

# The Chamber Times

Martinsburg - Berkeley County Chamber of Commerce

November/December 2010

Issue 6

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## Letter From Our Chairman

It truly has been an honor, privilege and pleasure to serve as your Chairman of the Board this year. I cannot believe the year is nearly over, but we still have several events planned. Upcoming Chamber Mixers will be held on November 17 at Bechdel Jewelers and on December 15 at Power Mortgage & Financial Solutions. We are pleased that our Chamber mixers continue to be successful and sincerely thank the hosts that have provided hospitality during the last year. Rise & Shine Breakfast programs will be held on November 19 (Harpers Ferry Job Corps), December 3 (Eastern Panhandle Community Christmas) and December 17 (Eastern Panhandle Free Clinic); and the Women's Network will hold a Life Balance Workshop on December 9.

**We appreciate everyone's response** regarding the Board of Directors Election. As you can see, the ten elected to a three-year term are all very fine candidates, and we appreciate their willingness to serve: Doug Arndt, Arndt-McBee Insurance; Guy Avey, Susquehanna Bank; Elaine Bobo, Centra Bank; Tripp Dailey, W. Harley Miller Contractors; Joyce Kees, Centra Bank; Dawn Newland, State Farm Insurance; Bill Powell, Jackson Kelly; Harry Siegel,

HMS Technologies; Kevin Starliper, CNB Bank; and Nan Stevens, WV Housing Development Fund.



The Chamber has had another great year thanks to the support of all our members, both new and old. Our outstanding staff and dedicated volunteers have worked hard to bring you quality events and unprecedented representation in the community. The major sponsors listed throughout this newsletter have provided outstanding support of our programs and events, and we sincerely appreciate it. Many other members have been a great support by donating funds, services, products, and time.

I leave you in the capable hands of incoming Chair Kathy Mason. She will do an outstanding job, and I look forward to working with her in 2011. Thank you for making this year a SUCCESS! Best wishes for a safe and happy holiday season.

## Upcoming Events

- November 17 - Chamber Mixer at Bechdel Jewelers
- November 19 - Rise & Shine Breakfast ~ Speaker: Charles Root, Harpers Ferry Job Corps
- December 3 - Rise & Shine Breakfast ~ Speaker: Cheryl Gregory, Eastern Panhandle Community Christmas
- December 9 - **Women's** Network Life Balance Workshop
- December 15 - Chamber Mixer at Power Mortgage & Financial Solutions
- December 17 - Rise & Shine Breakfast ~ Speaker: Michelle Goldman, Eastern Panhandle Free Clinic

## Meet Our Major Sponsors



Blue Ridge Community and Technical College stays true to their mission statement by providing a diverse student population with collaborative programs and support services to improve the quality of life and promote economic development. With over 50 associate degree and certificate programs, Blue Ridge CTC focuses on career entry, university transfer, developmental education, and workforce development. Their academic programs include nursing, business,

information technology, criminal justice, electric distribution engineering, culinary, allied health sciences and liberal arts.

In addition to their general curriculum, Blue Ridge Community and Technical College also extends educational opportunities to area businesses. Their workforce development program offers a full range of training solutions, through nationally recognized curriculums and result-oriented, customized training plans. Blue Ridge CTC has

the ability to train groups of employees seeking to attain a degree or build upon previous credits, with classes being delivered at a business location, online or on campus. Their ongoing Fast Track programs provide an introduction to computer programs, such as QuickBooks, MS Access, and specialized Allied Health training.

Blue Ridge CTC has two locations in Berkeley County, with the main campus at 400 West Stephen Street in downtown



198 Viking Way  
Martinsburg, WV 25401-5338  
(304)267-4841 (800)332-9007  
Fax: (304)263-4695  
chamber@berkeleycounty.org  
[www.berkeleycounty.org](http://www.berkeleycounty.org)

Officers

Tom Cummings, *Chairman of the Board*  
Kathy Mason, *Chairman-Elect*  
Tracey Eberling, *Vice Chairman*  
Norman Slemenda, *Treasurer*  
Teresa McCabe, *Past Chairman*

Board of Directors

Margie Bartles	Tom Belfield
Michael Bohrer	Ted Bostic
Tom Cummings	David Decker
Kendra DeOms	Layne Diehl
Tracey Eberling	Jonathan Gavlinski
Brian Gilpin	Mary Hayward
Travis Hill	Gary Kelley
Kevin Knowles	Randy Lewis
Maria Lorensen	Rick Manning
Kathy Mason	Stephen Mathias
Jerry Mays	Teresa McCabe
Gina Miller	Gail Moxley
<b>Bonn "Buzz" Poland</b>	<b>Floyd "Kin" Sayre</b>
R.B. Seem	Norman Slemenda
Susan Snowden	Tina Stover
Joanne Wadsworth	Tony Zelenka

Staff

Tina H. Combs, *President & CEO*  
Susan G. Sanders, *Office Manager*  
Amy C. Fansler, *Program Coordinator*

*Mission Statement*

*The Mission of the Chamber is to facilitate the economic progress of its members*

*The Chamber of Commerce would like to recognize and thank those businesses, whose logos are throughout this newsletter, for sponsoring our major programs and events.*

## New Chamber Members

Avon  
30 Pheasant Lane  
Gerrardstown, WV 25420  
304.229.6306  
avon.debbieallen@gmail.com  
[www.youravon.com/dallen9630](http://www.youravon.com/dallen9630)  
*Debbie Allen*, Rep.  
Cosmetics & More

Berkeley Arts Council, Inc.  
PO Box 984  
Martinsburg, WV 25402  
304.262.1611  
berkeleyartswv@gmail.com  
[www.berkeleyartswv.org](http://www.berkeleyartswv.org)  
*Malinda Shaver*, Rep.  
Non-Profit Arts Council

Big Springs Animal Hospital, Inc.  
7611 Winchester Avenue  
Inwood, WV 25428  
304.229.PETS  
Fax: 304.229.9731  
info@inwoodanimalcenter.com  
[www.inwoodanimalcenter.com](http://www.inwoodanimalcenter.com)  
*Carol Pierson*, Rep.  
Veterinarian, Boarding & Grooming

Breast Cancer Awareness -  
Cumberland Valley, Inc.  
322 East Antietam Street, Suite 101  
Hagerstown, MD 21740  
301.791.5843 or 800.963.0101  
Fax: 301.797.4090  
bcavalley@myactv.net  
[www.bcacv.org](http://www.bcacv.org)  
*Joan Fell*, Rep.  
Free Breast Cancer Support Programs

Chambrolyn Insurance Agency  
35 Collins Drive  
Martinsburg, WV 25403  
304.754.5750  
Fax: 304.754.5752  
cwalls7501@aol.com  
*Cheryl Walls*, Rep.  
Allstate Insurance

Ferguson Enterprises, Inc.  
321 Front Royal Pike  
Winchester, VA 22602  
540.667.5775  
Fax: 540.722.2282  
mike.witty@ferguson.com  
[www.ferguson.com](http://www.ferguson.com)  
*Mike Witty*, Rep.  
Distributor of Plumbing, Lighting,  
Cabinets and Appliances

Good News Mountaineer Garage  
221 1/2 Hale Street  
Charleston, WV 25301  
304.344.8445 or 866.GIVE.CAR  
Fax: 304.344.4718  
[goodnewsmountaineergarage.com](http://goodnewsmountaineergarage.com)  
*Barbara Bradley*, Rep.  
Non-Profit Car Donation

Harris Community Care, Inc.  
709 West Burke Street  
Martinsburg, WV 25401  
304.263.7764 or 877.513.7976  
Fax: 304.263.7330  
harriscommcare@comcast.net  
[www.harriscommunitycare.com](http://www.harriscommunitycare.com)  
*Helen & Leonard Harris*, Reps.  
In-Home Health Care

Charles B. Hydorn  
121 Orchid Lane  
Falling Waters, WV 25419  
304.274.2144 or 877.397.0339  
chydorn@localnet.com  
*Charles "Chuck" Hydorn*, Rep.  
Promotional Advertising Products

Insite MediaCom, LLC  
150 NW 70th Avenue, Suite 3  
Plantation, FL 33317  
304.582.3466  
Fax: 304.229.1636  
eastcoastbillbrd@aol.com  
*Terri Jordan*, Rep.  
Outdoor Advertising - Billboard

Johnnies Express  
1456 Winchester Avenue  
Martinsburg, WV 25401  
800.262.1214  
rhocker@johnniesinc.com  
[www.johnniesinc.com](http://www.johnniesinc.com)  
*Rod Hocker*, Rep.  
Restaurant Food Equipment

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## Meet Your Board of Directors

Gary Kelley  
Kelley Allstate Agency



Gary was born in Weston, WV and grew up on a farm outside of Ripley, WV. Before graduating from Ripley High School in 1972, he was involved in sports activities and Future Farmers of America. He was elected to the position of WV State FFA President, and achieved the American FFA Member status. He also served as National FFA Vice President, which allowed him to travel all over the United States meeting many business leaders, and celebrities, and he even had a private meeting with President Ford in the White House when he was 20 years old. After serving the FFA, he attended the University of Kentucky and graduated in 1977 with a BS degree in Agriculture Economics. He began his insurance career with John Hancock Life Insurance Company in January of 1983. He was promoted to manager in 1985 and spent 3 years in their home office in Boston. In 1993, he was appointed manager with New York Life Insurance Company with assignments in Charleston, WV and Johnstown, PA. He joined Allstate in 2003 as a Financial Specialist and purchased the Tom Bowers Allstate Agency in Martinsburg on August 1, 2004. He has since acquired the Twiss Agency in Frederick, MD on June 1, 2008, and the Parlato Agency on January 1, 2009. Gary has one daughter, Stacy, who lives in Ripley, WV. His wife, Tracy is the Award Winning Financial Specialist for The Kelley Agencies. Gary and his agencies are very involved in community and civic organizations, including Special Olympics, Big Brothers Big Sisters, Soapbox Derby, County Youth Fairs, Salvation Army and United Way. He is a member of the Martinsburg-Berkeley County Chamber of Commerce, Hagerstown Chamber of Commerce and Rotary International. He is also the Immediate Past President of the Eastern Panhandle Association of Insurance and Financial Advisors. The Kelley Agency in Martinsburg has been recognized as Best in the Company in 2006 (out of 14,000 agents across the country). It has also been ranked as the #1 Allstate agency in WV for 3 out of the past 5 years and has been ranked #1 in the Capital Region (WV, VA, MD, DE, DC) for 2 out of the past 5 years! Gary is very proud to represent Allstate and enjoys meeting his customers, both new and existing, each and every day. Stop in and say hello sometime.

Joanne Wadsworth  
Centra Bank

Joanne Wadsworth, Certified Financial Planner, currently serves as Vice President of Financial Services for Centra Bank in Martinsburg. She is very involved in the community where she has been the United Way Day of Caring Chair for the past 16 years, the recipient of the Marvin Yurish Volunteer of the Year Award, and currently serves on their Board of Directors. She is a member of the Board of Directors for the Martinsburg-Berkeley County Chamber of Commerce where she is a Past President and was honored as Chairperson of the Year for the Chamber. While President of the Chamber, one of the initiatives that was developed during her tenure was the Leadership Berkeley program. Currently **Joanne is the Berkeley County Chair of Hospice of the Panhandle's Capital Campaign for an in-patient facility.** Joanne is a member of the Martinsburg Noon Rotary Club and is a Paul Harris Fellow. She is also past president of the Business Education Partnership. Most recently Joanne was honored by the Girl Scouts as a Woman of Distinction. She is married to Dave Wadsworth and is the mother of 3 sons, RB, Stephen and Michael Seem.



## Blue Ridge CTC (continued)

Martinsburg, WV, and the Technology Center located at 5550 Winchester Avenue, off Route 11, in the Berkeley Business Park.

**They're also expanding to a new campus in 2012.** The 46-acre campus site off WV- 45 will be the new home for a 55,000 square-foot building. With over 3,800 students enrolled for Fall of 2010, the new building will accommodate their needs with two full floors for academic programs.

To learn more about what Blue Ridge Community and Technical College has to offer, visit [www.BlueRidgeCTC.edu](http://www.BlueRidgeCTC.edu).





## Member Spotlight

Budget Blinds presents "Tips to Choosing Window Treatments" by Scott MacKinnon

There are several reasons to choose one window treatment over another. Some of the reasons are fashion, light control, heat control, budget, how your home will appear from the outside, ease of cleaning, and protection of your furniture and hardwoods. We will focus on the first four.

Fashion - Everyone loves to showcase a beautiful home. Whether your style is plantation shutters, roman shades, wood blinds or our exclusive Signature Murano Fabric Slatted blind. Treatments help define your space and showcase your style.

Light Control - Some people love a house full of light while others like to keep the house more on the dark side. Slatted products such as wood blinds and shutters help you have both, while light filtering shades like honeycombs allow a soft glow to enter the home. Some client leave the windows open and just add a nice board mounted fabric valance.

Heat control - We all know how brutal the heat was this past summer. If you were to have a high insulating shade, such as a honeycomb, you would have saved lots of money paying for A/C. Shutters also keep the heat out. Both treatments and fabric roman shades are also great at keeping a home warm in the winter.

Budget - This is where we excel. We are a locally owned and operated franchise. Nationwide nobody sells more treatments than Budget Blinds. This means tremendous buying power, awesome quality and a huge selection for our customers. We service both commercial and residential clients and offer a *free in home/business consultation*. We are full service from measure to install.

Budget Blinds of the Eastern Panhandle - 304-262-9101 or [www.budgetblinds.com/martinsburg](http://www.budgetblinds.com/martinsburg).

## Renewing Chamber Members

Advocate Insurance Group  
Arndt-McBee Insurance Agency, Inc.  
Auto Ambulance Mobile  
Auto Repair  
Berkeley County Commission  
BNI Shenandoah Valley  
Britt-Reed Law Offices  
Andrea Burke, ERA Liberty Realty  
C.A.S.A. of the Eastern Panhandle  
Cell-Page Communications  
Choice Staffing, Inc.  
The Church at Martinsburg  
Costco Wholesale  
Courthouse Apartments  
E. Ross Curtis, PE, Civil Engineer  
Dan Ryan Builders, Inc.  
Decker & Company, PLLC  
Detailed Destinations  
Eastern Panhandle Home  
Builders Association  
Eastern West Virginia  
Community Foundation  
EastRidge Health Systems

Edward Jones Investments,  
Ethan Loewen  
Fawcett Martinsburg Real Estate, LLC  
FiberNet  
Franklin American Mortgage Company  
**Gantt's Excavating &**  
Contracting, Inc.  
Groves Cleaning Services, LLC  
H&R Block  
Hagerstown Suns  
Hallmark Realty  
Hampton Inn  
Handyman Connection  
Household Savings, Inc.  
Integrative Resources, LLC  
Interstate Communication  
Services, Inc.  
J.C. Kunkle & Associates  
Manpower  
The Mark Building Company, Inc.  
Martinsburg Mall  
McFarland House Events, LLC  
Mel McQuain Communication Systems

Morgan Financial Group, LLC  
Penn Liquors  
**Pennington's Auto Center**  
Potomac Construction  
Industries, Inc.  
Printing Impressions  
**Shenandoah Women's Center, Inc.**  
Shepherd University  
Smith Elliott Kearns & Co., LLC  
Spherion Staffing  
Stanley Steemer Carpet Cleaners  
State Farm Insurance,  
Jerry Williams Agent  
Dr. Bonnie M. Stubblefield  
William L. Stubblefield  
Sunset Car Wash  
TalkRadio WRNR  
**Tannerman's Trading Company**  
Tri-State Business Network  
Trump & Trump  
Waste Management/LCS Services



## News About Members

- Jonathan Wertman and Mary Binns-Davis recently joined the law firm of McNeer, Highland, McMunn and Varner.
- Martin & Seibert is pleased to announce that several attorneys have been included in the latest edition of Super Lawyers. Clarence E. Martin III, Walter M. Jones III and Susan R. Snowden were named Super Lawyers; and Michael M. Stevens was named a Rising Star.
- Martin & Seibert is pleased to announce that Susan Snowden has become a member of the West Virginia 4-H AllStars.
- Shepherd University has been awarded a \$1.1 million, five year renewable grant from the US **Department of Education's Student Support Services TRIO** Program.
- The Berkeley County Solid Waste Authority recently received \$10,000 grant from the West Virginia Solid Waste Management Board. Also, Clint Hogbin, Chairman, recently attended the 5th Annual Potomac Watershed Trash Summit.
- Good News Mountaineer Garage recently presented the West Virginia Music Hall of Fame with a unique vehicle that will enable the organization to host small, impromptu concerts around the state. The truck was donated by Prettyman Broadcasting.
- The members of Smith Elliott Kearns & Company, LLC are pleased to announce that tax specialist Mark Hartshorn, MST has joined their firm.
- The Berkeley County Solid Waste Authority is pleased to announce a new pilot project for the collection of deer carcasses from WV hunters. This project will run through December 31, 2010. Also, plastic caps and lids will now be accepted for recycling.
- The Family Resource Network, in partnership with the United Way of the Eastern Panhandle, was recently awarded a \$78,000 grant from the WV Department of Health & Human Services for Substance Abuse Prevention Services in Berkeley and Jefferson Counties.
- Congratulations to Betty Gunnoe for being elected as President of the West Virginia Library Commission Board. Betty retired from the Martinsburg-Berkeley County Public Library and is currently a member of the Martinsburg City Council.
- William Powell, Jackson Kelly, was recently elected to serve on the executive council of the West Virginia Bar Association.
- The WVU Hospitals-East Regional Cancer Program, based at City Hospital, has been granted a three-year accreditation with commendation by the Commission on Cancer of the American College of Surgeons.
- Decker & Company, PLLC is pleased to announce that Jim Jessee has joined their firm as a staff accountant.
- MVB Bank is pleased to announce that RB Seem has been promoted to Vice President, Retail Banking/Client Services.
- City National Bank has been rated the best mid-sized bank in WV and the 11th best in the United States according to the August issue of US Banker.
- HMS Technologies, Inc. recently announced that the company has again made the prestigious Washington Technology Fast 50, 2010 debuting at number 11.
- Norm Slemenda, Prettyman Broadcasting, has been chosen as one of eight representatives in WV for the Susan G. Komen for the Cure Pink Tie Guy Program.
- WVUH-**East's City Hospital** is pleased to announce that Eric M. Bonnem, MD has joined the medical staff as Medical Director of the WVUH-East Regional Cancer Program.
- Millers Electric Company, Inc. is pleased to announce the appointment of Rick King as manager of its newly expanded HVACR division.
- The WV Department of Environmental Protection has awarded the Berkeley County Solid Waste Authority an electronic recycling grant.

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## New Chamber Members (continued)

The Q Company  
457 Rolling Lane  
Harpers Ferry, WV 25425  
304.616.6604  
sara@theqcompany.com  
[www.theqcompany.com](http://www.theqcompany.com)  
Sara Matzek, Rep.  
BBQ Catering Company

Personal Reflection Day Spa, LLC  
414 Wendover Drive  
Bunker Hill, WV 25413  
304.821.1333  
Fax: 304.821.1334  
personalreflectiondayspa@yahoo.com  
Nancy Bowers, Rep.  
Day Spa

PuroClean Disaster Restoration  
5 Sue Court, Suite A  
Martinsburg, WV 25405  
304.262.8100 or 877.958.8100  
Fax: 304.262.8102  
rtrenary458@puroclean.com  
[www.puroclean.com/458](http://www.puroclean.com/458)  
Rodney Trenary, Rep.  
Water and Fire Damage Clean-Up Services

Re/Max in Action  
315 Rock Cliff Drive  
Martinsburg, WV 25401  
304.596.5500  
Fax: 304.596.5524  
jeannekozak@mrisc.com  
[www.wvrealstatepros.com](http://www.wvrealstatepros.com)  
Jeanne Kozak, Rep.  
Real Estate

Ruiz McPherson Communications  
128 West Washington Street  
Charles Town, WV 25414  
703.798.2619  
mayra@ruizmcperson.com  
[www.ruizmcperson.com](http://www.ruizmcperson.com)  
Mayra Ruiz McPherson, Rep.  
Web, Marketing and PR Agency

Signature Event Caterers, LLC  
1948C Shepherdstown Road  
Martinsburg, WV 25404  
304.263.6700  
Fax: 304.263.6701  
cgruber@sigeventcaterers.com  
[www.sigeventcaterers.com](http://www.sigeventcaterers.com)  
Cindy Gruber, Rep.  
Catering



### **WOMEN'S NETWORK WORKSHOP** THURSDAY, DECEMBER 9, 2010 8:30 A.M. – 11:00 A.M. HOLIDAY INN MARTINSBURG

**"All Stressed Out and No Place to Blow!"**

*Tips for finding balance, reducing stress, and bringing JOY back into your life*

This fun and highly interactive session, presented by Julie Gaver, will examine the many stresses professional women face and provide tools for achieving increased balance and joyful moments in your life.

When the challenges of work, home, and family feel overwhelming, successful women know that a positive attitude and sense of humor make the perfect "fixer elixir."

End the year on a high note and make plans to attend this dynamic session filled with laughter, useful tips, and opportunities to connect with other women. (See flyer for more information.)



# Chamber Scores with Tailgating Under the Stars Auction

By: Tracey Eberling, Chair

A crowd gathered at The Purple Iris on September 10 for the Tailgating Under the Stars Auction. Fun was had by all on this beautiful evening. Kudos to our generous Presenting Sponsors - Bowles Rice McDavid Graff & Love LLP, *My Bank!* First United Bank & Trust and nTelos, as well as our excellent Contributing Sponsors - Bechdel Jewelers, Printing Impressions and The Purple Iris. The teamwork of our sponsors, donating members and all those that bid made the evening great. Thanks also to the hard-working auction committee, and Amy, Tina and Susan, for their commitment and team spirit to putting together a winning night!

Items donated by the following businesses made it all possible:

AAA East Central  
Ambassador Flag Company  
Apollo Civic Theatre  
Arbonne International, Mallory Spiersch  
Arbonne International/  
Hollmark Health Consulting,  
Holly Taylor-Lemieux  
Around the Panhandle Magazine  
Auto Ambulance  
Avon - Vicki Rohrer  
BCT - Bank of Charles Town  
Bechdel Jewelers  
Lisa & Scott Bivens  
Blue Ridge Community &  
Technical College  
Bowles Rice McDavid Graff & Love  
Boys & Girls Club of the  
Eastern Panhandle  
Budget Blinds  
Andrea Burke/ERA Liberty Realty  
Carpet World of Martinsburg  
Cell-Page Communications  
Centra Bank  
Chick-fil-A  
City National Bank  
CNB Bank  
Comcast Cable Communications  
Comcast Spotlight  
Comfort Inn  
Contemporary American  
Theater Festival  
D&E Handy Services  
Daily Grind  
**Dana's Tuxedo**  
Daniele Piasecki Photography  
Decker & Company  
The Design Center

Detailed Destinations  
Eastern WV Community Foundation  
Tracey & George Eberling  
Ecolab  
Edward Jones Investments,  
Samantha Muncy  
Expressway Office Solutions  
Farmers & Mechanics  
Insurance Companies  
Flowers Unlimited  
Girl Scout Council of the  
**Nation's Capital**  
Stephanie Godley  
Graphics Universal  
Groves Cleaning Service  
Growth Media Services  
Hallmark Realty  
**Heather's Helpers Pet Sitters**  
Holiday Inn Martinsburg  
Home Instead Senior Care  
Hospice of the Panhandle  
**Hoss's Steak & Sea House**  
Household Savings  
**JayDee's Family Fun Center**  
Jefferson Distributing Company

The Journal  
Kelley Allstate Agency  
King Physical  
Therapy  
LA Roberts Jewelers  
Lodestar Llamas  
Lombard Securities  
Long & Foster  
Real Estate  
Martinsburg-Berkeley  
County Convention &  
Visitors Bureau  
Martinsburg-  
Berkeley County  
Public Libraries

Martinsburg Rotary Club  
Martinsburg Staples  
Mary Kay Cosmetics, Donna Cobean  
**McDonald's/Keene Enterprises**  
McNeer Highland McMunn & Varner  
**Mel's Business Systems**  
Miche Bags by Liz  
Mid-Atlantic ProTel  
Mid-Atlantic Site Development  
Bob & Gina Miller  
**Minghini's General Contractors**  
Mountain State University  
Orchidstrated Design  
Orgill  
**Orsini's Appliance Sales**  
John Overington  
Panhandle Home Health  
Panhandle Homes of Berkeley County  
Panhandle Print & Design  
**Patterson's Drug Store**  
Penn Liquors  
Pill & Pill  
Pittsburgh Pirates  
Platinum PR

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## Chamber Mixers

Wells Fargo Insurance Services hosted the September 15 Chamber Mixer at The Purple Iris. Over 65 Chamber Members and guests took advantage of the great networking opportunities and spectacular refreshments. A special thanks to Travis Hill and his staff for hosting this event.

Historic McFarland House hosted the October 20 Chamber Mixer. Over 60 Chamber Members and guests took advantage of the great networking opportunities and spectacular refreshments. A special thanks to Michael McCarty, Donna Cobean and Jeff Manor for hosting this event.



Wells Fargo Insurance Services



Historic McFarland House

The next Chamber Mixer will be hosted by Bechdel Jewelers on November 17.

Upcoming Chamber Mixers:

- December 15 - Power Mortgage & Financial Solutions
- January 19, 2011 - 167th TFR Federal Credit Union
- February 16, 2011 - Printing Impressions
- March 16, 2011 - Holiday Inn Express Charles Town

## News About Members (continued)

- The Hampton Inn Inwood recently received the national Circle of Excellence Award. This designates the hotel as being in the top 10 percent in service, product and quality among more than 1,600 Hampton properties.
- **West Virginia's Best Lawyers in America 2011:** Steptoe & Johnson - Kenneth Barton, Bridget Cohee and Lucien Lewin; Bowles Rice McDavid Graff & Love - Michael Caryl, David DeJarnett, Michael Keller, Michael Lorensen, Stephen Mathias and Charles Printz; Jackson Kelly - Robert Glenn, Leslie Hoffman and William Powell; Martin & Seibert - Clarence E. Martin, III; and Pill & Pill - Richard Pill.
- George Blough, American Cancer Society, was recently awarded the State Lead Ambassador of the Year by the American Cancer Society Cancer Action Network.
- The Berkeley County Solid Waste Authority is pleased to announce a partnership with Apple Valley Waste Services to continue the various pilot programs for certain kinds of voluntary curbside recycling services in Berkeley County.
- Kathy Mason, Berkeley County Development Authority, recently received the November 2010 Excellence in Community Service Award from the Berkeley County Commission.



## Leadership Berkeley Alumni Assist with Mega Food Drive



Members of the Leadership Berkeley Alumni assisted with the United Way's Day of Caring Mega Food Drive on Tuesday, September 14. Under the coordination of Aaron Poling, Long & Foster, the group collected over 1,700 pounds of food, \$221 in cash donations and a \$10 gift card.

Alumni who participated in this event were: Norwood Bentley, Berkeley County Commission; Andrea Burke, ERA Liberty Realty; Michelle Cuthrell, Advocate Insurance Group; Doug Hovatter, WVU Extension Service; April Krabal, *My Bank!* First United Bank & Trust; Rachel McPipe, *My Bank!* First United Bank & Trust; Aaron Poling, Long & Foster; Charlotte Sherman, Keller Williams Rice Realty; Adam Stewart, United Bank; Beth Thomas, Blue Ridge CTC; Pam Wagoner, Depot Florist; and John Woynicz, retired-VA Medical Center.

Pictured left to right: Rachel McPipe, *My Bank!* First United Bank & Trust; Michelle Cuthrell, Advocate Insurance Group; and April Krabal, *My Bank!* First United Bank & Trust.

## Tailgating Under the Stars Auction (continued)

Aaron Poling, Long & Foster Real Estate  
Premier Jewelry, Christina Johnson  
Prettyman Broadcasting  
R&K Boutique  
**Reid's Distributor**  
**Rhythm 'n Motion Dance Studio**  
Roach Energy/ROCS  
Tina Roach, ERA Liberty Realty  
Royce Too  
ServPro  
Shenandoah Veterinary Hospital  
Shepherdstown Pedal & Paddle  
Sprint/US Cellular  
Stanley Steemer Carpet Cleaners  
State Farm Insurance, Pam Neely  
State Farm Insurance,  
Dawn Newland  
Sunset Water Services

Susquehanna Bank  
Sutton & Janelle  
TalkRadio WRNR  
Union Sales Company  
United Bank  
Watts Roost Winery  
Wellness Council of WV  
Wells Fargo Insurance Services  
Ed & Midge Wilson  
The Woods  
WVU Hospitals-East -  
Wellness Center



Kevin Knowles, Berkeley Senior Services; Jan Callen, United Way of the Eastern Panhandle; and Ethan Loewen, Edward Jones Investments

## Women's Network Workshop Held

The Women's Network hosted a "*Can Women be Leaders?*" Workshop on September 28, 2010, at the Holiday Inn. Nearly 100 women attended the event that was presented by Dr. Penelope Gladwell, associate professor and lead faculty at Mountain State University's Charles H. Polk School of Leadership and Professional Development. Dr. Gladwell discussed the leadership potential for women and helped to identify and tackle the challenges faced by women who have already moved into leadership positions. To date, 167 women have joined the network. Special thanks go to WVU-Hospitals East for signing on as a major sponsor of this new program. Future events already scheduled include a Life Balance Workshop on Thursday, December 9, 2010 (see page 6) and an all-day Women's Conference on Friday, April 8, 2011.



# Susquehanna Bank is doing what counts to help businesses — like yours.

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## Leadership Berkeley

The objective of Leadership Berkeley is to develop and enhance community leadership by offering educational and participatory experiences in order to increase awareness of the problems, opportunities and issues facing Berkeley County.

This year's class is the 20th and we're off to a great start. We have twenty-six participants in the Class of 2011. Its members represent a good cross-section of local leaders from the business, government and non-profit communities. We have small business owners, managers and administrators with many other professions represented. All are leaders in their professions and bring many talents and perspectives.

This class has already completed its trek to the Antietam Battlefield where, lead by Army War College alumni, they discovered how the leadership lessons gleaned from this 19th century battle are applicable to many of the challenges they face today. In their most recent session they completed the Myers-Briggs Type Indicator assessment and had a customer service workshop entitled "Give 'em the Pickle", led by Chamber President, Tina Combs.



As always, we're so very grateful for our program sponsors: Essroc, Mountain State University and Susquehanna Bank. Without their support we could not offer this unique opportunity to this select group of Eastern Panhandle leaders.

### Class of 2011:

Billie Jo Bagnell - Royce Too  
Louise Black - Blue Ridge Community & Technical College  
Michele Bouie - VA Medical Center  
Clifton Browning - Berkeley County Public Service Sewer District  
Angela Clark - Mountain State University  
Tamilyn Clark - City National Bank  
Ben Crawley-Woods - Martin & Seibert, LC  
David Erwin - VA Medical Center  
Rob Evans - Individual  
Dana Fogle - CoxHollidaPrice, LLP  
Eric Gantt - **Gantt's Excavating & Contracting, Inc.**  
Leslie Gantt - **Gantt's Excavating & Contracting, Inc.**  
Jonathan Gavlinski - Ecolab  
Stephanie Godley - Berkeley County Development Authority

Keith Hirsch - Essroc Italcementi Group  
Mike Hornby - Hornby Publishing/  
Around the Panhandle Magazine/  
Martinsburg Rotary Club  
Amy Hussion - Susquehanna Bank  
Karen Kisner - Panhandle Home Health, Inc.  
Jodi Miller - VA Medical Center  
Selwyn Persad - City Hospital  
Daniele Piasecki - Daniele Piasecki Photography  
Amber Ritchie - The Kelley Insurance Agency  
Stacie Rohn - Eastern Panhandle Free Clinic  
Cathy Slemenda - Prettyman Broadcasting Company  
Brenda Spaulding - Roach Energy/  
ROCS Convenience Stores  
Anne Wilmoth - Blue Ridge Community & Technical College

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## Community Events

- Monday, November 15 - 2010 America Recycles Day. For more events on WV activities, visit [www.wvrecycles.com](http://www.wvrecycles.com).
- Monday, November 15 - Tax Issues for Artists Workshop sponsored by the Berkeley Arts Council. For more information, visit [www.berkeleyartswv.com](http://www.berkeleyartswv.com).
- Tuesday, November 16 - Stroke: Time is Brain...Brain is Life Community Seminar. For more information, call 304-264-1287 ext. 1760.
- November 19-21 - *But Why Bump Off Barnaby?* at the Apollo Civic Theatre. For more information, call 304.263.6766 or [www.apollo-theatre.org](http://www.apollo-theatre.org).
- Friday, December 3 - Christmas Tree Lighting Ceremony in Downtown Martinsburg. For more information, call 304.262.4200 or [www.mainstreetmartinsburg.com](http://www.mainstreetmartinsburg.com).
- Saturday, December 4 - Snowflake Market and Old Town Martinsburg Christmas Parade. For more information, call 304.262.4200 or [www.mainstreetmartinsburg.com](http://www.mainstreetmartinsburg.com).
- Saturday, December 4 - Christmas Tea to benefit Berkeley Senior Services. For more information, call 304.263.8873 or [www.berkeleyseiorservices.org](http://www.berkeleyseiorservices.org).
- Saturday, December 4 - Simply Gingerbread Master Chef Series. For more information, call Steven Weiss at 304.260.4380 or [sweiss@blueridgectc.edu](mailto:sweiss@blueridgectc.edu).
- December 4 & 5 - Friends of Music Holiday Gala Concert and Reception. For more information, call 304.876.5765 or [www.sufom.org](http://www.sufom.org).
- Sunday, December 5 - Shepherd University Music Annual Holiday Concert. For more information, call 304.876.5555 or [www.shepherd.edu/musicweb](http://www.shepherd.edu/musicweb).
- Wednesday, December 8 - Main Street Martinsburg "Doors to Christmas". For more information, call 304.262.4200 or [www.mainstreetmartinsburg.com](http://www.mainstreetmartinsburg.com).
- December 10-12 & 17-19 - *Little Women, The Musical* at the Apollo Civic Theatre. For more information, call 304.263.6766 or [www.apollo-theatre.org](http://www.apollo-theatre.org).

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## Calendar of Events

### NOVEMBER

- 17 - Government Affairs/Transportation Committee Meeting, 7:30 a.m. at the BC Public Service Sewer District
- 17 - Chamber Mixer at Bechdel Jewelers, 5:00-6:30 p.m.
- 18 - Workforce Development Committee Meeting, 9:00 a.m. at the Blue Ridge CTC Tech Center
- 19 - Rise & Shine Breakfast, 7:15 a.m. at the Holiday Inn  
Speaker: Charles Root, Harpers Ferry Job Corps
- 25 & 26 - Office Closed - Thanksgiving

### DECEMBER

- 1 - Executive Committee Meeting, 8:00 a.m. at Berkeley County Development Authority
- 3 - Rise & Shine Breakfast, 7:15 a.m. at the Holiday Inn  
Speaker: Cheryl Gregory & Pam Ouimette, Eastern Panhandle Community Christmas
- 8 - Board of Directors Meeting, Noon at the Holiday Inn
- 9 - **Women's Network "All Stress Out and No Place to Blow"** Workshop, 8:30 a.m. at the Holiday Inn
- 14 - Leadership Berkeley Education Day, 8:00 a.m. - 5:00 p.m.
- 15 - Government Affairs/Transportation Committee Meeting, 7:30 a.m. at the BC Public Service Sewer District
- 15 - Chamber Mixer at Power Mortgage & Financial Solutions, 5:00-6:30 p.m.
- 17 - Rise & Shine Breakfast, 7:15 a.m. at the Holiday Inn  
Speaker: Michele Goldman, Eastern Panhandle Free Clinic
- 24-December 31 - Office Closed - Christmas

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# 84th Annual Dinner

It was a beautiful autumn evening for members of the Martinsburg-Berkeley County Chamber of Commerce to gather at the Holiday Inn on November 3 for the 84th Annual Dinner Meeting sponsored by **Steptoe & Johnson (Gold)**, **The Journal (Silver)**, and **BB&T (Bronze)**. Nearly 300 members and guests attended the annual business meeting to pay tribute to community leaders, Officers and Board of Directors of the Chamber for their dedication and commitment to the business community.



Citizen of the Year  
Betty Russell

Highlights of the evening included the presentation of the Citizen of the Year Award, sponsored by **The Journal**, to Betty Russell; the C. Leslie Golliday Business Person of the Year Award, sponsored by **Prettyman Broadcasting**, to Richard Wachtel (**TalkRadio WRNR**); 2010 Small Business of the Year Award to **Printing Impressions**; 2010 Large Business of the Year Award to **R. M. Roach & Sons**; and the Chamber Volunteer of the Year Award, sponsored by **TalkRadio WRNR**, to Tom Cummings. Congratulations to all of the winners!



Large Business of the Year -  
R.M. Roach & Sons  
Small Business of the Year -  
Printing Impressions

Chairman Tom Cummings thanked everyone for their support this year and turned the gavel over to Incoming Chairman Kathy Mason of the **Berkeley County Development Authority**. Plaques were presented to retiring members of the Board of Directors: Margie Bartles, **Long & Foster**; Ted Bostic, retired; Layne Diehl; Gary Kelley, **Kelley Allstate Agency**; Rick Manning, **Centra Bank**; Teresa McCabe, **WVU Hospitals-East**; Gina Miller, **Millers Electric Company**; Gail Moxley, **CNB Bank**; and Joanne Wadsworth, **Centra Bank**.



Business Person of the Year  
Richard Wachtel

Tracey Eberling (**Steptoe & Johnson**), Chairperson of the Auction Committee, presented United Way Executive Director Jan Callen with a check in the amount of \$3,500, which represents 20% of the net proceeds from the Tailgating Under the Stars Auction. Special thanks to all business members and individuals that contributed to the success of this event and made the donation possible.



Outgoing President &  
Volunteer of the Year  
Tom Cummings

A special award was also given to Amy Fansler, Program Coordinator, who was recognized for her 20 years of service; and Susan Sanders, Office Manager, for her 32 years of service to the Chamber.

The evening was a huge success! Many thanks to the outstanding staff at the Holiday Inn, the Chamber staff and our sponsors for making this evening a night to remember.



Tailgating Under the Stars Auction  
Donation to the United Way

## Expo 2010

The Chamber's 3rd Annual Business Expo was held on Saturday, November 6 at the Martinsburg Mall. Over 65 various businesses participated this year. The Business Expo would not have been possible without our Presenting Sponsors: **CNB Bank, Prettyman Broadcasting - Cool 95.9, WEPM, Lite 97.5, Firebrand Media, Martinsburg Mall, Mountain State University, and The Journal;** and our Contributing Sponsors: **Berkeley County Development Authority and Household Savings.**

This year's Expo also featured a Kids Zone with fun activities held throughout the day. Activities included free child identification cards by **The Baltimore Life Insurance Companies;** a coloring contest to win a year's supply of kids meals sponsored by **Chick-fil-A;** a 911 Simulator by **State Farm Insurance Agent Pam Neely;** Wonderment Puppet Show; and special appearances by the Chick-fil-A Cow, Mountain State University Cougar and SpongeBob SquarePants. Participants also had their chance to win one of three televisions courtesy of **Jefferson Distributing Company.**

A special thank you to **R&K Boutique** and the **167th TFR Federal Credit Union** for sponsoring the Exhibitors Lounge; and **Printing Impressions** for sponsoring the Exhibitor Mixer.



Expo 2010



911 Simulator and Child ID's



Special Appearance by the Chick-fil-A Cow



Exhibitor Mixer hosted by Printing Impressions



Kids Zone

# CHAMBER MIXERS



5:00 - 6:30 p.m.

5:45 p.m. - Welcome & Door Prize Drawing

## Join Us at Our Monthly Chamber Mixers

Stop by these businesses to meet and greet other Chamber members and guests. While you're here, enjoy some drinks and appetizers and don't forget to bring your business cards. Take advantage of this opportunity to not only learn more about our business community, but to network with other business members.



Wednesday, November 17, 2010

**Bechdel Jewelers**  
*A Family Tradition*

8064 Winchester Avenue  
Inwood

Wednesday, December 15, 2010



306 South Queen Street  
Martinsburg

RSVP

304.267.4841

[chamber@berkeleycounty.org](mailto:chamber@berkeleycounty.org)

Chamber Members - FREE  
Non-Chamber Members - \$5



# Rise & Shine Breakfast

Friday - November 19, 2010

Charles Root, Center Director  
Harpers Ferry Job Corps  
Civilian Conservation Center

*“Why U.S. Forest Service Job Corps?”*

7:15 - 7:30 a.m. - Coffee & Conversation  
7:30 a.m. (SHARP) - Breakfast Buffet  
8:00 - 9:00 a.m. - Program  
Holiday Inn Martinsburg

**Cost:**

**\$15 for Chamber Members      \$23 for Non-Members**

Reservations required and must be made at the Chamber Office.  
Cancellations accepted until 12:00 p.m. on the Thursday before each breakfast.

Please fill out the form and return it to the  
Martinsburg-Berkeley County Chamber of Commerce - 198 Viking Way - Martinsburg WV 25401  
Phone: 304-267-4841      Fax: 304-263-4695      Email: chamber@berkeleycounty.org



**Rise & Shine Breakfast**

Company Name: \_\_\_\_\_

Individual(s) Attending: \_\_\_\_\_

**Method of Payment**

- Check Enclosed
- Bill Me (Chamber Members Only)
- Visa/MasterCard/Discover
- Pay at Door

\_\_\_\_\_  
Credit Card #      Exp. Date

\_\_\_\_\_  
Signature

*Reservations are required. Cancellations will be honored with a full refund if received by 12:00 p.m. on the Thursday before each breakfast. No-shows and cancellations after the deadline will be charged the full price of the breakfast.*



# Rise & Shine Breakfast

**Friday - December 3, 2010**

**Cheryl Gregory & Pam Ouimette,  
Eastern Panhandle Community Christmas**

***“Eastern Panhandle Community Christmas”***

The Eastern Panhandle Community Christmas is a group of organizations and volunteers that joined together in 2008 to coordinate holiday giving in Berkeley & Jefferson Counties.

**Friday - December 17, 2010**

**Michele Goldman, Executive Director  
Eastern Panhandle Free Clinic**

***“The Healthcare Safety Net:  
The Eastern Panhandle Free Clinic and  
Community Health Perspective”***

**7:15 - 7:30 a.m. - Coffee & Conversation  
7:30 a.m. (SHARP) - Breakfast Buffet  
8:00 - 9:00 a.m. - Program  
Holiday Inn Martinsburg**

**Cost:**

**\$15 for Chamber Members      \$23 for Non-Members**

Reservations required and must be made at the Chamber Office.

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Phone: 304-267-4841      Fax: 304-263-4695      Email: chamber@berkeleycounty.org



**Rise & Shine Breakfast**

Company Name: \_\_\_\_\_

December 3, 2010 Attendees

December 17, 2010 Attendees

Method of Payment       Visa/MasterCard/Discover  
 Check Enclosed       Pay at Door  
 Bill Me (Chamber Members Only)

\_\_\_\_\_  
Credit Card #      Exp. Date

\_\_\_\_\_  
Signature

***Reservations are required. Cancellations will be honored with a full refund if received by 12:00 p.m. on the Thursday before each breakfast. No-shows and cancellations after the deadline will be charged the full price of the breakfast.***

# **WOMEN'S NETWORK**

MARTINSBURG-BERKELEY COUNTY CHAMBER OF COMMERCE  
JEFFERSON COUNTY CHAMBER OF COMMERCE

## *All Stressed out and No Place to Blow!*

This fun and highly interactive session will examine the many stresses professional women face and provide tools for achieving increased balance and joyful moments in your life. When the challenges of work, home, and family feel overwhelming, successful women know that a positive attitude and sense of humor make the perfect "fixer elixir."

End the year on a high note and make plans to attend this dynamic session filled with laughter, useful tips, and opportunities to connect with other women.

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**Thursday, December 9, 2010 ~ 8:30 a.m. to 11:00 a.m.**

Holiday Inn Martinsburg  
301 Foxcroft Avenue

8:30 a.m.	Registration and Breakfast
9:00 a.m.	Introductions and Announcements Speed Networking—bring a supply of business cards
9:30 a.m.	Workshop

\$25 ~ Breakfast and workshop for Women's Network Members

\$50 ~ Breakfast, workshop and Women's Network Membership

Register today by calling (304) 267-4841  
or email [chamber@berkeleycounty.org](mailto:chamber@berkeleycounty.org)

*Reservations are required. Cancellations will be honored with a full refund if received by 12/7/10. No-shows and cancellations after the deadline will be charged the full price of the workshop.*

### WOMAN2WOMAN

*We will be accepting donations of clothing for the Shenandoah Women's Center, which helps women in Berkeley, Jefferson, and Morgan Counties. The greatest need right now is all sizes of sweatshirts and pants for women and all sizes of new undergarments, bedroom slippers, and socks for women and children.*



Well known for her high energy presentation style, **Julie Gaver** has been professionally speaking nationwide for the past eighteen years. A master storyteller, Julie uses a unique blend of experience and theatrics to bring her presentations to life. Most recently, Julie authored *Must Love Shoes: A Collection of Stories About Life in a Woman's Shoes*. In her writing debut, Julie has captured many of life's ordinary moments in such a way that we are able to see the meaning, lesson, and humor in the little things.



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