BUSINESS MATTERS

MARTINSBURG - BERKELEY COUNTY CHAMBER OF COMMERCE

Tailgating Under the Stars Auction
Friday, September 15, 2017

198 Viking Way
Martinsburg, WV 25401
304-267-4841
www.berkeleycounty.org
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Board of Directors
Doug Arndt Arndt-McBee Insurance Agency
Craig Bartoldson The Journal
Lisa Bivens Panhandle Home Health, Inc.
Elaine Bobo Berkeley County Schools
Michael Bohrer ERA Liberty Realty
Brooke Boyer Quad/Graphics, Inc.
David DeJarnette Bowles Rice, LLP
Steve Dopson Dopson & Associates, PLLC
Kimberly Foore WVU Online and Extended Campus
Kristie Hadley BCT - Bank of Charles Town
Sandy Hamilton Berkeley County Development Authority
Helen Harris Harris Community Care, Inc.
Mary Hayward Berkeley County Clerk’s Office
Mike Hite Panhandle Printing & Design
Kresha Hornby Valley Homes & Style
Mike Hornby Hornby Publishing
Brian Jolliff Pro Design, LLC
Melody Jones Valley College
Jim Klein Shepherd University Martinsburg Center
David Langford United Bank
C.D. Linton Argos
Maria Lorensen Hospice of the Panhandle
Rick Manning
Teresa McCabe WVU Medicine Berkeley Medical Center
Gail Moxley CNB Bank
Pam Neely State Farm
Tina Roach ERA Liberty Realty
Tracey Rohrbaugh Bowles Rice LLP
Teresa Scott RMS Shredding/ERA Liberty Realty
Susan Snowden Jackson Kelly, PLLC
Kelly Tanksley M-BC Public Libraries
Joanne Wadsworth BB&T

Officers
Rick Manning, Chairman of the Board
Gail Moxley, Chairman-Elect
Susan Snowden, Vice-Chairman
Tracey Rohrbaugh, Treasurer
Doug Arndt, Past Chairman

Staff
Tina H. Combs, IOM, President & CEO
Susan G. Sanders, Office Manager
Natalie L. Stains, Marketing & Events Assistant
It’s hard to believe that the summer of 2017 is just about over and the last quarter of the year is nearly upon us. The Chamber still has many outstanding programs and events, designed to provide you with opportunities that will help strengthen your business, planned for the rest of the year.

September will be another full month of activities as well as the launch of our new Member 2 Member Discount Program. Designed to enhance your membership value, our exclusive Member 2 Member Discount Program encourages members to buy from other members to save money, increase visibility, and promote new business for your company. All discounts offered will be listed in the Member section of our website with a link to your company’s website, as well as, listed in the newsletter each month and featured in special eblasts. All current members will be issued special Chamber key fobs to identify themselves as Chamber members. We thank Jim Klein and Shepherd University Martinsburg Center for sponsoring the key fobs. Page 12 of this newsletter has all of the information about this exciting new program. Check it out!!

The 27th year of the Leadership Berkeley program will begin on September 19, 2017. This year’s class is listed on page 18. Special thanks go to our Leadership Berkeley major sponsors – Argos, Around the Panhandle Magazine (Hornby Publishing), Blue Ridge Community and Technical College, and Bowles Rice. Without the support of these businesses and organizations, this program would not be possible. Are you a graduate of Leadership Berkeley? Check out page 19 for information on the Leadership Berkeley alumni group that offers an opportunity for graduates of Leadership Berkeley to still be involved in the program.

One of our most popular events, the Tailgating Under the Stars Auction, is almost here and will be held on Friday, September 15, 2017, at The Purple Iris. We’ve already gotten some really fantastic auction items – WVU football game tickets, Washington Redskins tickets, bicycles, jewelry, electronics, gift baskets and much more, BUT we need more items. Please consider donating an item for the silent auction. Tickets are now on sale for $50 each or $450 for 10 tickets. A portion of the proceeds from the Auction goes to the United Way of the Eastern Panhandle. The Tailgating Under the Stars Auction would not be possible without the generosity of our sponsors—Argos, Bechdel Jewelers, The Purple Iris, First United Bank & Trust, and Summit Community Bank; and the great work of our Auction Committee, under the leadership of Tracey Eberling (Steptoe & Johnson). Get your tickets today – this event sells out!

Visualization is one of the most powerful mind exercises that you can do. Join the Women’s Network on Thursday, September 28 for their next workshop on Vision Boarding – Consciously Creating Your Future. At the workshop, you will be provided with everything that you need to create your own vision board to gain clarity and maintain focus on your professional goals. Page 16 has all of the details.

Last, but not least, we want to mention that nominations are currently being accepted for Small and Large Business of the Year. Criteria for nominating a business can be found here. These awards will be given at our 91st Annual Dinner planned for Thursday, November 9, 2017, at the Holiday Inn. Other awards given that night include Business Person of the Year, Citizen of the Year, and Chamber Champion. Invitations will be in your mailboxes soon. Mark your calendars now and reserve your tickets. This event sells out!

As always, we have a lot going on! For more information on upcoming events and programs, please do not hesitate to contact the Chamber office. We look forward to seeing you soon!
New Chamber Members

Coldwell Banker Premier
121 Administrative Dr., Suite 100
Martinsburg, WV 25404
(304) 263-4800
Fax: (304) 205-0351
lynnperry@premiermove.com
www.premiermove.com
Lynn Perry, Rep.
Real Estate - Commercial & Residential

Higher Ground Financial Group
130 Capricorn Dr.
Martinsburg, WV 25403
(304) 270-8161
tamara.castleman@hgfinancialgroup.com
Tamara Castleman, Rep.
Insurance

Keep Me Safe Organics
Inwood, WV, 25428
(304) 839-7158
rhonda@seashellsinthesand.com
www.seashellsinthesand.com
Rhonda Markland, Rep.
Skin Care

MAX 92.9/Buddy Lou’s Broadcasting LLC
11 E. Main St.
Hancock, MD 21750
(301) 678-5929
stacydrake@yahoo.com
www.max929buddylousbroadcasting.com
Stacy Drake, Rep.
Radio Station/Broadcasting Company

Wells Fargo Home Mortgage
2913 Valley Ave.
Winchester, VA 22601
(540) 667-4111
Fax: (540) 722-5652
valerie.franklin@wellsfargo.com
https://www.wfhm.com/loans/
winchesterbranchva/index-branch.page
Valerie Franklin, Rep.
Mortgage/Loans

Renewing Members

Advocate Insurance Group, LLC
American Pest Control, LLC
Arndt-McBee Insurance Agency, Inc.
B&B Electrical Systems LLC
Berkeley County Public Service Sewer District
Blackwell Realty
Breast Cancer Awareness--Cumberland Valley, Inc.
Choice Staffing, Inc.
Daily Companions, Inc.
Eastern WV Community Foundation
Foxcroft Towne Center
Hagerstown Suns
Hampton Inn Martinsburg
Holiday Inn Martinsburg
James Rumsey Technical Institute
MedExpress Urgent Care
Mountain State Apple Harvest Festival
Region 9 Planning & Development Council

Schewel Furniture Company
Smith Family Dentistry
Spherion Staffing Services
Bonnie M. Stubblefield
William L. Stubblefield
Trump & Trump, L.C.
United Way of the Eastern Panhandle
Waste Management of WV, Inc.
Westview Baptist Church

Thank You
Brochures & Business Cards
Chamber members are welcome to display brochures and business cards at our office located at 198 Viking Way. Visitors enter the Chamber daily to inquire about different businesses, the community, relocation, and much more. Members have the opportunity to reach these visitors by displaying their brochures in our lobby.

Advertising Opportunities in BUSINESS MATTERS

<table>
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<tr>
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<td>$75</td>
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<tr>
<td>Full Page</td>
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EMAIL BLASTS
($75 per transmittal)

Each email blast we send reaches over 1,400 inboxes and also posts to our Twitter and Facebook pages.

Please Note: The email blast schedule usually books up 1-2 weeks in advance.

To request an email blast, please contact chamber@berkeleycounty.org.

Refer a business to join the Chamber of Commerce and earn a FREE e-blast for your business!

Promoting your business through the Member Spotlight section of Business Matters is easy and FREE! Simply submit an article and accompanying photos and the articles will be published, one per month, as they are received. If you have questions, contact the Chamber staff at chamber@berkeleycounty.org.
Rise & Shine Breakfast
Martinsburg - Berkeley County Chamber of Commerce

Friday, September 1, 2017
Speaker
Neil Doran, CM, ACE
Executive Director/Airport Manager

Eastern WV Regional Airport (MRB)
“MRB - The Eastern Panhandle’s Connection to the World”

Register Online

Friday, September 22, 2017
Speaker
Eddie Gochenour
Director

Berkeley County Homeland Security & Emergency Management

Register Online

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

Holiday Inn Martinsburg
301 Foxcroft Avenue

Cost:
$15 for Chamber Members
$25 for Non-Members

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.
304.267.4841 or chamber@berkeleycounty.org
www.berkeleycounty.org
Rise & Shine Breakfast EXTRA

Martinsburg - Berkeley County Chamber of Commerce

Wednesday, September 13, 2017

Speaker
Todd Rumbaugh, PE
Deputy State Highway Engineer
Construction and Development

West Virginia Department of Transportation

“Roads to Prosperity Highway Program
Centerpiece of Recovery for West Virginia Roads.Jobs.Hope”

Register Online

Holiday Inn Martinsburg
301 Foxcroft Avenue

$15 Chamber Members
$25 Non-Members

7:15 - 7:30 a.m.
Coffee & Conversation

7:30 a.m. (SHARP)
Breakfast Buffet

8:00 - 9:00 a.m.
Program

Reservations are required. Cancellations will be honored with a full refund if received by 12:00 p.m. on 9/12/17.
No-shows and cancellations after the deadline will be charged the full price of the breakfast.
304.267.4841 or chamber@berkeleycounty.org
www.berkeleycounty.org
TAILGATING UNDER THE STARS Auction

Friday, September 15, 2017
6:00 PM at The Purple Iris

REGISTRATION:
$45/person
$400/10 people

$50/person after August 18
$450/10 people after August 18

THIS IS A GREAT OPPORTUNITY TO PROMOTE YOUR BUSINESS.

Even if your business is one in which it is hard to offer an item or service directly from your shelf, please consider donating other suggested items on behalf of your business:

- Gift baskets
- Gift cards
- Artwork
- Jewelry
- Small appliances

WEAR YOUR FAVORITE TEAM’S APPAREL!

REGISTER ONLINE TO ATTEND OR DONATE AN ITEM

For more information:
304.267.4841
chamber@berkeleycounty.org
www.berkeleycounty.org
Thanks to the following businesses and individuals who sponsored a teacher’s breakfast and/or donated items for the bags!

Alsaleh Dental Center
Anderson Obstetrics and Gynecology PLLC
The Apollo Civic Theatre
BB&T
BCT—Bank of Charles Town
Berkeley County Development Authority
Blue Ridge Community & Technical College
Boys & Girls Club of the EP
Brown Funeral Homes & Cremations
Chick-fil-A
City National Bank
CNB Bank
Cornerstone Dental
Costco Wholesale
Depot Florist
Eastern Panhandle Business Association
Eastern WV Community Foundation
First United Bank & Trust
Habitat for Humanity of the EP
Horizon Goodwill Industries
The Hub
JayDee’s Family Fun Center
Jefferson Security Bank
Vicki Jenkins, Educational Consultant
The Journal
Law Office of Heather Dern Myers
Ted Leslie, DDS
Ralph Lorenzetti, Esq.
M-BC Public Libraries
Mid-Atlantic ProTel, Inc.
Doreane Mosser - Keller Williams Premier Realty
MVB Bank
N.A.A.C.P. - Martinsburg - Berkeley County Branch #3242
New America Financial
John Overington, WV Delegate
OWPR, Inc.
Panhandle Home Health, Inc.
Pill & Pill, PLLC
Pittman Orthodontics
Printing Impressions
Realty FC - Cheryl Fultz, Realtor
ROCS Local Market
Patricia Rucker, WV Senator
Shenandoah Community Health
Shenandoah Veterinary Hospital
Shepherd University
Shepherd University Martinsburg Center
Smith Family Dentistry
Brenda & Greg Spaulding
State Farm - Kay Lewis
State Farm - Newland Insurance Agency
State Farm - Pam Neely
Steptoe & Johnson PLLC
Trinity United Methodist Church
United Bank
United Way of the EP
Valley Health System
Wells Fargo Home Mortgage
WV Division of Rehabilitation Services
WVU Medicine Berkeley Medical Center
WVU Medicine University Healthcare Physicians
The Wellness Center at Berkeley Medical Center
Our Members

Beacon Grace LLC, a technology, consulting, and professional services firm, has launched a new executive-level operational assessment tool specialized for manufacturers, distributors, and retail organizations. The Beacon Operational Health Assessment is a proprietary 26-point measurement and evaluation tool. For more information, go to www.beacongrace.com.

The Board of Education of Berkeley County Schools has named Veronique Walker, EdD Associate Superintendent of Equity and Inclusion. Dr. Walker came to Berkeley County Schools as a school counselor at Hedgesville Middle School in 2004. In 2007, she moved to the Administrative Offices to lead the diversity and student support services. In her new position, Veronique will oversee and facilitate the multicultural education and global competency for all schools and personnel within Berkeley County Schools. Dr. Walker earned her BA in Psychology from Shepherd University in 1995, a Masters in Community Agency Counseling from Marshall University in 2001, and her Doctorate in Organization Leadership from Shenandoah University in 2014. She holds numerous certifications, licensures, and professional affiliations and is a nationally certified OLWEUS Bullying Prevention Trainer. In November 2016, Dr. Walker presented A Legacy of Leadership: Women of Color in Educational Administration at the inaugural gathering of Women in Leadership held in New Orleans, LA.

Six Martinsburg attorneys are among the 46 Bowles Rice LLP lawyers who have been named to the 2018 edition of Best Lawyers in America©.

- Michael E. Caryl: Corporate Law, Litigation & Controversy – Tax, Mergers & Acquisitions Law, Tax Law, Trust & Estates
- Stephen M. Mathias: Litigation – Real Estate, Real Estate Law
- Tracey A. Rohrbaugh: Litigation - Construction
- Floyd McKinley Sayre: Litigation & Controversy - Tax

Continue on Page 9
Our Members (continued)

Michael Caryl and David DeJarnett were also named 2018 Best Lawyers “Lawyers of the Year” in the northern West Virginia metro area.

CoxHollida & Professionals PLLC are proud to announce that Adam Kee has been selected to receive the 2nd Quarter Plus Award for Excelling in the areas of Teamwork, Customer Service, and Adding Value to the firm.

Jackson Kelly PLLC is pleased to announce that 67 of the firm’s lawyers were recently named in the 2018 edition of The Best Lawyers in America. Lawyers from across the firm’s twelve offices were honored in the publication.

- Robert E. Glenn IV: Real Estate Law

In addition, Susan Snowden was named as one of the 2018 Best Lawyers “Lawyers of the Year”.

Students at Shepherd University will now find more parking, a new space where they can study and hang out, and a new residence hall that includes an additional dining option. During the summer, Sara Cree Hall was torn down and replaced with a 92-space parking lot. The construction of the parking lot was made possible by an interest-free loan from the Higher Education Policy Commission and a contribution from the Corporation of Shepherdstown. During Home football games, the new lot will serve as a premium tailgating area and when not in use, will be available for general parking by campus and town visitors. The new commuter lounge is located in room 203 of Stutzman-Slonaker Hall in a space previously occupied by the Shepherd Early Learning Center.

Shepherd University launched its newest college, the College of Business (COB), on July 1, offering new opportunities for students and companies interested in what the university offers in the area of business education. The new college consists of three departments—business administration, economics and finance, and accounting. It will also include the Master of Business Administration program.

Continue on Page 12
The Chamber is in the process of establishing a Member 2 Member Discount Program. Designed to enhance your membership value, our exclusive Member 2 Member Discount Program encourages members to buy from other members to save money, increase visibility, and promote new business for your companies.

Click here to request your Chamber key fob which will be used to identify you as a Chamber member when redeeming Member 2 Member discounts at participating businesses.

Who is eligible to redeem a Member 2 Member discount?
Anyone who is employed by a member of the Martinsburg-Berkeley County Chamber of Commerce may participate. Each person may individually request a key fob by clicking here.

Where can I find the current available Member 2 Member discounts?
- Website: www.berkeleycounty.org > Membership > Member 2 Member
- Chamber Newsletter: Business Matters
- Member 2 Member Discounts eNewsletter: Subscribe here to receive an email notification when a new discount is added.

For additional information, email us at chamber@berkeleycounty.org or call 304.267.4841.
Check out the available **Member 2 Member Discounts** below and start doing business with fellow Chamber members!

**Art by Weeze:** 15% off entire in-stock purchase

**AT&T Authorized Retailer Mid-Atlantic ProTel, Inc.:** 25% off any accessory

**Community Alternatives to Violence:** 25% off class fees for anyone referred to intervention classes. ($250 value)

**Costco Wholesale:** New members eligible to receive Costco Cash Card

**Dave Ranck Consulting LLC:** FREE consultation (One full day=8 hours)

**Distinctive Touch Interiors:** 50% off initial consultation fee of $650 - $325 introductory price

**Heartland Payment Systems (Dempster):** FREE mobile swipe reader OR 50% off stationery Terminal (ITC220 CL)

**Home Helpers of the Panhandle:** First Month Free for any Direct Link personal emergency response system with annual agreement

**Johnnies Express:** $5 OFF $25 purchase

**LovelyPixels:** 30% off design services - print and digital

**Northwestern Mutual (Procita):** FREE retirement or investment consultation ($1,200 value)

**Shepherd University Martinsburg Center:** 15% off in-state OR 25% off out-of-state tuition

**The Wellness Center at Berkeley Medical Center:** Enrollment fee waived for membership to The Wellness Center

**The Woods:** 10% off first year of corporate membership dues at The Woods

**Click here for a printable list**

For additional information, email us at chamber@berkeleycounty.org or call 304.267.4841.
Our Members (continued)

"One advantage to our students is we can now put in place programs with the integrative and interdisciplinary skills students need in the business world," said Dr. Ben Martz, dean of the College of Business. 

Martz has been working with local and regional business leaders to create an umbrella organization, the Applied Business Coalition, which will provide student-oriented activities and suggestions to keep the curriculum current and relevant for today's evolving business climate.

The Shepherd University Foundation's Women Investing in Shepherd (WISH) awarded four grants totaling $102,500 to community nonprofits Community Alternatives to Violence and Boys & Girls Club of the Eastern Panhandle, and Shepherd's learning programs Model United Nations and Student Veterans Transition and Support Initiative.

W. Harley Miller Contractors Inc. is pleased to announce that James W. Dailey III (Tripp) will serve as President and CEO of its Martinsburg based company. Dailey resides in Martinsburg, with his wife Nicole and their three children and currently serves as the building division chairman for the Contractors Association of WV.

WVU Medicine Berkeley Medical Center has once again earned The Joint Commission’s Gold Seal of Approval® for its Chest Pain program. The certification award recognizes Berkeley Medical Center's commitment to providing safe and effective patient care, and the hospital’s dedication to continuous compliance with The Joint Commission’s standards.
Our Members (continued)

WVU Medicine Berkeley Medical Center is the first in the region and the state to add the Mazor X™ surgical assurance platform to its new neurosurgery service line, WVU Medicine Brain and Spine. The Mazor X system combines unprecedented pre-operative planning tools and analytics with unparalleled intra-operative guidance, giving Berkeley Medical Center patients the most advanced spinal surgery options available. Minimally-invasive procedures can mean less pain, less blood loss, smaller incisions, shorter hospitalizations and shorter recovery time for patients. Smaller incisions usually pose a challenge to surgeons due to the limited view of the anatomy. The Mazor X system helps to overcome this challenge with a 3D comprehensive surgical plan and analytics that gives the surgeon unprecedented information before the surgery even starts. The result? The surgeon may operate with greater precision, efficiency and confidence. "Acquiring Mazor X is part of our continuous commitment to delivering the highest quality care for our patients," says Anthony P. Zelenka, President & CEO, Berkeley Medical Center. "We believe in providing the most advanced technologies and are proud to be the first hospital in our region and West Virginia to offer the Mazor X system, further enabling our surgeons to achieve the best possible patient outcomes."

Ribbon Cutting

Let There Be Rock School Panhandle’s new location is now open at 1017 S. Queen St. in Martinsburg! Check them out at www.letthereberockwv.com

Want to share a promotion, new employee, or other business achievement?

To be included in the newsletter, submit your business briefs to chamber@berkeleycounty.org.
What is a Vision Board?
A vision board is any type of tool that leverages visual cues to help clarify and maintain focus on a specific goal or set of goals. Many individuals and businesses leverage a vision & goal setting process during their strategic planning sessions. A vision board is just an extension of that development, represented with images. Entrepreneurs and celebrities such as Oprah Winfrey and Arnold Schwarzenegger use vision boards to gain clarity and create compelling reminders of their goals.

Why should I create a Vision Board?
People lead very busy lives and are constantly bombarded by distractions. Utilizing a vision board serves several purposes, some of which include helping you:
- Identify a vision & give it clarity
- Set short- and long-term goals
- Develop meaningful action plans
- Reinforce daily affirmations
- Maintain focus on what is most important

How do I create a Vision Board?
There are several different methods and processes that can be followed to create a vision board. Join us for the workshop to create a career vision board to take home with you. During the workshop, you will also discover more about the various approaches for creating a vision board and the application for using them in other areas of your life.

What do I need to create a Vision Board?
For the workshop, you will be provided with everything that you need to create your own vision board. If you wish to bring along special representations of your goals (i.e. Image of an award, the cover of a book you are writing, etc.), please do so.

Patty Stilwell
PERFORMANCE CONSULTANT & TRAINER
8:30 a.m. Registration & Breakfast
9:00 a.m. Welcome
9:15 a.m. Speed Networking
9:30 a.m. Workshop
11:30 a.m. Adjourn
$35 Women’s Network Members
$60 Non-Members of Women’s Network
Register Online
Register by September 1st to receive a special gift at the workshop!

Patty works with executive & organizational leaders, managers, and associates to drive a strategic vision and implement world class, quality client interactions. Spending the last decade facilitating and leading performance teams, Patty knows what truly drives a culture of genuine concern for clients. It begins with a demonstration & communication of caring from the upper-most level of leadership and spreads throughout the company resulting in positive engagement with the clients. Reinforcement and accountability of these actions is critical to maintaining a client centric environment.

Patty’s expertise and unique approach to learning & performance has driven improvements with training results, client engagements, sales improvement, client onboarding, and retention of clients. She has been a long-time member of the Association for Training & Development (ATD) and corporate & community Women’s Leadership Councils. Patty won the prestigious ATD Excellence in Practice for the creation of an interactive learning journal to enhance new employee onboarding programs and reduce time to productivity. She has also won multiple corporate awards for training & quality program creation & execution.

Patty achieved her Bachelor of Arts from Shepherd University, but attributes most of her learning through application in the workplace, advanced educational opportunities with ATD, mentorships, and freelance volunteer activities. She is certified in Richardson’s High Performance Selling and Consultative Selling and in Knock Your Socks Off Service.

The following values are at the center of every engagement in which Patty participates:
- Trust & Respect; the cornerstones of successful relationships.
- Open mindedness & creativity; the pathways to effective solutions.
- Accountability; the critical behavior that drives execution.
- Open dialogue; the continuous journey of understanding and clarifying expectations.
- Compassion, the most fundamental behavior of idyllic human interactions.
- Passion, the guiding force of innovation & success.
- Honesty, the ultimate demonstration of moral character.

Registration is required. Cancellations will be honored with a full refund if received by 9/25/2017. No-shows and cancellations after the deadline will be charged the full price of the workshop. Contact the Martinsburg-Berkeley County Chamber of Commerce at chamber@berkeleycounty.org or 304.267.4841.
TALK TUESDAYS

1st Tuesday of each month at Noon

Shepherd University Martinsburg Center
261 Aikens Center
FREE* - Bring Your Own Lunch & Drink
Registration is required.
Contact 304.267.4841 or chamber@berkeleycounty.org.

Tuesday, September 5
“Gretchen Rubin: The 4 Ways to Successfully Adopt New Habits”

Bring your lunch and join us!

Contact the M-BC Chamber for more information at 304-267-4841 or tina@berkeleycounty.org.
Leadership Berkeley Begins 27th Year

The 27th year of Leadership Berkeley will begin on Tuesday, September 19 when the Class of 2018 meets for their first session. This ten-month program was created to develop leadership in the community and has evolved over the many years that it has been in existence. We are pleased to announce the Class of 2018:

Brooke Boyer - Quad Graphics  
Logan Burke - Law Office of Heather Dern Myers  
Lisha Burks - Blue Ridge Community & Technical College  
Todd Cimino-Johnson - Blue Ridge Community & Technical College  
Virginia Costigan - City National Bank  
Lauren Dodd - Ecolab  
Gretchen Fry - Martinsburg-Berkeley County Public Libraries  
Courtney Funk - MedExpress  
Betsy Gambino - WVU Medicine Berkeley Medical Center  
Laura Gentile - CNB Bank  
Jim Goforth - New Life Community Church  
Susan Kershner - Telamon  
Tyler Kolb - United Bank  
Tricia Lawrence - Hospice of the Panhandle  
John McCain - Horizon Goodwill Industries  
Willetta Miller - Workforce WV Region VII  
Michele Morrison - Blue Ridge Community & Technical College  
Karen Newell - VHA Office of Emergency Management  
Matt Pennington - Region 9 Planning & Development Council  
Denise Phelps - First United Bank & Trust  
Chris Puller - MVB Bank  
Kin Sayre - Bowles Rice  
Darrell Shull - WV Secretary of State’s Office  
Leah Smith - Berkeley County Stylist  
Kirstie Svehla - BCT-Bank of Charles Town  
Angel Velasquez - Workforce WV Region VII  
Tricia Worden - Next Generation HR Solutions

This program wouldn’t be possible without our sponsors:
Only $10/year
Join today!

We are pleased to announce the creation of Leadership Berkeley Alumni!

Benefits of joining include:

- Opportunity to join the current LB group on a tour of your choice
- Opportunity to be featured in the Chamber newsletter’s new “Leadership Berkeley Alumni” page
- Opportunity to be featured on the Chamber’s website
- Each member will receive the new Leadership Berkeley e-book — Positive Leadership
- Other special recognitions throughout the year
- Opportunity for future exclusive events

Register Online

198 Viking Way, Martinsburg, WV 25401
304.267.4841
chamber@berkeleycounty.org
www.berkeleycounty.org
Chamber Mixers

Many thanks to Williamsport Retirement Village for hosting our August Chamber Mixer, where Chamber members and guests took advantage of the great networking opportunities and spectacular refreshments.

The next Chamber Mixer will be hosted by Kelley Allstate Agencies at 724 Lakeview Dr., Martinsburg, WV on Wednesday, September 20, 2017.

REMEMBER, mixers are ALWAYS on the third Wednesday of the month from 5 to 6:30 p.m.

2017 CHAMBER MIXERS

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<tr>
<td>SEPTEMBER 20</td>
<td>KELLEY ALLSTATE AGENCIES</td>
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<tr>
<td>OCTOBER 18</td>
<td>SUMMIT COMMUNITY BANK</td>
</tr>
<tr>
<td>NOVEMBER 15</td>
<td>BECHDEL JEWELERS</td>
</tr>
<tr>
<td>DECEMBER 20</td>
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Mixers are held the 3rd Wednesday of each month at 5:00 - 6:30 p.m.
5:45 p.m. - Welcome & Door Prize Drawing
Chamber Members - FREE  Non-Chamber Members - $5

Stop by these businesses to meet and greet other Chamber Members and guests. Enjoy some drinks and appetizers, and don't forget to bring your business cards. Take advantage of this opportunity to learn about our business community and network with other business members.

Wednesday, September 20, 2017
Kelley Allstate Agencies
724 Lakeview Drive
Martinsburg, WV
REGISTER ONLINE

Wednesday, October 18, 2017
Summit Community Bank
1321 Edwin Miller Blvd.
Martinsburg, WV
REGISTER ONLINE
Nominate a business for our annual Business Awards!

The Martinsburg-Berkeley County Chamber of Commerce annually honors businesses for their significant role in the business community.

Nominations will be accepted until 5:00 p.m. on Wednesday, September 27, 2017.

Award criteria and nomination instructions can be found here or by contacting Tina Combs at tina@berkeleycounty.org or 304-267-4841.

Awards will be presented at the Annual Dinner on Thursday, November 9, 2017.

2016 Small Business of the Year
Hornby Publishing

2016 Large Business of the Year
Berkeley County Schools

2017 Berkeley County CITIZEN OF THE YEAR

The Martinsburg-Berkeley County Chamber of Commerce and The Journal are seeking nominations for the 2017 Berkeley County Citizen of the Year. It is suggested that the following criteria be considered when nominating a candidate. The criteria will be used as a guide in the selection of all new recipients.

1. The candidate has lived in Berkeley County for at least 10 years.
2. The candidate’s contribution to Berkeley County should be over and above his and her professional duties.
3. The candidate should be of such stature as to keep the award prestigious and a compliment to Berkeley County.
4. There is no requirement to elect a recipient each year unless the above criteria are met.
5. The importance of at least one contribution must be considerable and the service rendered be varied.
6. Nominations must include a resume of service that should be gathered and presented without the candidate’s knowledge, as the award recipient is not disclosed until the presentation at the Chamber’s Annual Dinner Meeting, November 9, 2017.

DEADLINE FOR NOMINATIONS IS WEDNESDAY, SEPTEMBER 27.
For more information, contact the Chamber of Commerce at 304-267-4841.

NOMINATION FORM 2017 BERKELEY COUNTY CITIZEN OF THE YEAR

NAME: ____________________________
ADDRESS: _________________________

NOMINATED BY:
NAME: ____________________________
ADDRESS: _________________________

PHONE: ____________________________
E-MAIL: ____________________________

Attach narrative (500 words or less) explaining why nominee should be selected as the Citizen of the Year. Also include resume as stated in award criteria.

Mail to: Martinsburg-Berkeley County Chamber of Commerce
198 Viking Way – Martinsburg, WV 25401
or email chamber@berkeleycounty.org
SAVE THE DATE

91st Annual Dinner

THURSDAY, NOVEMBER 9, 2017
HOLIDAY INN MARTINSBURG
5:30 PM

SPONSORED BY

ARGOS
The Journal
ValleyHealth
First United Bank & Trust
STEPTOE & JOHNSON ATTORNEYS AT LAW

FORMAL INVITATION TO FOLLOW
Promote Your Business on our Event Banners

We are now reserving space on our fourth event banner! **Chamber Event Banners** are a new and affordable way to advertise your business at Chamber programs and events.

Each banner measures 31-1/2” wide by 84” tall and each advertising space is 15.75” wide x 9.125” tall.

**For as low as $250**, your logo will be on a banner for an entire year and the banner will be present at each Chamber program and event.

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**Don’t delay—reserve your space today!**

For more information, contact the Tina Combs at (304) 267-4841 or tina@berkeleycounty.org.

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SEPTEMBER

01 - Rise & Shine Breakfast - 7:15-9:00 a.m.
Holiday Inn, 301 Foxcroft Ave. - Eastern WV Regional Airport Authority - “MRB - The Eastern Panhandle’s Connection to the World” - [Register Here]
04 - Labor Day - Chamber Office Closed
05 - Women’s Network TED Talk Tuesdays - “Gretchen Rubin: The 4 Ways to Successfully Adopt New Habits”
Noon - Shepherd University Martinsburg Center - 261 Aikens Center - [Register Here]
13 - Rise & Shine Breakfast EXTRA - 7:15-9:00 a.m.
Holiday Inn, 301 Foxcroft Ave. - West Virginia Dept. of Transportation - “Roads to Prosperity Highway Program” - [Register Here]
13 - Women’s Network Wellness Series - “Tackling Anxiety in Today’s Society” - Noon - Shepherd University Martinsburg Center - 261 Aikens Center - [Register Here]
15 - Tailgating Under the Stars Auction
6:00 p.m. - The Purple Iris - 1956 Winchester Ave. - [Register Here]
19 - Leadership Berkeley Day - 8:00 a.m. - 5:00 p.m.
20 - Chamber Mixer - 5:00-6:30 p.m. - Kelley Allstate Agencies - 724 Lakeview Dr. - [Register Here]
22 - Rise & Shine Breakfast - 7:15-9:00 a.m.
Holiday Inn, 301 Foxcroft Ave. - Berkeley County Homeland Security & Emergency Management - [Register Here]
28 - Women’s Network Workshop: “Vision Boarding - Consciously Creating Your Future” - 8:30-11:00 a.m.
The Purple Iris - 1956 Winchester Ave. - [Register Here]

OCTOBER

03 - Women’s Network TED Talk Tuesdays - Noon
Shepherd University Martinsburg Center - 261 Aikens Center - [Register Here]
06 - Rise & Shine Breakfast - 7:15-9:00 a.m.
Holiday Inn, 301 Foxcroft Ave. - City of Martinsburg - [Register Here]
11 - Women’s Network Wellness Series - “Eat Good, Feel Good: Healthy Lunches at Work” - Noon - Shepherd University Martinsburg Center - 261 Aikens Center - [Register Here]
17 - Leadership Berkeley Day - 8:00 a.m. - 5:00 p.m.
18 - Chamber Mixer - 5:00-6:30 p.m. - Summit Community Bank - 1321 Edwin Miller Blvd. - [Register Here]
20 - Rise & Shine Breakfast - 7:15-9:00 a.m.
Holiday Inn, 301 Foxcroft Ave. - James Rumsey Technical Institute - [Register Here]

Check [www.berkeleycounty.org](http://www.berkeleycounty.org) for the latest information on all programs and events.

Chamber Program & Event Sponsors

**Platinum & Gold Sponsors**
- Argos
- Around the Panhandle Magazine
- Bechdel Jewelers
- Berkeley County Development Authority
- Blue Ridge Community & Technical College
- Bowles Rice
- Chick-fil-A
- City National Bank
- CNB Bank
- First United Bank & Trust
- HMS Technologies
- Holiday Inn Martinsburg
- Jackson Kelly, PLLC
- The Journal
- The Purple Iris
- Shepherd University Martinsburg
- TalkRadio WRNR
- Valley Health
- WVU Medicine University Healthcare

**Silver, Bronze & Contributing Sponsors**
- Argos
- BB&T
- Berkeley County Development Authority
- FirstEnergy Corp.
- First United Bank & Trust
- Panhandle Builders & Excavating
- Platinum PR
- Shepherd University Martinsburg
- Steptoe & Johnson, PLLC
- Summit Community Bank
- Valley Health
- Waste Management

**Sponsorship Opportunities**
- Annual Dinner
- Corporate Cup Challenge Golf
- Leadership Berkeley
- Legislative Events
- New Teacher Breakfast
- Rise & Shine Breakfast Programs
- Tailgating Under the Stars Auction
- Women’s Network
Community Events

- **Ongoing** - Various classes and programs through the Martinsburg-Berkeley County Public Libraries. For more information, call 304.267.8933 or visit mbcpl.org.

- **Ongoing** - Various support groups through Berkeley Senior Services. For more information, call 304.263.8873 or www.berkeleyseniorservices.org.

- **Ongoing** - Various classes and exhibits at Berkeley Arts Works. For more information, call 304.876.5555 or www.berkeleyartsnv.org.

- **Ongoing** - Various music events at Shepherd University. For more information, call 304.876.5555 or www.shepherd.edu/lifelonglearning.

- **Ongoing** - Shepherd University Lifelong Learning classes, brown bag lunches, and tours, Visit www.shepherd.edu/lifelonglearning or contact Karen Rice at 304.876.5135.

- **Ongoing** - Thursdays 6-7 p.m. Restorative Yoga at Touch of Grace Spa & Salt Cave. Call 304.263.3070 to register & for more information on package pricing.

- **Ongoing** - Community Workshops presented by Daily Companions. For information, contact Daily Companions at 304.263.5008 or online at dailycompanionsinc.com.

- **Ongoing** - Healthy Berkeley wellness programs and events. Visit www.healthyberkeleywv.com for more information.

- **September 4** - Labor Day Breakfast, 7:30-10:30 a.m. at War Memorial Park. For more information, call 304.264.4842. or www.mmbparks-rec.org.

- **September 5** - American Red Cross Blood Drive - Gerrardstown Presbyterian Church - 12 p.m.-5 p.m. - redcrossblood.org

- **September 9** - Frank Sabado Jr. MD Tennis Classic - St. James School in St. James, MD - For more information, contact the WVU Medicine University Healthcare Foundation 304.264.1223.

- **September 9** - Free Community Shred Event - 9 a.m.-12 p.m. South Berkeley Recycling Center, 637 Pilgrim St., Inwood

- **September 9** - Musselman Bandnanza - 6 p.m. at Heritage Hall Tickets available at City National Bank, South Berkeley Pharmacy, or Musselman Band Boosters member.

- **September 14** - Marketing Workshop by Manning Media, Inc. 11:30 a.m.-12:30 p.m. - Shepherd University Martinsburg Center, 261 Aikens Center. Registration is free and lunch will be provided. More information at www.manningmediainc.com.

- **September 14** - Sunrise Rotary Club's Crab Feast - 5-8:30 p.m. Whitacre Farm, 3829 Winchester Ave. - Tickets at Orsini's Appliance, Panhandle Home Health, or Sunrise Rotary member.

- **September 15** - Blue Ridge CTC Farm to Table Dinner - 6-8:30 p.m. - Tickets at www.blueridgectc.edu/foundationevents

- **September 16-23** - Art by Weeze Open House - 10 a.m.-5 p.m. 700 Diamond Ave., Martinsburg - Visit arbyweeze.com or call 304.264.4604 for information.

- **September 16** - Hooves & Howls to benefit Horses with Hearts 11 a.m. to 4 p.m. - The Orchard House, 4599 Shepherdstown Rd.


- **September 21** - Management 101-The Basics - 8:30 a.m.-4 p.m. Holiday Inn Martinsburg - To register, contact 304.376.3346 or Candace.Hixenbaugh@mail.wvu.edu

- **September 22-24** - Mountain Heritage Arts & Crafts Festival For more information, visit www.MHACFestival.org.

- **September 23** - Walk to End Alzheimer’s - 8:30 a.m. at War Memorial Park - Click here to register or donate. Contact Ce Nichols at cnichols@alz.org or 304.671.3077 for information.

- **September 23** - Cornhole for a Cure Tournament - 11 a.m. at VFW picnic grounds - For more information and to register, www.cordellscrusaders.myevent.com/3/online_payment.htm.

- **October 7** - Generosity Feeds - 10 a.m. to 12 p.m at Martinsburg High School - Visit generosityfeeds.org/wv/martinsburg/293.

- **October 7** - Main Street Martinsburg's Chili Cook-Off - 2-5 p.m. Downtown Martinsburg - Go to mainstreetmartinsburg.com for more information.

- **October 12** - Veterans Affairs Medical Center Career Fair - 10 a.m. to 2 p.m. - Martinsburg VA Medical Center - To reserve your space contact Anna Stead at anna.stead@va.gov or 304.263.0811, ext. 1916.


- **November 11** - The Great Gatsby Gala to benefit Panhandle Home Health at The Purple Iris - 6-11 p.m. - For more information, go to www.panhandlehomehealth.com.
Are you part of a community organization?

Submit your upcoming events to chamber@berkeleycounty.org to be added to the Community Calendar.

Please include the date, time, location, and contact information.

Healthy Tips
From the Health & Human Services Health Work Group

You are what you eat, or maybe it’s you feel what you eat. Repeated research shows that diet has an impact on moderate to severe depression (Australian study); (British Study); (Medscape article). Eating a diet low in processed food and high in vegetables, fruits, whole grains, nuts, legumes, and lean meats can help you feel better. So skip the junk food, eat your veggies, & smile!

Cauliflower Pizza Crust

- 3 cups cauliflower florets (about 1 head)
- 1/4 cup grated parmesan cheese
- 1/4 cup almond meal (grind almonds in blender)
- 1 egg, beaten
- 1 tsp Italian seasoning
- salt and pepper
- light olive oil
- pizza toppings of your choice

Instructions

1. Cut cauliflower into chunks.
2. Run through food processor to approximate size of rice.
3. Add other ingredients except toppings.
4. Line baking sheet with parchment paper.
5. Smoosh mixture out over paper.
6. Bake at 450 for 12 - 15 minutes (or until crisping/browning).
7. Add toppings.
8. Bake again for 5 - 10 minutes.

American Heart Association
https://recipes.heart.org/recipes/2074/summer-veggie-pizza-with-cauliflower-crust

Job Postings

Submit your job openings to chamber@berkeleycounty.org to be posted to the Member Job Opportunities section of our website at no cost to your business.

Job postings will be active for 30 days or until you request that the post be removed.
The Martinsburg-Berkeley County Chamber of Commerce would like to recognize and thank these businesses for sponsoring our major programs and events!