

PORTSMOUTH PARTNERSHIP

Promoting economic growth, leadership and education within the City of Portsmouth

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PORTSMOUTH PARTNERSHIP TURNS 60 *A Legacy of Volunteerism and Innovation*

THE BUSINESS AND CIVIC LEADERS who formed the **Portsmouth Industrial Foundation** in 1948 to gird their city against the adverse effects of Portsmouth's post-WWII economy achieved success far beyond their dreams. It's true that, over the next forty years, they attracted new businesses, helped to expand existing ones, and made dozens of business loans. But far beyond that, these early leaders left to future generations a legacy of exemplary volunteerism and innovation that still flourishes today.



THE FORMIDABLE CHALLENGES which faced the PIF's founders were, by the 1970s, replaced by new, equally daunting ones: the city's poor image, a population decline and an eroding tax base. A new group of volunteer leaders determined to combat these issues head-on. They created the **Portsmouth Partnership** in 1983, and promptly raised over \$1.2 million to fund a national advertising and public relations campaign with TV,



magazine and direct mail support. In 1984 an Enterprise Zone was created, only to double by 1986. Local merchants volunteered to serve as "Portsmouth Ambassadors," calling on out-of-town prospects and hosting visitors' trips to town – often at their own expense. Property values and new construction turned upward.

DESPITE THESE positive changes, Portsmouth in the early 90s continued to lose population and retail businesses to rapidly growing surrounding cities. With roughly 50% of Portsmouth's land area already exempt from tax, the loss of tax revenue from exiting businesses put increasing pressure on an already-strained budget. The leaders of the PIF and the Partnership agreed that these seemingly intractable challenges could best be met through a merger of their organizations' missions and assets. The two groups, combined in 1991, promised the strength and scope to return under-performing property to Portsmouth's tax rolls, cultivate a culture of volunteer leadership, support worthwhile projects within the city, and represent Portsmouth as a significant player in our maritime region.

TODAY, THE PARTNERSHIP'S AFFILIATES, including the **Lefcoe Leadership Foundation**, the **Portsmouth Partnership Foundation**, the **Partnership Development Foundation** and the **Greater Portsmouth Development Corporation**, continue to work in measurable ways to build a bright future for our city. Sixty years after the initial volunteer effort gathered steam, today's Portsmouth Partnership continues a tradition of innovation and energy as it strives toward the ultimate aim of all economic development: the highest possible quality of life for present and future citizens.



Steve Chaplin

PARTNERSHIP WELCOMES NEW MEMBERS

THE PORTSMOUTH PARTNERSHIP has announced the addition of two new members to its board: **Stephen (Steve) Chaplin**, and **Shannon Glover**.

ORIGINALLY from Pottstown, PA, Steve graduated with a degree in Economics from UVA in 1988 and worked with Texaco for nine years. In 1988 he opened his first of eight Texaco Xpress Lube locations in Hampton Roads,

with offices in Portsmouth. Steve and his wife, Delores, moved to Portsmouth in 2003, and have three children.

SHANNON, an Erie, PA native, moved to Portsmouth in 1990 where he completed his military service at the Naval Hospital and married his wife, Paula. With a degree in Interdisciplinary Studies from Norfolk State University, he worked with Anthem prior to forming his own Commonwealth Benefit Solutions in Va. Beach. The Glovers, who have two children, also own Creative Learners Educational Center in Portsmouth, and are building a second facility in Suffolk. Steve, Delores, Shannon and Paula are all graduates of the **Lefcoe Leadership Foundation** program.



Shannon Glover



GPDC 9 years 1,000 jobs \$7,000,000 tax revenue

