **Bly Straube**

a famous British-born archaeologist working in Williamsburg, asking if he could give her a volunteer position. “I was a naïve, bold young student,” she remembers with a laugh.

Hume suggested she write to another prominent local archaeologist, William Kelson, who was overseeing a dig at what is now Kingsmill on the James. Bly started there as a volunteer in 1973 before landing a part-time job and then, in 1974, the laboratory position

happened 13 years after Jamestowne.”

One career highlight was giving the Queen of England a tour of the museum in 2007. “It was supposed to take 13 minutes, but it lasted 45,” she says. The encounter inspired her to reclaim her British citizenship; she’s now a dual citizen.

Bly, who has a Master’s Degree in American Studies from the College of William and Mary, spends many nights and weekends

traveling for research or pleasure, photography, books and dance (she took ballet classes until she was about 50). While she doesn’t often miss digging – especially the hot summer days, mosquitoes and back and knee strain – she still loves the smell of dirt.

“When you know it’s full of objects, it just smells rich,” Bly Straube says. “But I wouldn’t trade jobs with anyone. I’m right where I want to be.” NDN

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Foundations *for the* Future

By Lillian Stevens



It might appear to some as though new buildings are popping up overnight on or adjacent to the campus of William and Mary. Not true. From concept and funding – to design and development – new

buildings are months, if not years, in the making. While the university's Office of Administration oversees major facilities and space planning, there are other entities – like the William

and Mary Real Estate Foundation – which also play a role in shaping the academic landscape.

An independent volunteer board of nine directors leads the Foundation and serves as

advisor to Nancy Buchanan, its Executive Director since early 2007.

The William and Mary Real Estate Foundation is fairly new on the scene at the college which is

celebrating its 320th birthday this year. Created in 2006, the Real Estate Foundation is a non-profit corporation charged with buying, selling, leasing and developing real properties



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to support the educational goals of William and Mary. That kind of support takes the institution beyond classrooms and dorms and mixes in student retail, restaurants and entertainment.

Nancy hails from Virginia Commonwealth University (VCU) where she served as Director of Real Estate and Insurance Services. She has spent virtually her whole career working in the real estate field. She loves all aspects of real estate, except for one: "I'm not an extrovert," she says. "So to go out and sell commercial real estate is not something I ever wanted to do."

Her background in real estate appraising, acquisition, leasing and property management translates easily to her current position.

"When you have the opportunity to create a real estate foundation from scratch – for the second oldest institution of higher education in the United States – well, let's just say it's a challenge I couldn't refuse," Nancy says.

"As an appraiser, you do a discounted cash flow analysis to determine what the value of a property is," she explains. "When the Real Estate Foundation proposes to buy a building, I do a discounted cash flow analysis so that my Board understands whether or not we will make a profit, whether we can pay the debt service, whether the numbers work for us."

The numbers are working at Tribe Square, perhaps the most visible of Nancy's work on campus thus far. A combined living and dining facility geared toward students, Tribe Square is located off campus on Richmond Road next to the WAWA convenience store. The three-story brick structure consists of 14 student apartments on the second and third floors and a variety of popular restaurants including The Crust, Mooyah, the Pita Pit and Subway Café on the ground floor.

It did not pop up overnight.

"At first, I thought that I was going to hire a team that included a developer, an architect and a contractor," Nancy says.

With help from local zoning attorney Vernon Geddy, III, she quickly hired an architect (Boynton Rothschild Rowland Architects) and a contractor (Hourigan Construction). As it turns out, Nancy wound up serving as the developer of the project, which was financed with nontaxable bonds issued through the Williamsburg Economic Development Authority – and then purchased by Heritage Bank.

The first step was to convince the City of Williamsburg and the surrounding community that Tribe Square would be a good thing for the college community as well as the Williamsburg community. The site, which formerly housed the university's human resources and payroll offices, had to be rezoned; exceptions were required to provide for height and parking.

"It was a very involved rezoning case," she says. "At VCU, I bought a lot of properties and I oversaw leasing and property management there, but I didn't deal with zoning." Reed Nestor, the City's Planning Director, and Vernon Geddy helped her create a zoning district.

Next came the design phase, which can be the most challenging part of a project – and Tribe Square was no exception. "Because of the prop-



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erty's location, we also had to go in front of the Architectural Review Board to make sure that the design was appropriate," she explains.

Early designs were too contemporary for some, but eventually a design was submitted that everyone, college and community, liked. And they liked it a lot. Once that design was approved, the structure was built and then Nancy began lease negotiations with William and Mary for the student housing portion.

"It's a master lease between the Real Estate Foundation and the university. William and Mary, in turn, leases individual bedrooms to students. Each of the 14 Tribe Square apartments includes four bedrooms and two baths, as well as a kitchen and a living/dining area."

Early on, the Real Estate Foundation hired Richmond-based Cushman and Wakefield/Thalhimer to manage the property. Also, Harvey Lindsay Commercial Real Estate was brought on board to secure the retail tenants which, of course, turned out to be restaurants.

"The idea was to have options and give the students more choices," Nancy says. "Interesting that not only do we have four restaurants at Tribe Square but there is now a renovated deli and another pizza restaurant a stone's throw away. So we think that the local business owners have been encouraged by Tribe Square's success."

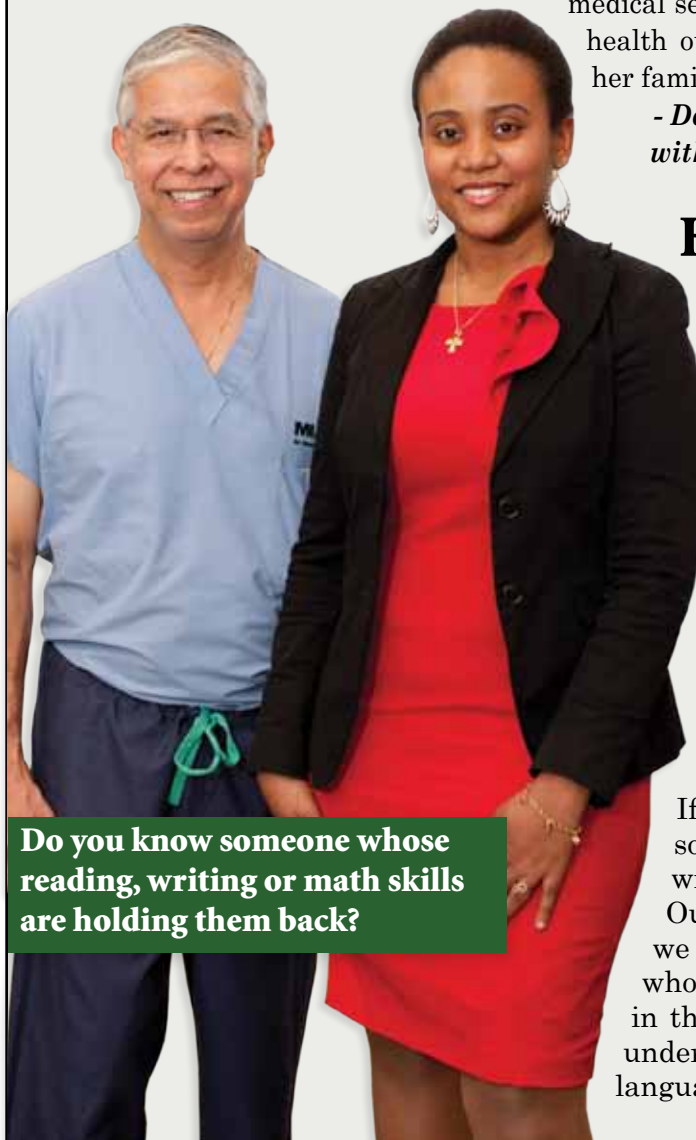
The venture has exceeded Nancy's expectations on all levels. While there were a few speed bumps on the road to progress, Nancy especially loves it when someone says that "the building

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looks like it's always been there.”

Today, all of the stakeholders are happy and business is booming. “When you create something from scratch and jump through all of

beyond. Well-known in commercial real estate circles all over the Commonwealth, Nancy is the past president of the Association of University Real Estate Officials (or AUREO, which

people at the colleges and foundations in the Commonwealth,” she says. “If you have a question about a deal I’m doing – or I have a question about your deal, we just help each other out. We talk about the projects we’ve done and the deals we want to do and how they’re being done.”

This past fall, Nancy was awarded the prestigious Lessenger Award in recognition of her leadership and service

“The idea was to have options and give the students more choices.” ~ Nancy Buchanan

the hoops that come with getting a project up, leased and opened on time – and we did open on time – it is pretty amazing.”

In terms of the future, it might be hard to top Tribe Square, but Nancy is optimistic that she will find another property to develop – one that will similarly benefit the university and the Williamsburg community.

Her fingers are on the pulse of the campus and real estate communities, both locally and

she pronounces “oreo”), an international organization whose mission is to advance the common interests of colleges and universities relating to real estate administration.

Once each quarter, Nancy and her colleagues at other schools get together, rotating among their respective campuses. During those visits, they enjoy learning about each other’s projects.

“We actually created our own little Virginia AUREO which is made up of the real estate

to AUREO, to the higher education community, and to William and Mary’s Real Estate Foundation.

“It’s AUREO’s highest award and I was very flattered to win it,” she says.

While this type of recognition is uplifting, it is also complemented by the fact that Nancy gets to work for the second oldest university in the country. It just doesn’t get much better than that. NDN



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DEREK MASON

BRINGING US HOMETOWN RADIO AND MORE

By Susannah Livingston



Sometimes a radio station isn't just a radio station. Sometimes a sales manager is much more than he appears to be.

Take Derek Mason, General Sales Manager at Williamsburg's popular radio station 92.3 FM The Tide. Derek was a key player behind the scenes when The Tide hit the airwaves in June, 2005. Since then, the business has grown in several new directions, now encompassing the classical-music station BACH FM and the popular daily online newspaper, WYDaily.com.

For Derek it all started in early 2005. Tom Davis, an entrepreneur whom he had met

while going to school and working in Amherst, Massachusetts, had seen a promising niche for hometown radio in this small, flourishing city in Tidewater Virginia.

"Tom gave me an offer to move back East [from Colorado] and start a radio station in Williamsburg. I'd never been here. I literally just pulled in and started working!" Derek says, smiling broadly.

Derek loves working with people. He grew up on Cape Cod, where he worked most summers in some aspect of the service industry.

"I learned how to work with different kinds

of people in all different kinds of settings," Derek says. "It's definitely my favorite part of the job - working with people inside and outside the building."

Still, the early days with The Tide were nothing Derek could have fully prepared for, despite his Degree in Marketing and Management and two years of work experience. He spent long weeks getting to know the community and laying the groundwork for the new business.

"I was calling people, saying, 'Hey, we're starting a radio station - want to advertise?' It was one of the hardest sells, I tell you. But it

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was a lot of fun and a great experience, starting from ground zero, working with people and really digging into businesses and learning everything I could," Derek recalls.

The Tide's listenership grew fast, thanks

need for another community station and decided classical was it for Williamsburg," Derek explains. "You can't pull that off in every market." WYDaily.com, the community's only local online daily news source, was established in 2008.

he's currently transitioning from the role of general sales manager to market manager.

"I'm starting to do more with content, more outreach, more partnerships with local non-profits," he explains.

"We've got a tremendous model - an online newspaper powered by our hometown radio stations."

~ Derek Mason

mostly to its Adult Album Alternative music mix, something Tide founder, Tom Davis, pioneered more than 20 years ago. The company set out to establish a sense of local community through trustworthy information and compelling entertainment, and by doing so, also creating an effective marketing tool for advertisers.

"Those are really the two reasons why we exist," he says.

Two years after launching The Tide, Derek helped launch 107.9 BACH FM. "We saw the

The pace of growth kept Derek busy. Even with what Derek calls "a tremendous team," he found himself taking on new and different roles both behind the scenes and out in the community.

"I never had two of the same days. It was wild," he says. "We've had ongoing relationships with hundreds of clients. I was there before we hit the airwaves and it's been really fulfilling to see these relationships flourish."

Derek's job is constantly evolving; in fact,

plays a key role behind the scenes in shaping both the company's overall marketing strategy and the individual ads that are created for local businesses. When a client comes in with an ad, Derek often peppers them with questions in an effort to make the ad better.

"Not all [advertising] reps will take the time to do that," he says.

Despite the success of The Tide and the integrally linked parts of the business that have followed, many local residents don't realize there is

Derek is proud to have helped create several thriving local partnerships, including an agreement with James City County Emergency Services to alert the community to bad weather and other emergencies around the clock. Derek also

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“Not everybody makes the connection between The Tide and BACH FM and between The Tide and BACH FM and WYDaily.com,” Derek says. “We’ve got a tremendous model - an online newspaper powered by our hometown radio stations.”

Derek has nothing but optimism for the future of radio. “Radio isn’t going away. It’s still by far the dominant listening platform,” he says. “Our advantage is that we’re truly local. We have great products and the ability to continuously promote the website traffic using the radio stations and using the daily up-to-date local content - always fresh, always new, always something to talk about.”

Derek loves living in Williamsburg and being involved in the community. He is a member of the Board of Directors of Williamsburg Area Meals on Wheels and the Williamsburg Kiwanis Satellite Committee. In addition, he is involved with the Young Emerging Professionals (YEP) of Williamsburg. He and his wife, local realtor Courtenay Ross Mason, were married in 2007 and have two sons, ages three and five.

While Derek is not yet the full-time market manager, his responsibilities now often stretch beyond the normal limits of his current role. The company now operates radio stations and linked online newspapers in Columbia, South Carolina, and Wilmington, North Carolina, which keeps Tom on the road much of the time.

“The most important thing we do here is connect the community,” Derek explains. He recognizes that it is a privilege to create great local entertainment and help local businesses grow at the same time.

“It’s not a job at all for me,” Derek emphasizes. “I love it. I wouldn’t change a thing.” 



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LUTHER PARKER



Lisa W. Cumming Photography

Running Interception

By Ryan Jones

Luther Parker doesn't bat an eye when he claims the Dallas Cowboys are his favorite football team – and with good reason. Having lived most of his life in an area saturated with rival sports-enthusiasts, he says his choice to go against the grain of Virginia's prominent

fan base is rooted mostly in family tradition – a tradition that surpasses the confines of his own upbringing and dates back to his mother's associations when she was coming of age in school.

"I grew up a Dallas Cowboys fan in the Fox Hill section of Hampton," he explains, "My

mom went to school with a couple of old-school Cowboys players like Mel Renfro, so I was born into it. My dad was a Pittsburg fan, so I can remember my parents having some heated debates on game-day."

Today, Luther's life is reminiscent of an epic

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football game, albeit more from the perspective of a coach than a couch potato. As a supervisor at the Welcome Home Guest House, Luther assists those in Williamsburg who are trying to make a positive start after a period of incarceration. His profession affords him the opportunity to work behind the scenes in the lives of many residents, and, like a savvy football coach, he is able to use his influence to shift momentum in favor of his players when the scoreboard is daunting and the game is on the line. He knows that ultimately, the people in his care will have to forge their own path to success. But he also knows that having a support system in place to offer encouragement and empathy is essential when times get tough. Luther has a unique understanding of the difficulties presented in moving forward after incarceration because he once struggled through similar challenges himself.

“I like to help people because I know what it’s like to have everything taken away,” he says. “When I went through my troubles, I lost everything I had and was living shelter to shelter. I was trying to make ends meet with the slim hope that sooner or later, things were going to turn around. I know how it is when guys come out facing fines and unemployment. It’s really hard for them to get back on their feet, so many of them find themselves right back in the system again. To be able to support guys who are going through similar circumstances is great.”

The Welcome Home Guest House is a pilot project that was launched in September, 2012 as the result of a partnership between the United Way and the Sisters of the Franciscan Brethren. Sharon Gibson-Ellis, Executive Director at the United Way, selected Luther to supervise the house because his past experience and current living arrangements were a near-perfect fit for the job description. The mission of the project, which operates in conjunction with the Virginia Peninsula Regional Jail, is to cushion the oft-times thorny evolution from incarceration to mainstream life. To that end, the house has several bedrooms available, all furnished with donated furniture. The walls are a palette of cheerful colors and the living area provides a respite where residents can gather in their spare time to enjoy camaraderie. For those who don’t have employment or a place to stay, the house can be a catalyst to swing momentum back in the right direction.

“There is a mentoring system already in place inside the jail,” Luther explains. “The mentors make a decision about whether a given person would be a good fit for this particular type of program. Then they get in contact with our organization and give us the background. There’s an interview process before the guest arrives involving select members of the local Re-Entry Council. All of us cram into this little room and we really give it to them. We say, hey this is a good opportunity for you - but we can’t make you succeed. You have to want to succeed. It’s up to each person to look at what happened and use it as a learning experience – to learn from it and say ‘I can do better, and I want to do better’, or succumb to it and say, ‘this is all I know, and I don’t want to go any further.’ Anybody can make a change, but only if they want to.”

Luther says there are many factors that determine a person’s likelihood of succeeding in the Welcome Home program. One of the most important considerations is the state of the person’s mind and heart at the time of the interview.

“There are some guys out there who have done some bad things,” he

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says, "but they genuinely have the heart to want to do better and get their lives straight. Then there are some guys who have done some minor things who want to keep on doing those minor things. That's why the mentorship inside the jail is so important. They are able to give us a pretty good idea of whether or not a person will be a good fit. It's the ones that really want to make positive changes who do well in the program." Luther says that, as with any pilot program, there have been a few twists and turns in the road since he joined in October.

"We're learning as we go," he says. "Overall, it's a wonderful set up. The only thing guests have to concentrate on is finding employment, paying off their fines, and after that, putting themselves in a position where they can move off on their own. There are people behind them every step of the way who want to see them succeed."

Although he is a supervisor, Luther says he does not micromanage the residents at the Guest House. Most of the people in the program have a genuine desire to move forward, and are taking the steps necessary to improve their lives.

"I am in a supervisory role," he admits, "but at same time I can function as a friend. I have to draw the line and keep a little bit of distance, but I think we are all a good team together. It takes a team - not just here, but outside as well - to help these guys succeed. They have to have a support system that will push them just enough, but not too hard. They have to believe they can do it. They have to have the faith to take that one step. Then they can say 'Hey - I'm out. Now I have a job. Next I can start putting away money for fines. Then I can get my license back. Then I can make arrangements for child-support.' Things start to line up and they can see a light at the end of the tunnel."

The success of the Welcome Home pilot program will likely provide Luther with ample opportunity for progress as the outreach expands to include others in need of a fresh start. In the meantime, he continues to keep his head in the game. A glance over his shoulder helps him remember where momentum began to shift for the better in his life, and how it can shift just as powerfully in the lives of others.

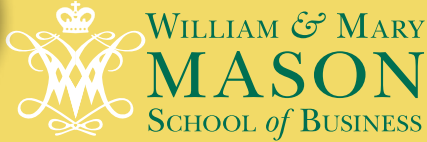
"I was in the Navy for 10 years," Luther recalls. "While enlisted, I was an x-ray technician. I got out in 1996 and worked for a large healthcare provider in Denbigh. Then I went through my troubles. What helped me get through it was my faith in God and my church family. Without them, I would not have made it. My church family really stood beside me and that's what helped me to see that my circumstances didn't have to determine where I was going to be down the line. Just recently, I got my x-ray license back. That's a milestone for me. To have it back - whether or not I ever work in that capacity again - is a real highlight for me. Having lost everything, including that certification, was tough. Getting it back was a big deal."

Luther's positive momentum is contagious at the guest house.

"One guy just joined us at the house before Christmas," he says. "He lost everything while he was incarcerated. Now he's back in school and he just started a job. His whole outlook has changed since he's been out. Now he's got that ball rolling. I like being a part of that." NDN

To learn more about the Welcome Home Guest house contact United Way's Sharon Gibson-Ellis at sharon.gibson-ellis@uwgw.org

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Boyer was named the 2008 National Small Business Person of the Year by the U.S. Small Business Administration and met President George W. Bush so he could publicly recognize Shawn for successfully creating a Web site to help hourly workers find the right job. Snagajob recently capped off four straight years of being recognized as a top-10 Best Small Company to Work for in America when it was selected as the No. 1 company by the Great Place to Work Institute and Entrepreneur magazine. The Company has been awarded multiple other awards for its rapid growth and commitment to its people, culture and community. www.snagajob.com

DARON POPE

Our March 27th Guest Speaker

Mississippi born and New Jersey bred, Daron is equally comfortable talking about Brett Favre as he is Jon Bon Jovi, the Zac Brown Band and Snooki. It's this dichotomous background which allowed Daron to transition seamlessly from College Football Quarterback and Wall Street Wunderkind to Breast Pump Tutorials and sought after Diaper Bags. After Quarterbacking at The College of William and Mary for four years, Daron spent the next decade rising through the ranks of Wall Street—first at Lehman Brothers and later at a boutique investment bank which he co-

founded. While he enjoyed his time in Finance, he found his true calling in the world of maternity clothing and pregnancy education. (Incidentally, there are plenty of Ex-Quarterback-Gone-Financial-Heavyweights in Maternity. They just tend to keep a low profile.)

In the Summer of 2010, Daron took over as President and CEO of both Rosie Pope Maternity and MomPrep. Growing up around Professional Football (Daron's father, Mike Pope, can boast four Super Bowl rings as Tight Ends coach of the NY Giants), you would think that Daron's comfort lay more in locker rooms than dressing rooms. Not the case. Daron has never been happier. The only things he loves more than his job are spending time with his wife, watching her work her incredible magic and helping her raise their ever-expanding family.

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Getting the Right Look

By Rachel Sapin

From the stays and side hoops that provide the enviable silhouettes of gentry women wearing silk gowns at afternoon tea, to the regimental red and blue worn by the fifers and drummers marching through the town square, the devil is in the details for the 28 employees working in Colonial Williamsburg's Costume Design Center. According to the Center's website, its team is responsible for designing around 1,200 costumes for over 800 people, who often play multiple historical roles.

Tom Hammond serves as Supervisor of Research and Design for the Center and is responsible for ensuring the accuracy of many of the garments worn on a daily basis by the historic area's actor-interpreters.

"They're dressed from the top of their head to the bottom of their

feet," he says. "The one thing we don't do is actually produce the wigs." That's because the wigs are produced at the Wig Shop located in the Historic Area.

Born in Long Island, New York, Tom spent his early years between New York and Virginia. He didn't consider sewing until after college.

"I'd always been interested in drawing, and I sort of doodled my way through college," he says. Tom majored in Religious Studies at Franklin & Marshall College in Pennsylvania, thinking he might join the church. It was only when he went on to attend Emerson College in England and started getting involved with theater, that he began to imagine a different path for himself.

The experience at Emerson, in part, inspired Tom to apply for Virginia Commonwealth University's (VCU) Graduate Theater Program a few years after returning to the states, where he hoped to learn the ins and outs of technical theater production. It was at VCU that Tom found a calling in costume design. His master's thesis production was Shakespeare's *Taming of the Shrew* and he enjoyed the time-intensive labor involved in making the play's High Italian Renaissance era costumes.

"In that show, we made everything from the shoes, up through the hats," he remembers with fondness. "I think we laughingly referred to it as 'slave labor' because there were 50 costumes, and they were all as period as one could make them."

For Tom, the most important part of the production was making sure he got the details right. "It's when I can get as close to the original look of a period that I feel

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best about it," he says. "Being able to get the right fabric, being able to get the right look, is one of the reasons why working for Colonial Williamsburg is so gratifying."

If the Colonial Williamsburg Costume Design Center is about anything, it's about the details. From the length of a sleeve on a lady's gown, to the correct number of buttons on a tradesman's jacket, everything is scrutinized against historical evidence. Even the hand-made leather gloves worn by the actor interpreting George Washington are based on a pair Washington himself wore.

Whereas 19th-century America was widely documented with the invention and popularization of photography, Colonial American wear remains more mysterious to historians.

"There are not that many pictures and drawings of people in Williamsburg of the period," Tom says. "Those that could afford to have their portraits painted, were a very small part of the society."

Most inhabitants at that time were rural laborers, slaves or indentured servants. "They

had to spend their money on their housing and their food, and very little on their clothing or creating images of themselves," Tom adds.

You might call Tom a sort of costume detective for the work he does at Colonial Williamsburg's Costume Design Center. The lack of visual information pertaining to the 18th-century makes the work of creating accurate period dress much like putting together puzzle pieces.

"I look at antique clothing, I go to the library and do research, and look at old books, old prints and see what other people have come up with," he explains. In addition to filling in the gaps with his own research, Tom still uses much of the antique and period clothing collected over the almost 80 years that Colonial Williamsburg has been costuming interpreters.

Something else he's learned from working with the costumes at Colonial Williamsburg: fashions may change, but people and their whims have generally stayed the same.

"The psychological factors that make up a person, and the economic status, the way peo-

ple think about money and that sort of thing, I think are very similar," he says of an 18th-century person versus a 21st-century person. "So, we can still laugh at 18th-century plays for example, because the jokes are not so far from the jokes that we would laugh at in a 21st-century movie."

Still, Tom remains sympathetic to designing with the present in mind. "These are 21st-century people," he says of the actor-interpreters he outfits, some of whom must wear heavy linen and wool as tradesmen and laborers. "They're not 18th-century people, so they have certain demands on comfort level, and some of them are not used to being outside in the summer all day long. Most of them stand on their feet all day long so we have a certain amount of leeway as far as what the shoes look like. There are compromises all over the place."

For all of the compromises he makes in order to bridge an aesthetic gap that spans hundreds of years, Tom wouldn't change a thing.

"For me, it's a lovely job," he says without hesitation. NDN

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A Musical Life

By Brandy Centolanza

Anyone who has ever enjoyed a show in one of the theatres at Busch Gardens in Williamsburg has Gary Lensenmayer to thank.

Gary is the theme park's audio manager and music director. He arranges the bulk of the music for the park's shows. Gary, an Ohio native, has been with Busch Gardens for more

than two decades, arriving in 1991 following a stint as music director at Cedar Point, a popular amusement park in Sandusky, Ohio.

Gary applied for the position of music director at Busch Gardens at the suggestion of a friend because of the park's "great reputation" and he has never looked back.

"What I like about my job here is that I get to do so many different things," Gary says. "There's lots of variety."

His duties include ensuring the microphones and sound systems are up to par in all of the theatres, aiding with performer auditions and, most importantly, composing the music for

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shows in Das Festhaus, Abbey Stone Theatre and Il Teatro di San Marco, as well as the music for the brass bands and other instrumental and singing groups that perform throughout both Busch Gardens and Water Country USA. Gary writes scores for full orchestras, quartets and everything in between, not only for the summer seasons, but for Howl-O-Scream and Christmas Town too.

“One day I could be doing German polka music; the next I could be doing Irish step dancing or Broadway music,” he says. “My job never gets old. Growing up, I listened to a lot of Broadway music, but I also liked R&B and Motown, Dixieland music and Pop songs. I think that’s really helped me with this job. There is no one type of music. I can appreciate all the types of styles.”

Gary takes up to six weeks to prepare a score, depending on the year or project. Last year, he arranged the music for *Entwined: Tales of Good and Grimm* at Das Festhaus as well

as the Howl-O-Scream shows *Dig It Up* and *Night Beats*.

“That was a lot of writing in one year,” he says. “I was pretty busy. Deadlines can be challenging, but they can be fun too. I like to come

the performers is just as fulfilling.

“I really enjoy working with the musicians, and to see them go off and start their own careers after being here, and be successful is also very rewarding,” he says.

“I really enjoy writing for this park. To go out there and see people really enjoying these shows is very rewarding.”

~ Gary Lensenmayer

in here and throw myself into something until it gets done.”

The best part of his job is watching everything unfold on stage.

“The first few rehearsals are when it gets really exciting, and when you know that it’s going to be something special,” Gary says. “I really enjoy writing for this park. To go out there and see people really enjoying these shows is very rewarding.”

Collaborating with the rest of the crew and

There are a few memorable shows that Gary has been a part of during his time at Busch Gardens that are dear to his heart.

When Gary first began his career at the park, he was asked to compose the music for “Totally Television,” a show which featured entertainer Dick Van Dyke on video as the host. The show, a musical review of top TV theme songs and commercials, ran in the early 1990s and also starred actor Taye Diggs. The show’s opening number, *On the Air*, was an original by Gary.

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"To write an arrangement for Dick Van Dyke and to hear him sing it was really great," he says.

Gary also wrote *Rockin' the Boat*, another song for the show of the same title, which also ran in the 1990s.

"The songs follow the fun and romance of a cruise ship, and along the way the Captain sees how talented a young stowaway is and invites her to stay aboard," Gary explains. That show, he says, "really showed off a lot of the talents here at the park. It was a lot of good music and dancing, and a good story."

More recently, Gary collaborated with famous Irish dancer and musician Colm O Foghlu on *Celtic Fyre*, a popular Irish dance show currently running at Busch Gardens. Gary is also proud of the number *With My Friends*, which the Sesame Street characters sing to the park's youngest guests throughout the day on the Sesame Street Forest of Fun stage.

"That was cool, having Elmo and Cookie Monster sing my song," Gary recalls hearing it for the first time. "To hear Cookie Monster singing a song I wrote, that's when I knew I [had] made it," he says with a laugh.

Gary looks for inspiration as often as possible from his colleagues. "I've worked with a lot of great producers and directors," he says. "I try to match the music with what I can see visually happening on the stage."

In addition to writing scores, he also enjoys the technical side of the shows.

"I like to play with the microphones, the wires, and synthesizers, to make new sounds."

He feels that not only should musicians know how to sing or play an instrument, but they should also know how to work a computer and equipment.

"I'm finding today that musicians really need to know both disciplines," he says.

Tending to all of Busch Garden's musical needs provides Gary with little free time, though when he does have a spare moment, he prefers to spend time with his wife, Terri, an elementary school music teacher, and their three teenagers. He hopes to remain with the theme park for years to come.

"I'm in a really great spot here," Gary says. "I get to write music and play with electronic toys. Between Dick Van Dyke and Cookie Monster and Abby Cadabby, it's been great." NDN

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Life On The Green

By Narielle Living

Jeff Winters, Head Golf Professional at the Golden Horseshoe Golf Club, loves combining history with golf. The course is built on the original 577 acre site of John Saunders' 18th century house. The remains of the house foundation were excavated in 1962, and the current course was designed later that decade.

"We have a world-class golf course here that is actually part of Colonial Williamsburg. We are open year round, and anyone can play," Jeff says. "This is one of the most special golf courses in the country, for several reasons. The man who designed it, Robert Trent Jones, Sr., is famous for his designs. Plus, there are no residences bordering the golf course, which is important to golfers. We have the best set of par threes you'll find on any golf course."



Lisa W. Cumming Photography

Jeff began playing golf at a young age. "I'm a solid player," he says, "but I knew that I would not become a tour player. Tour players are not just good, they're exceptional."

Working as a golf professional was a natural career choice for Jeff. He enjoys all aspects of being on the course. "I love teaching and being around the club, helping the members - all of it," he says.

After college, Jeff went on to become a Professional Golf Association (PGA) professional. To do this, he had to do an apprenticeship for almost four years, as well as take training courses and

With those qualities, the Golden Horseshoe is exactly the type of place any professional golfer would love to work, and Jeff is thrilled to be a part of this environment.

exams related to the sport.

"There are lots of different ways to become a PGA professional today, but when I did it the only route was to do an apprenticeship," he ex-

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plains. "You really need to know something about the game, and you have to be fairly good at it, too, in order to pass the tests."

In the past, it was only golfers who became PGA professionals, but today anyone in the golf industry can earn that status.

"Things have changed a little since I first started this sport, and now some colleges are offering courses in professional golf management."

Originally from Kilmarnock, Virginia, Jeff began working at the Golden Horseshoe on February 1, 2000. He had been working with the Indian Creek Country Club for a number of years but was happy to have the opportunity to transition to the Golden Horseshoe Golf Club.

"I really wanted to work with Glen Byrnes," he says. Glen is the Director of Golf and Recreation for the Golden Horseshoe Golf Club. "He's great to work with, and I was really excited to come here."

A typical day for Jeff begins in the early morning. He makes certain the members' and guests' needs are taken care of throughout the day, runs events that take place either within the club or in outside venues, attends meetings, answers questions, responds to myriad emails and teaches golf.

"I enjoy the pace of this job," he says. "I enjoy interacting with the members and guests. Working with people is the part I'm passionate about."

Jeff teaches all levels, from the junior program summer camp for 6 to 8 year olds, to other professional golfers. "The camp is lots of fun for me and the kids," he says. "The summer junior program is for two different age groups, the 6 to 8 year olds and the older 9 to 13 year olds. Both programs are open to anyone, and usually the kids come back year after year."

"You can always improve the efficiency of your golf swing," he says. "Even professionals look to improve their efficiency in ball striking."

No matter what your performance level is, his job is to help you make adjustments in your swing, something that is difficult to do on your own. "You really need someone to stand there and watch you take a swing to know what you can do to improve," he says. "That's where I come in."

His job as a golf professional is not the everyday teaching position that most people envision. "I go to trade shows, I network with other groups, and I spend a lot of time meeting other people in the industry," he says. "Because I network for the club I get to meet a wide range of people who are either involved in golf or simply interested in the sport." Jeff loves meeting new people, so for him this is just another aspect of what he enjoys about his job.

In addition to his regular duties, lately Jeff has been spending time helping to plan the 50th anniversary celebration happening this year.

"I think we're going to have fun with this," he says. "We're planning to celebrate for most of the year, and we've put together things like special golf packages, offerings for Colonial Williamsburg Good Neighbor pass holders and offerings for the general community. We've also designed a new logo and will have participation from golf media. I'm really looking forward to the community getting involved in the 50th anniversary celebration, as I know it's going to be lots of fun." **NDN**

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Quiet

Like a *Michael* Fox

By Natalie Miller-Moore

Michael Fox likes to work behind the scenes. For someone who would rather not be in the spotlight, he's quite accomplished. Besides the intensely busy job of Assistant to the President of the College of William and Mary, he's on community non-profit boards and active in the Williamsburg Chamber and Tourism Alliance.

"I am by nature, an introvert. I like to help fix things. But, I'm never comfortable being the front man," he says. It can be a challenge for someone like Michael to talk about himself, but he shared some important lessons he's learned from his career.

"I like to work together on committees and one-on-one and try to seek consensus so that everyone feels comfort-



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able with the decisions made," he says. Because part of the job is crisis management, he needs to have finely honed listening skills.

He also knows how important it is to be out ahead of any issues that may come up. He listens, offers quiet guidance and maintains his most prized value: respect. He tries to be respectful to all, and it's clear that he knows how to gain the respect of

others as well, from students to administrators, to faculty and those in the greater region. He may try to stay "low key" but Michael would more accurately be called "a quiet connector."

He never expected to work in higher education. He started his own college career at the University of Virginia, majoring in History, with an International Relations minor. Active in student council, the College Republicans and touring potential students as a university guide, Michael built skills that he'd call on later

in his career. He thought he might go to law school or work at the Capital, and started his career in politics. Through working with people in elected government offices, such as U.S.

Office of the President, a role he moved into in 2002. He works closely with the current President of the College, Taylor Reveley, and members of the Board of Visitors, as Secretary

"The size of William and Mary lends itself well to getting involved. And the best way to know people is to get involved." ~ Michael Fox

Congressman Herb Bateman and Virginia Senator Tommy Norment, he came in contact with lots of people in Richmond. That's where he met leaders from the College of William and Mary, including Tim Sullivan, President of the College.

After talking with President Sullivan for a couple of years about working at William and Mary, he joined the staff in 1997 as Director of Government and Community Relations in the Office of Public Affairs. Today, he works in the

to the Board.

"I've had the pleasure of working for three Presidents with three different styles," he says. His original role took him to Richmond often as a liaison to the General Assembly, where the financing of higher education is a constant discussion. Michael kept an eye on budget amendments that might affect the College and he said that it often involved playing defense. "Funding from the state has changed dramatically; the College used to receive nearly 40% of

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its overall budget from the state 30 years ago, and it's 13% now," he says.

Among other topics, capital amendments and admissions ratios are issues that people in higher education keep an eye on as well.

His favorite part of the job, and the hardest to describe, is the variety of projects that he works on. Each day, there are numerous communications with students, parents, college staff, members of the local community and others. Sometimes there are surprises, like the student who visited the office in 2011 and wanted to invite the Dalai Lama to campus – like that would ever happen. Oh, wait, it did! In October 2012, His Holiness the 14th Dalai Lama came to speak at William and Mary Hall. Michael was involved in issuing the official invitation via the President's Office. Michael works with the Office of University Events in planning and coordinating all kind of events, particularly VIP visits such as the Dalai Lama, Queen Elizabeth, Chancellor Robert Gates, famous diplomats and performers. It turns out that an international relations minor does

come in handy.

Michael cites his predecessor, Jim Kelly, as well as his political mentors, as essential in cultivating skills to listen, negotiate and compromise.

"My mentors taught me to be very respectful of others, especially those with other opinions. It's a lot of work but it can help you come to a consensus," he says. "They taught me about people. People want to feel that they were part of a fair process, where they were listened to and heard," he says. Additionally, Michael says that going into a discussion with an open mind is important, it allows you to truly listen without bringing in preconceived solutions.

In his career, he has learned a lot about a variety of topics. He says he "knows a little about a lot" which "keeps my life lively and interesting." Part of that liveliness is working with the students. "It's wonderful to work with students. They have so many ideas and so much energy. They are so smart and do so many things besides study," he says.

Michael encourages people in the commu-

nity who aren't affiliated with the College to engage wherever they can. "William and Mary is the middle of this community," he said. "The size of Williamsburg lends itself well to getting involved. And the best way to know people is to get involved."

He's no stranger to getting involved with community groups either. For a self-proclaimed introvert, Michael stays busy connecting with people in organizations such as the Williamsburg Chamber and Tourism Alliance, Williamsburg Regional Library, Walsingham Academy, Old Point National Bank, the Kiwanis Club of Williamsburg and the Virginia Capital Trail Foundation. Still, he finds time to read, bike and play tennis, with a few trips here and there to see family and to Italy and Hawaii.

Originally from Roanoke, the University of Virginia is where Michael always wanted to attend college, and he still gets teased by College alumni for graduating in Charlottesville instead of Williamsburg. Despite that, after 16 years with the College, Michael has earned his place in the Tribe. NDN

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ON WILLIAMSBURG YOUTH ORCHESTRAS (WYO)



Sarah Glosson has been a musician most of her life, and a professional for over twenty years. After graduating from William and Mary with a B.A. in Music, she became the first orchestra director at the Appomattox Regional Governor's School for the Arts & Technology in Petersburg, Virginia. She also taught music history, music theory, and designed and implemented the instrumental music curriculum. She holds an M.A. in American Studies and is currently working towards completing her Ph.D. in American Studies at the

College of William and Mary.

What is the mission of WYO?

WYO was established in 1995 by local musicians and parents to give area students the opportunity to play in a full orchestra. WYO has since expanded to also include a string orchestra, a chamber music program and a summer camp. The mission of WYO is to help talented and motivated young musicians in the region meet their full potential as orchestral performers by providing them with superlative music

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How does WYO benefit its students, and through them, the Williamsburg community?

The “work” that happens during rehearsal builds life-skills – focus, collaboration, dedication, communication, and listening. The “art” that happens builds humanity – beauty, love, and compassion. So, in a fundamental sense, WYO serves the community by offering an opportunity to young musicians to hone their skills in a warm yet focused environment and provides classical music concerts to a wide audience. Yet more importantly, we help shape young musicians into terrific, capable adults.

What excitement has the new Music Director, Dr. Paul Bhasin, brought to the organization?

We are incredibly fortunate to have Dr. Bhasin teaching and conducting

our students and driving the artistic vision of our organization. Paul is a great asset to our community. The students seem to respond wonderfully to his direction in rehearsal. He has preternatural energy and is warm and inclusive – a perfect fit for our organization.

What can readers do to help WYO with its mission?

Support the arts and education! Pardon me while I grab my soapbox. In a tough economy, arts and education – and arts education – are often viewed as unaffordable, non-essential luxuries. I challenge anyone who holds this view to come visit a WYO rehearsal and watch as children from all walks of life light up when they get that violin in their hands. Come see the magic that happens when children make music together, and then tell me that we can cut arts education and still thrive as a community and as a culture. Financial support of WYO’s programs is always welcome. Anyone interested

in supporting us can contact me or visit our website: www.wyomusic.org.

What are the plans for the near future for WYO?

The past year has been a time of tremendous growth for our orchestras. Since 2010 our enrollment has increased by over twenty percent. The WYO Symphony continues to attract more dedicated and enthusiastic musicians and the three-tiered WYO String Orchestra has nearly outgrown its rehearsal space. We are excited to be putting in place a new initiative that will establish a fourth level of string orchestra intended to focus on the youngest and most inexperienced string players. With this growth we are now in a position to seek out new collaborations with other organizations. In May, the WYO Symphony will be performing side by side with the musicians of the Williamsburg Symphonia. We could not be more excited about this opportunity. NDN

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IT'S ALL ABOUT Local Business

By Greg Lilly, Editor



Lisa W. Cumming Photography

Meredith Collins, Publisher of *Next Door Neighbors* magazine, is all about promoting Williamsburg area businesses. When she had the opportunity to partner with Ron Monark, Managing Director of the Alan B. Miller Entrepreneurship Center at William and Mary, and Bill Bean, Director of the Technology and Business Center, it was the ideal situation. Together, they have found a way to bring the local

business community fresh, new perspectives on growing and managing their business through a series of free seminars known as *Business Insight*.

"I was given a lot of support when I started my business in 2006. People embraced what I was doing, told me things that worked for them and gave me referrals," Meredith says of her reasons to work with Ron and Bill to bring the *Business Insight* seminars to the community.

"My business has grown because other people were willing to help me. I want to do the same for others."

For 25 years, Meredith worked in the newspaper world. She held various positions in sales, marketing, management and published community and military newspapers. She decided to start *Next Door Neighbors* over six years ago to bring Williamsburg area locals a community

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magazine that is positive, informational and personal in nature. In the spring of 2007, the first issue of *Next Door Neighbors* appeared in the mailboxes of Williamsburg area residents.

“Those first few issues were more like a traditional community magazine,” she says. “As I talked to business people about advertising, I learned readers were excited about *who* they saw in the magazine. They enjoyed reading about their neighbors. I realized I needed to change the format to emphasize personal one-on-one interviews with locals. That turned out to be the right approach for us.”

Meredith's trademark is listening to readers and business people about what they enjoy in the magazine. Based on those conversations, *Next Door Neighbors* continues to evolve.

“We are working on creating an on-line community site that I believe will further promote the positive side of our lives, helping us get to know each other even more and providing access to a broader range of local information,” she says.

Building relationships within the Williamsburg community is important to many local

business owners. “So much is done for tourism efforts, which is understandable and very much needed, but there are also a lot of business owners who make their living from local consumers,” she explains. “I wanted to partner with William and Mary to put together seminars that would be beneficial to those locally-focused businesses. Our hope is that it will be valuable to the many entrepreneurs in the area who contribute significantly to the local economy.”

A few months ago, Meredith met with Ron and asked him if he would be interested in partnering in a series of business seminars for the community.

“He was enthusiastic and supportive from the very beginning,” she says. “Ron brought in Bill. The three of us have been meeting and making plans for several months now. The college is excited. Ron and Bill are very interested in partnering with the business community.”

The seminars are designed to help educate, enlighten and inspire local entrepreneurs. The name, *Business Insight*, reflects the selected guest speakers' ability to share their insights as

successful entrepreneurs.

“These highly successful people will share the ideas, tips and techniques that have worked for them and could be relevant to businesses in our area,” Meredith explains. “Ron and Bill are not only hosting the seminars on the William and Mary campus, but they are also the resource for bringing the guest speakers to *Business Insight*.”

Meredith wants *Business Insight* to attract a large group of people hungry for new ideas and inspiration, yet she still recognizes the fact that people have a life outside of business.

“We've scheduled the events so folks can attend and still get home in time to have dinner with their families. There is a networking opportunity before and after the speaker, but this is not solely a social event. Ron, Bill and I definitely want some learning to take place, not only from the guest speaker, but also among the attendees. When you get that many business people in one area, the networking that takes place could be extremely beneficial.”

When Meredith started *Next Door Neighbors*, she found networking critical to building relationships and growing her business.

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“Many of the business events I attended were instrumental in helping me do that, particularly the Greater Williamsburg Chamber and Tourism Alliance’s monthly Business After Hours events. I attended them almost every month. We would love to see business people, who may not have attended a networking event or any kind of business event in the past few months or even years, attend these seminars.”

The seminars take place at the Mason School of Business on the campus of William and Mary. The guest speakers coming to town are regional draws. “We’re bringing speakers from out-of-market,” Meredith explains. “Our first *Business Insight* speaker is Shawn Boyer. He started Snagajob, the nation’s largest hourly employment network, and his accomplishments have been outstanding. He will have some compelling thoughts to share with other business people - ideas that would work in any field.”

A graduate of William and Mary, Shawn was named 2008 National Small Business Person of the Year by the U.S. Small Business Administration. Football coach Jimmye Laycock

will kick off the event with his introduction of Shawn, who attended William and Mary on a football scholarship.

“The focus is on education, and the format provides an opportunity for people to meet and talk, fostering an environment for local relationship building,” Meredith adds.

The seminars are planned with the emerging and the experienced entrepreneur in mind. “Some successful business people might feel they won’t get that much from a business seminar; they might feel they’ve heard it all,” Meredith says. “We are selecting speakers who have innovative ideas to inspire a range of experiences. Everyone should glean some positive results from attending.”

Experienced business people, Meredith explains, tend to care about their community and are happy to share. “It’s important to hand down that knowledge of the community and the market,” she says. “I know I have learned the most from people who have travelled the road I’m travelling. These people know a few things about that journey and are willing to share. You never really know how a short con-

versation can spark a new idea for someone.”

The goal for Meredith is simple: “If you (the business person) get one take-away that makes you think about how to run your own business just a little differently, if you feel the least bit of inspiration or motivation to try something new, then that’s the take-away I want for you.”

Williamsburg has a tourism-based economy, but Meredith and her *Business Insight* partners see a diverse local business community who find success in their own ways.

“I think about ‘What keeps them up at night?’ and ‘What do they need to achieve their sales goals?’ That’s a little different for the locally-focused business,” Meredith says. “The *Business Insight* seminars are one way for us to support each other.” NDN

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Walking Man

By Greg Lilly, Editor

Lloyd Wallace delivered the United States mail for 27 years. When he retired in 1992, a surprising thing happened. “The first month, I gained seven pounds,” he says. That was his wake-up call to his new life.

“I knew I couldn’t sit around the house and read the paper and drink coffee. I began walking at the Quarterpath Recreation Center. Now after 20-some years, I’m still walking,” he says.

Lloyd is a legend in the Walking Club at Quarterpath Recreation Center. This past October, he celebrated his



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20th year in the club and had walked over 7,800 miles. That's more than the distance from Williamsburg to Los Angeles to Honolulu and back to Los Angeles.

The walking track at the recreation center is fine with Lloyd. He has no plans to take his walking across the country. He was raised in Williamsburg and says this is where he wants to stay. "I was born in 1934 in a community called Magruder, which is now Camp Peary," he explains. "We were moved out by eminent domain back in the 1940s and that became a Naval Base."

Lloyd's memory of Magruder is of a small community of farming families. "I'd say it was about 90 percent African-American residents. I went to school there, first and second grades. Then I went to Bruton Heights. I graduated in 1950."

His postal service delivery career kept Lloyd in shape through the years. Today, walking continues to do so. "I'm trying to keep my weight down and get the health advantages of moving, instead of sitting," Lloyd adds. "After being out in the weather for 27 years as a mail carrier, I wanted a place to walk inside."

The Quarterpath Recreation Center's atmosphere makes a warm and dry place for walking, plus there are social aspects of the club. "It's nice," Lloyd says. "They have music here. I've met a lot of wonderful people. I think the oldest one in the club now is 88 years old, and she comes just about every day. I've met a lot of new friends."

Lloyd has a set schedule for his walking, which he says is important to keep the habit of exercise. "I walk three times a week, Mondays, Wednesdays and Fridays. I'm down to two miles a day now. I used to do three and four miles a day."

The inside environment makes walking more convenient and enjoyable. Lloyd credits the carpeted track, the music that is played and the camaraderie of the walkers. They know each other and expect to see one another on their regular schedules. If a member of the Walking Club misses several days, the other members check on him or her.

"Of course, I'm the longest time walker," Lloyd says of his seniority in the club. "The sad news is that many have passed on."

Lloyd says the walkers come and go from the time the rec center opens in the morning until about 1:00 in the afternoon. The front desk has a tracking device for counting laps in the gym. "These beads," Lloyd holds up a string of eleven beads. "Eleven beads mean you have walked a mile. Move one bead each time you loop the gym. The front desk keeps track of our progress."

Cold, wet, windy or hot weather brings more people into the recreation center. Lloyd points out that the Longhill Road recreation center has a walking club as well. "As the weather gets nicer, many people move their walking outside. I like to stay inside, especially since my wife and I have moved over here to the Quarterpath area."

While delivering mail, Lloyd walked all day long. His continued

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walking has helped his breathing and “gives me a lot of health benefits. In high school, I weighed 150 pounds. Today, I weigh about 162.”

People develop styles as they walk on a regular basis, Lloyd explains. Some like to talk and socialize, others do not. “Like my wife,” he says with a smile. “She doesn’t like to talk while walking. She doesn’t like to come when I come. She doesn’t like to be distracted, and she walks faster than I do.” He sees speed walkers and casual walkers. “I see people

“I’m trying to keep my weight down and get the health advantages of moving, instead of sitting. After being out in the weather for 27 years as a mail carrier, I wanted a place to walk inside.” ~ **Lloyd Wallace**

come in on their doctor’s advice. I see people here with canes and walkers getting their exercise. Some people wear headphones to listen to their own music. One of my neighbors doesn’t like Christmas music, so she brought her headphones because they play Christmas music during the season.”

When someone has a birthday or other occasion, the club celebrates. “We may stop for coffee and donuts.” To commemorate his 20th year, Lloyd treated the club to coffee and snacks. The wall of the rec center holds a plaque of the members’ accomplishments, with Lloyd’s mileage at the top. He notes those who have passed on and those he sees on a regular basis. His friend who is still walking the track at 88 years old, another walker who is a retired principal, and Lloyd’s wife are listed on the plaque too, and so are some of his friends in their 40s. As he looks over the plaque, Lloyd has stories about his walking buddies.

“My wife started walking about five years ago,” he says. “We’ve been married six years. Her husband was deceased. My wife was deceased. We were going to the same church, and we got together.”

Lloyd’s daughter lives in Texas with his granddaughter and his great-grandchildren. “No, I won’t move down there. My wife and I are staying here. This is my home. I may walk, but I walk around for the enjoyment, not toward any destination.”

Walking as long as he can is Lloyd Wallace’s goal. The activity has served him well all his life. He invites readers to “just show up” for a morning walk to enjoy the activity of moving. NDN



Lisa W. Cumming Photography

A Festival

that brings our community together

By Greg Lilly, Editor

When Shirley Vermillion moved to Williamsburg, she missed the arts and music events that flourished around her former home in Seattle, Washington. Weekend festivals dotted the neighborhoods and downtown streets and created a rich, multi-generational cultural

experience for Seattleites. She's cultivating that experience for Williamsburg residents, artists and visitors with the Second Sunday Arts and Music Festivals.

"I met my husband Pete in Seattle," Shirley says. "We have four boys now, and we wanted

to be closer to my family." Shirley grew up in the small town of Farnham, in Richmond County on the Northern Neck. After college at Virginia Commonwealth University (VCU), she moved to Seattle.

"Going to VCU in Richmond was fun for

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me. I love Richmond because there are arts and music happenings all the time. All of that was a very stark difference from growing up on the Northern Neck. There, I was surrounded by nature's beauty, really art in nature, but organized art surrounded me in Richmond and even more when I moved to Seattle."

She found the neighborhoods and small towns around Seattle held a variety of festivals, shows and events. "Everyone paid attention to details," she says of shops, restaurants and public gathering places. "Maybe it was all the gray days, but people painted the shop walls and ceilings with art. Those are places I like to support. They offer a full artful sensory experience when I go out for dinner or to a café. I was spoiled forever and changed forever by living in Seattle."

Shirley is a dental hygienist at Norge Dental Center. "That's my job that I enjoy," she explains. "My hobby is arts and music, doing what I can to raise the level of awareness and the frequency of events in Williamsburg."

When she and Pete discussed moving east,

she laid out some options: Charlottesville, Richmond or Williamsburg. "Pete knew that I had worked with Dr. Tim Johnston before – and I knew I would want to work with him again. That's how Williamsburg became our choice."

She met several artistic people at her job at the dental center. "I chat with a lot of people during the workday. I was amazed at how many creative people I was meeting. Even in my own neighborhood, I discovered artists and musicians and authors."

When she asked about art festivals, she heard about the large ones in the spring and fall. "With all the people here and the tourists, I couldn't believe that was all. There's a mind-boggling amount of talent in the area with limited places to play their music or show their work."

The weekend neighborhood festivals she experienced in Seattle came to mind. "I missed that. It was a yearning. We have all these creative people. The talent is here. An organizer was needed. I started in my neighborhood by

having what we called the First Colony Art Bazaars. It consisted of people and friends of people who lived in my neighborhood." She organized the Bazaars several times a year for three years before deciding that more people would attend if she had a centralized location.

"My eyes were wide-open trying to figure out how to get these artists downtown," Shirley explains. "Dave Everett had the Blue Talon Bistro that did the free outdoor movies during the summer. They would close Prince George Street for the movies. That's a fun street, cozy with an intimate downtown feel. There's ice cream, coffee, restaurants and bars there, so I didn't need to take up festival space with food vendors. I asked Dave, since they had the street closed for the movies, if he had thought of having an arts festival prior to the movie? That would give people reason to come down earlier."

Adam Steely and Dave Everett from the Blue Talon met with Shirley and that meeting led to the first of many Second Sunday Arts and Music Festivals. The festivals continued

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after the summer movies stopped for the season and now art and music take place from March through December each second Sunday of the month.

As the organizer, Shirley likes to have a variety of artists and price points. “I look for quality, original hand-crafted art by visual artists, woodworkers, potters, photographers, as well as artists working in glass, in up-cycled art, and some pet-related vendors. I also look for some artists that appeal to the teenage and college crowd since we’re next to William and Mary. I like eclectic artisans.” The mix of exhibitors also sports a range of prices for their work. “Not everyone can spend \$500 on a painting,” she adds. Second Sundays pulls in emerging artists as well as established artists wanting to expand their reach.

“The mix is eclectic. I want to make sure no one is directly competing with another vendor.” The events are so popular with the artists that Shirley has expanded the festival to 55 booths. “I always have kids’ crafts and some of the schools to help with that. I like to have

two different spots of music.”

She books musicians for the festivals who also play at local venues. “When the locals come out,” she says, “they can see the quality of the area bands and why they need to go to some of the restaurants that support and host local musicians.”

As a Sunday afternoon event, the festival appeals to the whole family. A kids’ crafts booth keeps the young ones occupied while the adults can browse the artists’ work. The whole family can listen to the music throughout the festival. “I love that it gives my sons the ability to connect with creative people. It’s a good time to expose my kids to the arts.”

Ideas for additional directions for the festival keep Shirley thinking about the future. “I’m hoping to have a stage dedicated to the performing arts like dance and theater. That could showcase local dance studios and schools. I’d like to implement a large ‘Group Art’ project that when complete may grace the wall or garden of some public place in Williamsburg. I’d like to see the library do an au-

thors’ fair each Second Sunday. There are so many authors around here; I’m surprised we don’t have a literary festival. That’s one of those things in my head.”

She receives feedback from artists, musicians and festival goers. Many requests come to her about a series of music festivals in Williamsburg.

“I have to be careful,” she says. “I want to do things right, so I can’t take on a million projects and do them well. For now, I’m dedicating myself to Second Sundays. There just isn’t enough time to do everything I want to do. Of course, I’m always looking for volunteers to help the artists set up their tents.”

One of the things Shirley Vermillion says she realized about a festival is it’s a place where community comes together. “I love that. People of all shapes, sizes, colors and ideas – music and art are the types of things that draw us together. It doesn’t matter who’s a democrat or republican or left or right – all of that doesn’t matter – we can enjoy music and art with everyone.” NDN



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In the Forefront of Gastrointestinal Research

By Greg Lilly, Editor



Lisa W. Cumming Photography

The gastrointestinal (GI) tract doesn't attract a lot of attention when everything is flowing, but as soon as a person experiences problems, there is little comfort until you can see a gastroenterologist. Dr. John Long brought his years of research and teaching experience to town this past year. Since 1997, he has been one of the authors of the textbook for gastroenterologists' study of the esophagus.

"That's my specialty," Dr. Long says, "the upper GI tract, acid reflux disease and swallowing issues."

Gastroenterology is the treatment of the diseases and disorders of the gastrointestinal tract, he explains. "The gastrointestinal tract encompasses the esophagus, stomach, small intestine and colon. Those are the four main organs, but we also treat the liver, gallbladder and pancreas. There are seven major areas, and they all have their different conditions."

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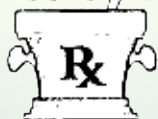
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A New York native, born and raised on Long Island, Dr. Long came to Virginia to attend college and medical school. "That was eight years of my life. I went to medical school at EVMS (Eastern Virginia Medical School), so I'm not foreign to this part of the country."

He returned to New York for his residency training and then to Tulane in New Orleans for his specialty training in gastroenterology. Dr. Long says he chose the specialty for its diversity and procedural aspects. "It's diverse in the sense that there are many different parts to the GI tract, and they each have their own diseases. That's one thing I liked about the specialty. The other is, in terms of the medical field, this is one you can do procedures for diagnosis and interventions in addition to treating patients with medicines."

His first job as a gastroenterologist landed him in Ohio at the University of Cincinnati (UC). "I was an academic physician. I worked in medical schools. I was at UC for six years. I moved to Richmond and worked at Virginia Commonwealth University for two and a half years and then Wake Forest University Baptist Medical Center in Winston-Salem, North Car-

olina until 2010." He was in private practice in Winston-Salem for a few years before coming to Williamsburg. "Most of my time has been in academics and teaching institutions."

Research and teaching attracted Dr. Long from the beginning. "During training, I worked under several leaders in the GI field who really got me interested in the research aspect. I love to perform research and publish articles." His time in academia and in research has kept him on the forefront of advancements in the GI field.

The strides in medicines and procedures have made a huge difference in the cure or control of GI diseases. "In terms of the medicines that we use to treat upper GI tract disorders like acid reflux, those are much more powerful than what we had several years ago," he says. "In the 20 years that the proton pump inhibitors like Prilosec, Prevacid and the others have been available, the surgery rates for acid reflux and ulcers have decreased dramatically."

The largest concern for GI physicians is colon cancer, and early detection is the goal. "At age 50, people should get colorectal cancer screenings," Dr. Long states. "The preferred

method is a colonoscopy. Any method is better than not getting it at all. You could get the stool tested for blood – that's the method that was used until about 15 years ago. Another method is the sigmoidoscopy, which is a shorter version of the colonoscopy – that was also done up until ten years ago. Those are the older alternatives."

A colonoscopy is the ideal method. "We prefer it because it looks at the entire colon, and we can remove polyps. The other methods require going back to remove polyps," he explains.

On a screening colonoscopy for an average 50 year old person with no family history and no other risk factors, Dr. Long states he would find polyps 25 percent of the time. "That's one out of four. It's not uncommon to find polyps. There are two types of colon polyps: hyperplastic polyps have no risk for colon cancer, and there are adenoma polyps that are the precursors to cancer. Anybody who has an adenoma polyp is at higher risk of getting other adenoma polyps but also at a higher risk of getting cancer."

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pearance. “When we remove polyps, we have to send them to the lab to be tested to know which is which.”

The frequency of having a colonoscopy depends on what is found with the last one. “A normal result with no family members with colon cancer - with that, I recommend having the colonoscopy every ten years,” he says. “If the patient has a family member with colon cancer or the patient themselves had polyps, then I’d say have it every three to five years.”

Survival rates are improving for colon cancer. “Earlier stages of colon cancer can be cured by a surgery alone. Stage four has metastasized to other organs,” he says of the most severe side of the spectrum. “But most of the earlier stages can be treated with surgery. The survival rates for malignant polyps and early stage colon cancer is 80 percent or higher – that’s very good and curable if caught early. Fortunately, it is a cancer that we have tests to catch it.”

Technology has some exciting advancements in the field. “The biggest one is probably the capsule endoscopy,” Dr. Long says. “It is basically a little pill-camera that patients swallow. It

doesn’t require sedation or a tube going down. Over the last ten years, it is being used more and more for different things. Its original indication was to find internal bleeding. Now it is used for a lot of different things, and that’s exciting.”

Another technological advancement is referred to as a “virtual colonoscopy.” He explains that it’s basically a CT (computed tomography) scan of the colon. “The issue with that right now is it is expensive and if polyps are found, we still have to go in. Plus, the procedure is usually not covered by insurance plans.”

These advancements may help relieve patients’ uneasiness about the colonoscopy process. He says he hears three main concerns from patients.

“The first concern patients have is about discomfort, which usually isn’t a concern once the patient has been through the procedure. There is also a concern about a complication since this is an invasive process. And finally, the bowel preparation – if you ask a patient who has been through a colonoscopy, what the most unpleasant part was, nine out of ten will say

the laxative taken the day before. That’s usually what I hear.”

Dr. Long’s interest in research continues in his specialty of the upper GI tract. “The hot topic in the esophagus world is eosinophilic esophagitis – a new disease,” he explains. “This was first recognized ten years ago. It is an allergic condition, very similar to asthma, but localized to the esophagus. It causes severe swallowing problems. This is the rage in my field. It is treated like asthma is treated.”

Unlike other conditions of the GI tract, this one was not visible and baffled researchers for years. “The esophagus restricts down causing the swallowing problems, yet there is no visible blockage. Now that we know about it, we see it’s a common allergic condition.”

Dr. Long has a passion for discovery and for helping his patients. “I like that I treat people of all age groups. GI issues don’t mean you are getting older. Things like acid reflux can happen at any age.” From proton pump inhibitors for gastroesophageal reflux disease to advanced testing for colon cancer, a gastroenterologist provides comfort and saves lives. NDN

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FOR RELAXATION
Just Add Water



Lisa W. Cumming Photography

By Greg Lilly, Editor

Aaron Williams enjoys creating outdoor rooms. He describes that concept as a place where family and friends gather

for fun and relaxation, usually in the backyard of a home. One of his favorite elements to add to the space is water. Waterscaping or aquascaping is the incorporation of a water fea-

ture into the landscape of a home.

"I grew up in Williamsburg and went to Lafayette High School," Aaron says. "I had a summer job as a kid in landscaping with Colo-

nial Williamsburg. I worked for the great Wesley Greene, who is well-known and very knowledgeable. He was my mentor."

Aaron learned a lot working at Colonial Williamsburg and seemed to have a natural ability for plants and landscaping. Some of the people he worked with suggested he look into



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horticulture as a career.

He applied and was accepted to several universities. He chose Virginia Tech and earned his degree in Horticulture and Landscape Design.

“While I was at Tech, I worked summers with a landscape architect. That’s where I really fell in love with water features and stonework – using boulders in the landscape and stone walls, paver patios and retaining walls,” he says. “What I learned at Colonial Williamsburg was plants. The design element I learned working with the landscape architect.” He found that with landscape architecture, design is the key. “You need to think about what you want to do with the space, how you want to use it.”



When he graduated from Virginia Tech, Aaron started working in the Washington, D.C. area for a very large landscape firm. “That was fun living in D.C. as a young guy, working for this prestigious company, but I missed what I loved to do, which is residential design/build.”

Aaron returned to Williamsburg in 2002 and opened his own company. “I focused on residential design and build during those first few years. We did quite a few water features like ponds and waterfalls, along with the patios that fit around them.”

Homeowners would add waterscaping when they faced the blank-slate patio pad of new construction or when an event like Hurricane Isabel left new opportunity in its wake.

Aaron says one of his favorite projects came from the hurricane. A homeowner lost several trees that had buffered the street noise behind his home. He asked Aaron to create a waterfall and pond to help mask the low roar of traffic. The resulting long, meandering stream to a pond near the home won several awards. “That was a case of an established landscape that an event opened the opportunity to do something different,” Aaron says. “The homeowner liked nature, the sound of water and watching the fish in the pond.”

An aquascape can be a range of designs: from a full pond with koi, goldfish and plants to a “pond-less” waterfall to a fountain. Aaron says the design comes from how the homeowner would like to use the area

and from his or her idea of acceptable maintenance.

A pond-less waterfall trickles water down rocks to a catch basin with a pump that circulates the water back up to the top of the waterfall. Plants and rocks camouflage the source of the water and the catch basin below. Similarly, a fountain will bubble water over the edge of a large vase or other vessel, and the catch basin re-circulates it back through. These can fit in small spaces and the options are almost unlimited. Maintenance is the easiest because there are no fish to consider.

For a full pond, the enjoyment and entertainment value off-set most homeowners' objections to the additional maintenance. The adults love the soothing sound of the waterfall and the sight of the koi swimming, weaving and skimming through the water lilies in the pond's clear water. For the children, it is pure entertainment.

"If you have children, a full pond with fish gives them something to enjoy," Aaron describes. "My kids – I have a ten year old and an eight year old and a six year old – grew up with our pond. They love it. They love feeding the fish, they love that frogs and turtles show up at the pond. It's like a science project for the kids. They like to sit on a side boulder and let the fish nibble at their toes. The fish are pets."

Aaron says the plants and hardscape around the pond are important. "I'm a big fan of things that look natural. The key to a great waterfall is to use plantings to mask the source of the waterfall. That is done by design with big evergreen plants that drape over the waterfall's source, along with appropriate perennials and ground covers that help hide some of the rocks. The rocks should be softened with plants to avoid the 'water-volcano' look."

He recommends his favorite plant for the pond: Creeping Jenny.

"It's my favorite perennial groundcover. It's low growing and weeps over the rocks and into the water. That's a great plant for water features. Plants really make the look of the pond. Soften it with plants," he advises. Also, in the pond he recommends a water lily or two. "Make it enjoyable at night by adding underwater lights," he adds.

A pond with fish will require the most upkeep. Aaron suggests regular maintenance each early spring before the aquatic plants start growing again. "A homeowner can do it or a company like mine can do it. First pump most of the water out the pond, take out the fish to a holding tank then finish draining the water. Powerwash the scum out. Restack the rocks. Replace the filters with new ones. Add water back into the pond, de-chlorinate it and let the water settle back to its normal temperature before adding the fish again."

Aaron loves making a person's outdoor space a place of enjoyment and beauty. "Outdoor rooms, seating areas, hardscapes, landscape lighting – that's the way to enjoy it. Design a seating area near the pond so you can sit there and relax with a glass of wine. Pure enjoyment. That's what it is all about." NDN

provided by the Williamsburg
Association of REALTORS®

what's up in real estate



The real estate market in our part of historic Virginia continues to show signs of healthy improvement.

According to reports compiled by RE STATS using data provided from the Williamsburg Multiple Listing Service, homes in the 23168, 23185 and 23188 zip codes are experiencing upward momentum with an increase of the Median Sales Price and decrease in the monthly inventory. Prices went up 4.41 percent in December 2012 to \$284,000 versus the December 2011 figure of \$272,000. For the year, that number rose from \$285,000 to \$290,499. Pending sales also improved during the December snapshot from 61 to 75. For the year, closed sales increased from 932 to 1,127. We averaged 94 sales per month in 2012 versus 78 in 2011. At the close of last year, available homes in this area dropped from 874 to 746.

Interestingly enough, in spite of a slowdown in real estate activity during September of last year, closed sales in 2011 December and 2012 December was the same at 85. However, pending sales were up in that same time period almost 23 percent, 61 to 75. While numbers don't always make for interesting reading, unless of course those numbers impact you, these statistics lend itself to an improving picture. Demand does not exceed supply, but there is certainly more interest being shown in our housing market.



by **Sam Mayo**
President

**Williamsburg
Area Association
of REALTORS®**

Nationally, rising demand for homes has persuaded builders to step up construction, which adds to economic growth and hiring. A recent Associated Press article stated that "U.S. builders started work on homes in December at the fastest pace in 4.5 years, according to government statistics. And builders finished 2012 as their best year in residential construction since the early stages of the housing crisis. Gains in home building helped boost construction hiring in December by 30,000 jobs, the most in 15 months."

Pending home sales declined in December around the country, but the numbers have stayed above year-ago levels for 20 consecutive months, according to the National Association of REALTORS®. Lawrence Yun, NAR chief economist, said there is an uneven uptrend. "The supply limitation appears to be the main factor holding back contract signings (in December). Still, contract activity has risen for 20 straight months on a year-over-year basis. Buyer interest remains solid, as evidenced by a separate REALTOR® survey which shows buyer foot traffic is easily outpacing seller traffic."

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and click on **Hey Neighbor!** for a complete list of current community announcements.

To submit your non-profit event to Hey Neighbor! send a paragraph with your information to:

heyneighbor@cox.net

Hey Neighbor!

PARK PACKS

Ongoing

Want to enhance your visit to York River State Park? Then a Park Pack is what you need! A Park Pack will help you explore the park on your own. Each pack contains binoculars, guide books, story books, bird-song players, and more. Park Pack themes include Birding, History, Rivers, and more. Check out a Park Pack for up to 3 days at the Park Office Mon-Fri. 9 am to 3 pm. York River State Park, 5526 Riverview Rd, Williamsburg.

Hey Neighbor!

SHOP - DONATE - VOLUNTEER

Ongoing

Habitat for Humanity ReStore, discount building supply and home store, located at 1303 Jamestown Road, Williamsburg, 603-6895.

Hey Neighbor!

EXPERIENCED EMPLOYEES IN TRANSITION JOB CLUB

Ongoing

Join the Experienced Employees in Transition...A 45 and over Job Club. Meeting the 1st and 3rd Tuesdays of the month, 9-10:30 am, the Senior Services Coalition of Williamsburg is offering a support group for unemployed and under-employed adults. For current meeting topics, directions, and other information please refer to our website:

<http://www.seniorservicescoalition.com/jobclub/>. Free. Meetings held at the Historic Triangle Community Service Center, 312 Waller Mill Road.

Hey Neighbor!

WHAT'S NEW AT WALT?

The Williamsburg Area Learning Tree (WALT) is offering more than 65 courses this spring for anyone who wants to "Try Something New!" Sign up for Chinese for Beginners, Jewelry Creations with Bead or Creating your Ideal Life to name of few of the 23 new classes this spring. A complete list of course descriptions and instructor bios is online at www.wuu.org/WALT is not for profit education program that brings neighbors together to share learning experiences and is a community service project of the Williamsburg Unitarian Universalists. For more information: call 757-220-9975.

Hey Neighbor!

VOLUNTEER INCOME TAX ASSISTANCE

Through - April 15, 2013

The Greater Williamsburg Volunteer Income Tax Assistance (VITA) Program will provide free tax preparation and electronic filing services. IRS certified volunteer tax preparers are trained to prepare all ordinary returns, and will do so without charge to the taxpayer at the following locations and times: (1) James River Community Center, 8901 Pocahontas Trail on Mondays (Feb 18, and 25 Only), 2 - 6 pm; (2) CW Bruton Heights School Education Center, 301 First St. on Tuesdays and Thursdays, 2 - 6 pm; (3) James City County Recreation Center, 5301 Longhill Rd on Wednesdays 2 - 6 pm; (all tax season); (4) Quarterpath Recreation

Center, 202 Quarterpath Road on Saturdays 9:30 am - 12:30 pm; (5) Toano Middle School, 7817 Richmond Rd on Mondays 3:30 - 7:30 pm - new location this year. Bring driver's license, social security cards, W-2s/1099s, receipts for deductions, bank account information, amount of economic stimulus payment, and last year's state and federal tax returns.

Hey Neighbor!

GREAT BACKYARD BIRD COUNT

February 15-18, 2013

An annual 4-day event that engages bird watchers of all ages in counting birds to create a real-time snapshot of where the birds are. Everyone is welcome--from beginning bird watchers to experts. For more information visit the Cornell University Lab of Ornithology <http://www.birdsource.org/gbbc>. From 8 am to dusk. York River State Park, 5526 Riverview Rd, Williamsburg.

Hey Neighbor!

BLUEBIRDS IN OUR GARDENS

February 16, 2013

An adult Walk and Talk Lecture in the Freedom Park Interpretive Center. Shirley Devan, Certified Virginia Master Naturalist and Williamsburg Bird Club President will lead a fact-filled workshop about the habits of the Bluebird family season by season and how several local groups monitor bluebird trails in our area. In Freedom Park Interpretive Center or Williamsburg Botanical Garden. Time 10 - 11:30 am. Free and open to the public.

Hey Neighbor!

CATCH THE VISION TOUR

February 21, 2013

8 am - 2 pm. Williamsburg Christian Academy invites you to attend a tour of the school. This Christ centered, interdenominational Preschool -12th grade Academy might be just what your family is looking for. If daytime hours are difficult, feel free to attend an evening tour on Tuesday February 26 at 5:30. WCA is located at 101 Schoolhouse Lane, Williamsburg. Call 757- 220-1978, ext. 113 for more information.

Hey Neighbor!

HISTORIC TRIANGLE SENIOR CENTER UPCOMING TRIP - WHALE WATCHING

February 21, 2013

We will be leaving the Senior Center (5301 Longhill Road) for Virginia Beach at 9 am. We have an early lunch before leaving for the boat. Cost of this event will be \$30 for members and \$35 for non-members. (The price is subject to change depending on the amount of passages). Call 259-4187 or visit the Senior Center on Longhill Road to reserve your trip.

Hey Neighbor!

1-DAY NON-PROFIT TRAINING SERIES

February 22, 2013

8:30 am - 3 pm. Customized to meet the needs of busy individuals who are unable to commit to our traditional 6-week class. This class is for individuals new to serving on a nonprofit Board or those currently



Child Development Resources' 35th Annual Bid 'n Buy Auction

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serving who want to better understand their role as a Board member. It will be held at Virginia Company Bank on High Street. Participants will learn about current trends in philanthropy, financial oversight, board governance, fundraising, and board recruitment and retention. For registration information, visit www.NetworkWilliamsburg.com or contact Karen Dutro, karen@networkwilliamsburg.com, 757-945-1285.

Hey Neighbor! DESTINATION RECREATION EXPO

February 23, 2013

James City County Recreation Center, 9 am-noon. Discover your parks and facilities, learn about all the classes and programs offered throughout the year and be one of the first to register for summer camps! Informational booths, interactive demonstrations and hands-on activities are just a few great features of this event. We'll keep your children engaged while you gather information about summer camp opportunities, sports, outdoor, aquatic programs, special events, parks and facilities, REC Connect, inclusion and therapeutic programs and activities offered through affiliate organizations. Raffles and discounts for camps, classes and facilities given on the day of event! Info: 757-259-4200 or www.jamescitycountyva.gov/recreation.

Hey Neighbor! CONCERT: DA CAPO

February 23, 2013

This fresh, young vocal quartet takes audiences on a refreshing journey spanning over a hundred years of vocal music with songs ranging from the early 1900s to songs on the radio today. Their dynamic presentations have brought them success in many vocal competitions. 7:30 pm at the Williamsburg Baptist Church. Free and open to anyone who wishes to attend. All concerts are held at 227 Richmond Road. For more information call the church at 229-1217.

Hey Neighbor! "ALL OUR PROVISION WAS BROUGHT ASHORE": LIFE AT JAMES FORT

February 23, 2013

Time 11 am – 3 pm. Meet Anas Todkill and learn about his experiences as one of the first English settlers at Jamestown during this family-friendly program at the Voorhees Archaearium. Todkill will provide opportunities to explore many unique objects such as arms

and armor, ceramics, tools, and trade items that were important to a settler's survival. This program is included in the regular admission to Historic Jamestowne (\$10 adults; children under 16 free) and is presented by Historic Jamestowne and the Colonial Williamsburg Foundation. For more information, call 757-229-4997 or visit www.historicjamestowne.org

Hey Neighbor! WILLIAMSBURG YOUTH ORCHESTRA WINTER CONCERT

February 24, 2013

Kimball Theatre in Merchants Square Williamsburg at 4 pm. WYO's Winter Concert offers a varied program of symphonic repertoire conducted by Dr. Paul Bhasin, including selections from Fauré's *Pelleas et Melisande* and Handel's *Water Music*, as well as the Finale from Beethoven's *Symphony No.1* and Norwegian Dance No. 1 by Grieg. Visit www.wyomusic.org for more information. Tickets: Adults, advance tickets \$8, day of show \$10; Students and children \$2.

Hey Neighbor! LUNCH, GAMES AND FELLOWSHIP

February 28, 2013

The Women's Club of Williamsburg is hosting an afternoon of Lunch, Games and Fellowship at the Woman's Club of Toano Clubhouse. Registration begins at 11:30 am with lunch following at 12 noon. The games begin at 1pm. Cost is \$15 per guest. There will be a 50/50 raffle as well as door prizes. Space is limited so please make your reservations by February 15. Contact Lori Grygalonis at 565-2848 or Betty Nicholls at 645-2193.

Hey Neighbor! DANCING WITH THE WILLIAMSBURG STARS

March 2, 2013

Williamsburg's 'can't miss' annual event. Eleven new stars, the best pros, glitter and all the glam are back for a fourth installment of *Dancing with the Williamsburg Stars*. The evening of fun and entertainment starts at 7 p.m. in Phi Beta Kappa Hall at William and Mary. Vote online now for your favorite star, each vote is \$1, which goes to two local nonprofits; access at WilliamsburgStars.com through the day of the show. Tickets are on sale at WM.Tix.com or at PBK box office; VIP-\$115, Seating I-\$60, Seating II-\$35. Show benefits Literacy for Life and Big Brothers Big Sisters

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Hey Neighbor!

CONCERT TO BENEFIT OLDE TOWNE MEDICAL CENTER

March 2, 2013

At the Williamsburg Players Theater, 200 Hubbard Lane. Doors open at 6 pm for raffles and refreshments. The concert is 7 - 9 pm. Entertainment will be provided by Poisoned Dwarf which plays traditional Celtic music, and London, an acoustic rock trio. All proceeds will be donated to Olde Towne Medical Center. Tickets are \$18 each and can be purchased by calling 757-259-3250.

Hey Neighbor!

"HANDS TOGETHER HISTORIC TRIANGLE" COMMUNITY EVENT

March 4, 2013

The Historic Triangle is home to hundreds of area families who are "precariously housed" and need help accessing necessities such as shelter, food and medical care. LEAD Historic Triangle's Class of 2013 presents "Hands Together Historic Triangle," a one-day event to gather necessary services in one place and offer an access point for the precariously housed members of our community. Join the community from 10 am to 5 pm to volunteer, provide services, sponsor the event or receive services. For more information go to handstogetherhistorictriangle.com

Hey Neighbor!

CHILDREN'S CONSIGNMENT SALE AT KING OF GLORY LUTHERAN CHURCH

March 8-9, 2013

Shopping hours March 8 from 11am - 7 pm, March 9 from 8 am - noon. 100% of our profit is donated around town. Past benefactors are Avalon Families, FISH, Grove Christian Outreach Center, Storybook Connection, CHKD, Old Town Medical Center, CASA - Court Appointed Special Advocates, local youth clubs and teams raising funds for their needs, King of Glory Preschool and Youth, MOPS program, AGAPE, Families hurt by natural disasters, Crisis Pregnancy Center, these are just a few of our past benefactors. We look forward to having you join our great sale. For more information: kogccs@cox.net or 757-784-3524.

Hey Neighbor!

RAISED IN PRAISE FAMILY MUSIC & MOVEMENT CLASS

Every Sat., March 9-May 4

11 a.m.-12 noon at Wellspring UMC, 4871 Longhill Road. FREE.

This is family music and movement class for children, ages NB-10. Please, come and join the fun. For more information, please contact Gail Scullion at music@wellspring-methodist.org or by calling 757-258-5008 ext. 14

Hey Neighbor!

TURF LOVE 'UNIVERSITY'

March 9, 2013

Sponsored by Virginia Cooperative Extension, James City County Office from 9 am - noon. At the James City County Recreation Center. Learn how to have a healthy, green lawn and all about rain gardens. Pre-registration required - 757-564-2179 (leave name, phone number). If you are a person with a disability and desire any assistance devices, services or other accommodations to participate in these activities, please contact Sandra Kee, Virginia Cooperative Extension, James City County Office, at 757-564-2170 or TDD 800-828-1120 during business hours of 8 am - 5 pm to discuss accommodations 5 days prior to the event.

Hey Neighbor!

HISTORIC TRIANGLE SENIOR CENTER TRIP - PHILADELPHIA FLOWER SHOW

March 9, 2013

This trip includes all admission, Coach travel, lodging 2 breakfasts, 3 dinners and more (a visit to Buyer's Choice). The theme of the Flower Show Is the "British Invasion". Cost for this three day trip is \$450 for members (sharing a room) and \$475 for non-members. Single rooms are \$525. Call 259-4187 or visit the Senior Center on Longhill Road to reserve your trip.

Hey Neighbor!

FARMERS MARKET OPENS IN MERCHANTS SQUARE

March 9, 2013

8:30 am - 12:30 pm. Williamsburg Farmers Market will be open. Shop with 25 watermen, bakers and producers of meats, seafood, hydroponically grown vegetables, ethnic foods, cheeses and forced bulbs. Full season opens Saturday, March 30. Visit www.williamsburgfarmersmarket.com or call 259-3768 for more information.

Hey Neighbor!

WILLIAMSBURG CHORAL GUILD "GLORIOUS CHORUS"

March 10, 2013

Artistic Director Jay BeVile will conduct the Guild, organist Rebecca Davy, outstanding soloists

and an instrumental ensemble in a program that pairs Vivaldi's "Gloria" and Handel's "Dixit Dominus. The 4 pm performance is preceded by a lecture at 3 pm by Dr. Sterling Murray. At Williamsburg United Methodist Church, 500 Jamestown Rd. Tickets: \$20 in advance; \$25 for adults and \$10 for students at the door. For information call 757-220-1808 or visit williamsburgchoral-guild.org.

Hey Neighbor!

FINAL WINTER SALE OF FRESH PICKED FLORIDA CITRUS

March 13, 2013

"Hickory Neck Episcopal Church, Toano, is holding its final winter sale of fresh picked Florida citrus. Temple oranges and pink grapefruit will be available in quarter and half box sizes. For more information call 757-741-8776 and leave a message. Email orders may be made at any time until 6 pm on March 5 at hncfruit@cox.net. Orders may also be made by calling Steve and Nancy Snyder at 804-557-3175 any time before 6 pm on March 5. Pickup will take place at the church, 8300 Richmond Road, Toano, on March 13, 7 am - 5 pm.

Hey Neighbor!

EASTER EGG HUNT AND THE EASTER BUNNY

March 16, 2013

1 p.m. at Wellspring UMC, 4871 Longhill Road. FREE. Come and join the fun! We will be having an Easter Egg hunt and a visit from the Easter Bunny! There will be crafts, a cake walk, and snacks. And, don't forget to have your picture taken with the Easter Bunny! Hope to see you there!

Hey Neighbor!

6TH ANNUAL "A NIGHT AT THE MUSEUM" FUNDRAISER

March 16, 2013

Presented by New Town United Methodist Church and Preschool. Time 6 - 9 pm. Enjoy a night of fun at "A Taste of New Town" including Food Sampling, Live and Silent Auctions and Children's Works of Art. Event will be held at New Town United Methodist Church and Preschool, 5209 Monticello Avenue. Advance tickets available at \$9/person or \$10 at the door. All proceeds directly benefit the church preschool. For inquiries, contact Gretchen at 757-258-1100.

Hey Neighbor!

THE CHOCOLATE AFFAIR

March 16, 2013

Williamsburg Hellenic Center,

4900 Mooretown Road. The Chocolate Chariot Race in the morning, throughout the streets of New Town. Check out the details at www.ecodiscoverypark.com/events/chocolateAffair/

Hey Neighbor!

HARLEM AMBASSADORS TOUR IS COMING TO WILLIAMSBURG

March 17, 2013

5pm. The internationally-acclaimed Harlem Ambassadors will be visiting Williamsburg for a game at Lafayette High School benefitting Greenwood Christian Academy. See this unique brand of Harlem-style basketball, featuring high-flying slam dunks, dazzling ball-handling tricks and hilarious comedy routines. The Ambassadors have partnered with Greenwood Christian Academy in effort to increase our ability to provide scholarships and tuition assistance to local students and as an effort to obtain technology funding, upgrading our current classroom technology to impact the learning experience of the students at Greenwood Christian Academy. Tickets can be purchased by calling 757-345-0905, on-line at www.greenwoodchristianacademy.com or by visiting the school at 5251-37 John Tyler Highway.

Hey Neighbor!

VA NATIVE PLANT SOCIETY PROGRAM - NATIVE AZALEA

March 21, 2013

Yorktown Public Library, starts at 6:45 pm, free and open to the public. Speaker: Don Hyatt. Bimonthly program of the John Clayton Chapter of VNPS. Contact Information: Don@donaldhyatt.com 703-241-5421.

Hey Neighbor!

AN AFTERNOON OF JAZZ

March 24, 2013

In celebration of Delta Sigma Theta Sorority's centennial celebration the Williamsburg Alumnae Chapter invites you to join us for an Afternoon of Jazz, 4-8 pm at the Williamsburg Lodge 310 South England Street, \$60.00 per person. A great evening that includes dinner, dancing, music, raffles and lots of fun. All monies will benefit the Chapter's scholarship fund. Contact Margaret Stockton at mlstockton@aol.com.

Hey Neighbor!

CDR'S 35TH ANNUAL BID 'N BUY AUCTION

March 24, 2013

CDR will hold its 35th Annual Bid 'n Buy Auction at the Williamsburg

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Hotel and Conference Center (formerly the Williamsburg Marriott), 50 Kingsmill Road. Doors open at noon, and the event features a live and silent auction, children's activities and more. Popular auction items will include trips and excursions, gift baskets, event tickets, home decor, art, furniture, services and more. CDR provides services and resources to nearly 1,000 infants and toddlers who have disabilities, delays, or are at risk for developmental delay. For more information on the auction or Child Development Resources, please call 757-566-3300.

Hey Neighbor! IN THE TRENCHES TOUR

April 2 and 16, 2013

Tour starts at 10 am. Join a small inside and up-close group tour of the Lost 1607 James Fort led by Dr. William Kelso, Director of the Jamestown Rediscovery Archaeological Project since 1994. Walk the surface of the ground once trod by Captain John Smith, Pocahontas and Queen Elizabeth II -- now the very soil being dug by Historic Jamestowne archaeologists. You share the once in a lifetime "moment of discovery" as a part of America's birthplace sees the first light of day in over 400 years. Tour members must purchase a tour ticket online in advance or in the museum store by 9:30 am on the day of the tour. Cost includes a one-day pass to Historic Jamestowne. Tickets can be purchased at www.historicjamestowne.org. Price: \$30. Location: Historic Jamestowne. Contact: 757-229-4997.

Hey Neighbor! CURATOR'S ARTIFACT TOUR

April 10 and 24, 2013

Tours start at 3 pm from the Pocahontas statue. Senior archaeological curator, Bly Straube, provides an intimate, behind-the-scenes tour of the artifact collection of James Fort. This 90-minute guided program begins with a brief overview of the Jamestown Rediscovery project and offers a rare glimpse of the vault where more than one million artifacts recovered during excavations are housed. Straube will highlight important finds and discuss how artifacts tell the story of Jamestown's early years. After the tour, guests will have time to explore the Nathalie P. and Alan M. Voorhees Archaearium where galleries of selected archaeological artifacts are displayed. Note: Due to limited space and the fragile nature of artifacts in the laboratory, this tour is restricted to 10 people. Children under 16 years of age must

be accompanied by an adult. \$25. Tickets can be purchased at www.historicjamestowne.org. Contact 757-229-4997, ext 100.

Hey Neighbor! CASABLANCA - A BLUE ELEPHANT AFFAIR

April 13, 2013

6 pm. Hellenic Center. For a \$75 per person ticket, guests will enjoy an evening of dinner, drinks, gaming, music and dancing while celebrating the work of advocates and providing a community voice to transform the lives of the abused and neglected children served by CASA. Visit www.colonialcasa.org or call 229-3306 for more information or to purchase your ticket.

Hey Neighbor! "FEMININE, FASHIONABLE, FLIRTATIOUS" FASHION SHOW

April 17, 2013

The Woman's Club of Williamsburg-GFWC is hosting a Fashion Show luncheon in the Ballroom at Colonial Heritage. Registration will start at 10:30 am, lunch served at 11:45 am, and modeling beginning at 12:45 pm. Raffle prizes, 50/50 drawing, and sample boutique. Cash bar available. The Woman's Club of Williamsburg is a philanthropic club supporting community services programs. For additional information call Reservations Chair Jean Migneault at 220-0036 or jmigneault@cox.net.

Hey Neighbor! BARRELS AND BINS

April 20, 2013

In the Botanical Garden, the Williamsburg Master Gardener Barrels and Bins team will show gardeners how to grow healthy and delicious fresh vegetables and herbs using sustainable and environmentally friendly projects. The team will demonstrate how to build a rain barrel, how to make a composter using readily available materials and how to construct a self-watering container. Freedom Park Interpretive Center or Williamsburg Botanical Garden. Time 10 - 11:30 am.

Visit
WilliamsburgNeighbors.com
and click on
Hey Neighbor!
to find a complete list of
all the current community
events.

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Find the 12 differences
between the original
photograph (top) and
the altered photograph
(bottom).

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INTERMEDIATE LEVEL

**Look for the answers
in the next issue of
Next Door Neighbors.**

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