VOLUME 08: ISSUE 08 AUGUST 2018

# BUSINESS MATTERS

**MARTINSBURG - BERKELEY COUNTY CHAMBER OF COMMERCE** 



198 Viking Way Martinsburg, WV 25401 304-267-4841 www.berkeleycounty.org



## BUSINESS MATTERS

VOLUME 08: ISSUE 08 AUGUST 2018

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198 Viking Way - Martinsburg, WV 25401

Phone: (304) 267-4841 Fax: (304) 263-4695

chamber@berkeleycounty.org www.berkeleycounty.org



#### **Board of Directors**

Arthur Ashe **Macy's Fulfillment Center** Mark Baldwin **City of Martinsburg** Lisa Bivens Panhandle Home Health, Inc. Michael Bohrer **ERA Liberty Realty Brooke Boyer Quad/Graphics** Karen Burkhart **BCT - Bank of Charles Town Procter & Gamble Keith Busby Decker & Company PLLC David Decker** 

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Steve Dopson Dopson & Associates, PLLC

Kimberly Foore WVU Online & Continuing Professional

**Steptoe & Johnson PLLC** 

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Sandy Hamilton Berkeley County Development Authority

Kresha Hornby Valley Homes & Style
Mike Hornby Hornby Publishing
David Langford United Bank

C.D. Linton Argos

Maria Lorensen Hospice of the Panhandle

**Rick Manning** 

Tracey Eberling

Kathy Mason Augmentation, Inc.

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Pam Neely State Farm
Trent Reid Reid's Distributor

Tront Rola 1 Blott Batol

Tracey Rohrbaugh Kay Casto & Chaney PLLC

Teresa Scott RMS Shredding
Susan Snowden Jackson Kelly, PLLC
Kelly Tanksley M-BC Public Libraries

Joanne Wadsworth BB&T

Pam Wagoner Depot Florist

Michael Whalton Eastern WV Community Foundation

#### **Officers**

Gail Moxley, Chairwoman of the Board Susan Snowden, Chair-Elect Tracey Rohrbaugh, Vice-Chair C.D. Linton, Treasurer Rick Manning, Past Chairman

#### **Staff**

Tina H. Combs, IOM, President & CEO Susan G. Sanders, Office Manager Natalie L. Cline, Marketing & Events Assistant





### **Chairwoman's Corner** • Gail Moxley

For over 40 years we have been proud to host the annual New Teachers Breakfast. This year's breakfast will be held on Tuesday, August 14, 2018, and is an excellent opportunity to meet newcomers to our community. We still need sponsors to cover the teachers' breakfasts. Click <a href="https://example.com/here">here</a> for more details and to register for the breakfast.

Applications have been received and candidates will soon be selected for the 2018-2019 class of Leadership Berkeley. Look for more information on the class members in the September issue of *Business Matters*. The Leadership Berkeley program would not be possible without our sponsors – **Argos**, **Around the Panhandle Magazine**, **Blue Ridge Community and Technical College**, **Bowles Rice**, **and United Bank**.

Our quarterly member orientation will be held on Tuesday, August 28, 2018, at **Shepherd University Martinsburg Center**, 261 Aikens Center, Martinsburg. Registration and

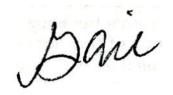
coffee will begin at 7:45 a.m., orientation will start at 8 a.m. and we will conclude at 9 a.m. We encourage new members **AND** long time members to attend and learn how you can get the most out of your membership. Consider inviting a prospective member! This is a free event, but please register by emailing <a href="mailto:chamber@berkeleycounty.org">chamber@berkeleycounty.org</a> or call the Chamber office at (304) 267-4841. Special thanks to Jim Klein - **Shepherd University Martinsburg Center** for hosting this event. Check out more information <a href="mailto:here">here</a>.

Please mark your calendars on Friday, September 14 for the Tailgating Under the Stars Auction. We thank Tracey Eberling (**Steptoe & Johnson**) who has graciously chaired the Auction Committee for many, many years. We also thank our sponsors – **Argos, AT&T, Bechdel Jewelers, Kay Casto & Chaney PLLC, The Purple Iris**, and **Summit Community Bank**. Special thanks also go out to Monte Conner of D&M DJ Service for emceeing this year's auction. This event wouldn't be possible without these fine businesses and all of our members who donate auction items and purchase tickets. We hope to see you on September 14! See <a href="majere: page 22">page 22</a> for more information.

On Thursday, September 27, the Women's Network will be presenting a workshop for **ALL MEMBERS** entitled "Managing for Success in the Modern Workplace". Thanks to a grant from Blue Ridge Community and Technical College, we will be bringing in an award winning speaker, Dr. Mark Taylor, who will teach us how to understand the typical generational values, traits and preferences so that we can have harmony, employee satisfaction and retention in the workplace. We continue to thank our Women's Network sponsors who make all of these programs possible – **Argos, CNB Bank, WVU Medicine Berkeley Medical Center, Berkeley County Development Authority**, and **Platinum PR**. More information on the workshop can be found here.

Before we know it, it will be time for the Chamber's 92<sup>nd</sup> Annual Dinner. Mark your calendars now for **Wednesday, November 7, 2018**. Invitations will be forthcoming later in the fall.

As always, our calendar is full, and we encourage you to check out the many programs and events scheduled in the coming months. If you have any questions or need more information, contact the Chamber staff or a board member. Thanks for your support!



#### **Auction Committee Help Wanted**

The Auction Committee is looking for volunteers to help with our Tailgating Under the Stars Auction event scheduled for Friday, September 14 at The Purple Iris. For more information, please contact Tina Combs at <a href="mailto:tina@berkeleycounty.org">tina@berkeleycounty.org</a>.

#### **NEW MEMBERS**

#### **BOOST MOBILE**

76 Eagle School Rd.
Martinsburg, WV 25404
(304) 267-6779
fijiwireless@gmail.com
fijiwireless.com
MarQuia Mills, Rep.

Cellular Communications



STATE FARM INSURANCE, ERIC GATES AGENT

1802 W. King St. Martinsburg, WV 25401 (304) 262-0300 www.ericgates.net eric@ericgates.net

Eric Gates, Rep.
Insurance
Financial - Services & Advisors

#### **WELCOME!**

#### **THANK YOU!**





#### **RENEWING MEMBERS**

ALZHEIMER'S ASSOCIATION

ARNDT-MCBEE INSURANCE AGENCY, INC.

AT&T AUTHORIZED RETAILER

MID-ATLANTIC PROTEL, INC.

BERKELEY COUNTY PUBLIC SERVICE

BERKELEY COUNTY PUBLIC SERVICE WATER DISTRICT

BERKELEY COUNTY PUBLIC SERVICE SEWER DISTRICT

BERKELEY HOME TECHNOLOGIES

BLUE RIDGE FINANCIAL SERVICES
BOARD OF CHILD CARE

CHRISTIAN PSYCHOLOGICAL SERVICES
CIDER PRESS DELI & GRILL

CORE MORTGAGE SERVICES, INC.

DAILY COMPANIONS, INC.

DISTINCTIVE TOUCH INTERIORS, LLC ECOLAB INC.

FOR THE KIDS, BY GEORGE CHILDREN'S MUSEUM

HOME INSTEAD SENIOR CARE
JACKSON KELLY PLLC

LOMBARD SECURITIES, INC.

LOWE REAL ESTATE GROUP

MACY'S LOGISTICS AND OPERATIONS

MANOR CONCRETE ENTERPRISES, LLC

PALACE LOUNGE

PREMIER DESIGNS

PRO DESIGN WEB DEVELOPMENT ROCKSTAR PROPERTY MANAGEMENT LLC SHENANDOAH VETERINARY HOSPITAL, INC. SMITH-NADENBOUSCH INSURANCE, INC.

SODEXO

**SUMMIT COMMUNITY BANK** 

TALKRADIO WRNR - FM 106.5 & AM 740

TAYLOR'S FARM MARKET

**TELAMON CORPORATION** 

THE DOOR GUY SALES & SERVICE, LLC

THOMAS, BENNETT & HUNTER, INC.

TRI-COUNTY RENTAL

TRINITY EPISCOPAL CHURCH

# Westview Baptist Church 301 South Louisiana Avenue • Martinsburg, WV 25401 304-263-1701 fax 304-263-3632 SUNDAY SERVICE TIMES 9:00 a.m. Sunday School

9:00 a.m. Sunday School 10:30 a.m. Morning Worship

5:30 p.m. AWANA 6:00 p.m. Evening Services

BRYAN DUGGER Pastor

www.wvbelievers.com



## **Promote Your Business**

## through the





#### **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

Business Card \$30 1/4 Page \$50 1/2 Page \$75

Full Page \$125



## MEMBER SPOTLIGHT

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.

#### **EMAIL BLASTS**

(\$75 per transmittal)

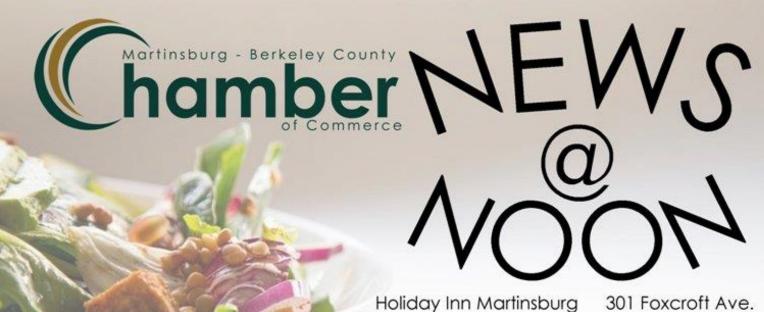


Each email blast we send reaches over1,400 inboxes and also posts to ourTwitter and Facebook pages.

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

To request an email blast, please contact <a href="mailto:chamber@berkeleycounty.org">chamber@berkeleycounty.org</a>.

Refer a business to join the Chamber of Commerce and earn a <a href="#FREE e-blast">FREE e-blast</a> for your business!



11:15 a.m. to 1:00 p.m.

Wednesday, August 22, 2018

BERKELEY COUNTY, WY

\$15 Chamber Members \$25 Non-Members

One Vision, One Voice: Berkeley County & #AlmostHeaven

Mark Jordan, Executive Director Martinsburg-Berkeley County Convention & Visitors Bureau

Networking 11:15 a.m. 11:30 a.m. Lunch Buffet 12:00 p.m. Program Adjourn 1:00 p.m.

Register Online

Upcoming News @ Noon Programs

September 26 November 28 October 24 December 12

Sponsored by







BERKELEY MEDICAL CENTER

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





#### August 10, 2018

The Purple Iris
1956 Winchester Ave.
7:15-9:00 a.m.



## Shenandoah Women's Center: Moving in the Movement!

Katie Spriggs, Executive Director Shenandoah Women's Center

#### **Register Online**

#### August 24, 2018

Holiday Inn Martinsburg 301 Foxcroft Ave. 7:15-9:00 a.m.



U.S. Small Business Administration

#### How to Become a Federal Government Contractor

George Murray, Deputy District Director West Virginia District Office

#### **Register Online**

7:15 a.m. Coffee & Conversation

7:30 a.m. Breakfast Buffet

8:00 a.m. Program

\$15 Chamber Members

\$25 Non-Members



JACKSONKELLY PLLC









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.

#### **Our Members**

oing Better Business, Inc. has been recognized by the Pros Elite Group as one of the top 100 independent office technology organizations in the United States based on a series of criteria designed to measure its client service procedures and outcomes, as well as overall client

satisfaction.

Companies that earn the PROs Elite 100 distinction have made the commitment to their clients to become the premier imaging systems provider in their respective marketplace(s), as



Pictured: Steve Rolla presents the trophy to **DBB's** Debra Dellaposta and Joseph Dellaposta

well as one of the top 100 servicing and support organizations in the country.

"Achieving PROs Elite 100 Certification is the pinnacle of an independent office technology company's accomplishment, and clearly identifies them as one of the top 100 dealer service organizations in the United States and abroad," said Steve Rolla, Senior Partner at the Pros Elite Group co-authors of the Document Imaging Industry Service Benchmark Model.

astern Panhandle Home Builders
Association's annual golf outing was held at
The Woods on May 16. Congratulations to
the first place winners: United Bank's Terry
Mumaw, Jonathan Miller, and Paul Napoli of Rockstar
Realty.

efferson Security Bank (JSB) is pleased to announce the addition of Misty Carter as the office manager of the downtown Shepherdstown location. In this role, Carter is responsible for managing daily operations and promoting excellent customer service through serving and developing relationships with both existing and new customers. Carter joins JSB with more than 15 years of local banking experience, serving in many roles including financial services advisor, retail loan officer and branch manager.

"Misty has an understanding of what makes a great community bank and a long history of serving customers well," said Cindy Kitner, President and CEO. "We are pleased to welcome Misty to our team and are confident that her experience will strengthen our commitment to our customers and the community."

A resident of Bunker Hill, W.Va., Carter and her husband,

Josh, have two sons; Trevin and Mason. When she is not attending her children's sporting events, Carter loves volunteering at Briggs Animal Adoption Center.

"Jefferson Security Bank has always been well-respected for its commitment to their customers and the community," said Carter. "I'm very excited to be part of the JSB team and look forward to getting to know the customers here."

anhandle Builders &
Excavating's Property
Coordinator, Lyn Marsh Hansen,
retired at the end of July.
Congratulations and best wishes
for an enjoyable retirement!



Marsh Hansen

mith Elliott Kearns & Company, LLC is pleased to announce the following promotions in the Hagerstown, MD office, effective July 1, 2018.

Alex P. Courtney promoted to Senior Associate: Alex provides individual and business tax preparation, accounting services, and financial statement preparation services. He graduated from Shippensburg University with a bachelor's degree in accounting and is currently working toward a master of Accountancy at Wilson College



Courtney



Dickinson

Brianne R. Dickinson promoted to Senior Associate: Brianne provides audit services to non-profit and for-profit entities, as well as ERISA audit services. She earned a bachelor's degree in accounting and business administration with concentrations in economics and finance from Lock Haven University of Pennsylvania.

Juliette M. Wallace promoted to Senior Associate: Juliette provides tax and accounting services to clients in a variety of industries. She graduated from Mount St. Mary's University with a bachelor's degree in accounting.



Wallace



Paul P. Previti promoted to Staff Associate: Paul provides tax, payroll, and financial statement processing services. He earned a bachelor's degree in accounting from University of Maryland University College.

Previti



The entire Chamber membership is invited to attend this workshop which is designed to be beneficial for ALL audiences!



Today's workplace can be an exciting, though not always harmonious, mixture of generational cohorts. Successfully navigating and leading requires being able to relate to, communicate with and manage everyone at work. Understanding typical generational values, traits, preferences and styles can improve recruitment, worker and workplace effectiveness, harmony and employee satisfaction and retention. This dynamic and engaging program will address the generational issues and dynamics in the workplace with specific, immediately applicable communication, management and leadership skills for developing the most productive, positive and effective work setting for all employees.

# skills for developing the most productive, positive and effective work setting for all employees. We will be collecting school supplies donations for Burke Street Elementary at this workshop.

#### **September 27, 2018**

8:30 a.m. to 11:00 a.m. The Purple Iris 1956 Winchester Ave.

#### **REGISTER ONLINE**

\$35 Chamber Members \$60 Non-Members

8:30 a.m. Registration & Breakfast

9:00 a.m. Welcome

9:15 a.m. Speed Networking

9:30 a.m. Workshop

11:00 a.m. Adjourn







BERKELEY MEDICAL CENTER











Registration is required. Cancellations will be honored with a full refund if received by 5:00 p.m. on 9/24/2018.

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.





#### MISSION

The mission of the Chamber Ambassadors is to enhance membership retention by expanding communications with Chamber members and increasing involvement and support of all Chamber events and activities.

#### MONTHLY MEETINGS

2<sup>nd</sup> Tuesday at 12:00 p.m. Shepherd University Martinsburg Center 261 Aikens Center

Monthly meetings are held to update Ambassadors on upcoming involvement opportunities, to discuss communication strategies, and assign tasks.

#### 2018 MEETING SCHEDULE

March 13

April 10

May 8

June 12

July 10

August 14

September 11

October 9

November 13

December 11

#### PRIMARY DUTIES OF AN AMBASSADOR

- Adopt new members and work through a list of onboarding activities
- Make personal calls or visits to help Chamber members understand their benefits and increase knowledge about Chamber programs and services
- Participate in event promotion and invite Chamber members to attend
- Serve as a greeter at Chamber Mixers, Rise & Shine programs, and News@Noon programs
- · Attend ribbon cuttings and grand openings

#### AMBASSADOR BENEFITS

- · Greater visibility for Ambassador's business
- Opportunities to interact with new businesses in the community
- Greater opportunity to direct input to the Chamber
- Exclusive opportunities and priority invitations to events and activities
- Leadership and Volunteer opportunities with the Chamber and the Community

#### **GET INVOLVED!**

Contact Tina Combs at tina@berkeleycounty.org for more information on becoming a Chamber Ambassador.









#### **NEW TO MARTINSBURG!**

#### **ORION STRATEGIES**

651 Foxcroft Ave.
Suite 203
Martinsburg, WV 25401
(304) 982-6050
info@orion-strategies.com
www.orion-strategies.com



#### **NEW LOCATION!**

#### **REALTY FC, LLC**

405 Arden Nollville Rd. Inwood, WV 25428 (304) 940-5125 cafultz77@aol.com www.realtyfc.com

Celebrating a grand opening, remodel, or anniversary?

Contact <a href="mailto:chamber@berkeleycounty.org">chamber@berkeleycounty.org</a> for information on how the Chamber can help you host a ribbon cutting ceremony.



## MEMBER SPOTLIGHT

## NEXTGENERATIONS

Serving

Jefferson, Berkeley, and Morgan Counties in WV Clarke, Frederick, and Loudoun Counties in VA Frederick and Washington Counties in MD

Many small businesses don't have the ability to hire full-time human resources personnel to handle the delicate workings of staff management. That's where Tricia Worden, owner of **Next Generation HR Solutions**, comes in to help. Her company provides solutions that help small businesses build a pathway to success, while putting the "human" back in Human Resources by promoting positive employment practices.

Tricia understands the challenges small business owners face in managing employee issues when they do not possess the expertise, knowledge, or training to handle the complexities of employment laws and regulations.

This is why **Next Generation HR Solutions** provide services that are designed to:

- Remove time consuming and burdensome employment challenges
- Implement effective and efficient HR Solutions
- Mitigate risks associated with employment issues
- Build a strong foundation for successful growth

No two businesses are the same, and one size does *not* fit all. **Next Generation HRS** services are designed to help meet short-term needs and budgets while considering long-term risks and goals. We work diligently with your business to provide solutions that address the simplest to the most complex HR challenges, while implementing HR best practices to help mitigate risks in the areas of:



- Recruiting & Hiring
- Handbooks
- Benefits Management/Administration
- HR Management

Our clients are small and emerging businesses:

- with little or no HR representation
- who could use guidance and help setting up programs that enable their business to grow
- an organization with a HR department of one—or a few—that does not have the bandwidth to handle HR projects or initiatives beyond the day-to-day management of employees

One invaluable way we help grow your business is by listening. We listen to you and your employees. To effectively do this, we create surveys to capture data that can be used for benchmarking and improving your workplace. Surveys are a great tool to identify potential risks associated with dissatisfaction, which ultimately drives people to leave your organization. From there, we get to work! In each step of the process, we diligently work with you to define your goals and develop a plan to help your business grow.

With **Next Generation HR Solutions**, we provide the management, so you can grow your business.



#### **About the Owner**

Tricia has a wealth of experience and expertise in Human Capital, Operations, and Project Management within the technology, managed services, and non-profit industries. She has a B.S. in Business Administration: Project Management. Her certifications include PHR and SHRM-CP. She is a member of Leadership Berkeley class of 2018. As a HR professional, she firmly believes there is a way to strike a balance between protecting a company and being a valuable resource to its employees.

Ready to see what we can do for you? Contact Tricia Worden at 304-885-0188, or <a href="tworden@nexgenhrs.com">tworden@nexgenhrs.com</a> to set up your FREE 30-minute consultation today!





## MEMBER ORIENTATION

Tuesday, August 28, 2018



7:45 a.m.

8:00 a.m.

9:00 a.m.

Registration
Orientation Begins
Adjourn





261 Aikens Center

#### Thinking about joining the Chamber?

We invite you to learn more about what the Chamber does and how you can benefit.

#### Already a Chamber member?

Learn how you can get the most out of your membership.

#### We will talk about:

- Taking advantage of your membership benefits
- Upcoming events and networking opportunities
- Marketing opportunities through the Chamber
- Getting to know your Chamber Board members, staff and other fellow members



Please bring your business cards and any materials that you would like to distribute through the Chamber office.

Can't make it this time?

Mark your calendar

for the next one!

Thursday, November 1, 2018 7:45 a.m. – 9:00 a.m.

## **Connect Berkeley wants YOU!**

The group is looking to add members under the following categories:

- . Catering
- . Computer Repair
- Divorce Attorney
- . Small Business Attorney
- . Graphic Design
- Home Health Care
- . Marketing
- . Office Supplies
- . Security Systems and more!

#### INTERESTED?

If you are interested in being a part of Connect Berkeley, contact Tina Combs at 304-267-4841 or tina@berkeleycounty.org.

More information on Connect Berkeley can be found on the next page.

\_\_\_\_>

#### Members of the current Connect Berkeley group:

Angela Barton - Decade50Travel - Travel Agency

Tracy Burker - Printing Impressions - Printing

Michael Bush - Real Property Solutions - Commercial Real Estate

Angi Cornwell - Hornby Publishing - Publishing

Darrell Jones - SVG Commercial Cleaning - Cleaning

Howard Kronthal - EXIT Success Realty - Residential Real Estate

Charlie Lowery - CNB Bank - Commercial Lending

Pam Neely - State Farm - Personal Insurance

Tina Nipe - TenthDegree Technologies - Computer Software

Chris Paxson - Paxson Insurance - Commercial Insurance

Tim Procita - Northwestern Mutual - Financial Planning

Eric Stenger - MVB Bank - Residential Lending

Tricia Worden - Next Generation HR Solutions - HR Services



# ONNECTBERKELEY

#### 2<sup>nd</sup> and 4<sup>th</sup> Mondays of each month

**Shepherd University** Martinsburg Center 261 Aikens Center Noon

## START YOUR WEEK

#### What is Connect Berkeley?

Connect Berkeley provides members the opportunity to give and receive leads in a structured environment.



- than 25 members
- Members do not directly compete
- Members commit to attending meetings twice a month
- Chamber members only

#### Want to get involved?

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

Martinsburg-Berkeley County Chamber of Commerce 198 Viking Way, Martinsburg, WV 25401 (304) 267-4841 www.berkeleycounty.org





Artisan Kitchens & Countertops: 10% off any Kraftmaid Vantage Kitchen Order 50% off DuraSupreme Custom Paint Upcharge

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

Budget Blinds of Martinsburg: 40% off window treatments – commercial or residential CNB Bank: Eligible to receive \$200 off residential closing costs. Must present flyer.

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

Costco Wholesale (Winchester): New members eligible to receive Costco Cash Card

(redeemable in-store at Winchester location only with flyer.)

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

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

Erica Danile Photography: 20% off photography session & order

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

The Hub: 15% off café orders

Johnnies Express: \$5 off \$25 purchase

LovelyPixels: 30% off design services - print and digital

Magna-Soft, LLC: \$100 off a complete water treatment system and receive a free gift just for

scheduling an appointment.

New America Financial: \$1000 lender credit to be used towards closing cost

Northwestern Mutual (Procita): Free retirement or investment consultation (\$1,200 value)

Pro Design, LLC: 30% off design services and 50% off web hosting for the first year Shepherd University Martinsburg Center: 15% off in-state OR 25% off out-of-state tuition

**SVG Commercial Cleaning, LLC**: 10% off all cleaning services

Transamerica: Contact Dawn Brown at 301-331-2378 for a free financial analysis. Make a referral to Dawn and receive a free gift card. (Some restrictions apply.)

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

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

#### Click here for a printable list

Send your M2M discount offer to chamber@berkeleycounty.org and we'll add it to the list!



Pick up your Chamber member key fob at the Chamber office, Shepherd University Martinsburg Center, or click here to request yours.



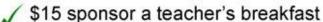


Holiday Inn Martinsburg Tuesday, August 14, 2018 7:30 AM 301 Foxcroft Ave.

Join us as we welcome new teachers to Berkeley County at the Martinsburg-Berkeley County Chamber of Commerce's New Teachers Breakfast. This event is a great way to show appreciation to Berkeley County's newest teachers and also gives the business community the opportunity to connect with area newcomers.









#### Welcome Bags

In addition to breakfast, each new teacher will be gifted a tote bag full of items such as pens, pencils, note pads, rulers, key chains, and other useful items. We invite you to promote your business by contributing to the welcome bags!

#### It's simple to participate:

- Bring 200 items to the Chamber office by Monday, August 6 at 5:00 p.m.
- Flyers (8.5"x11") must be tri-folded
- Please no chocolate or breakable items
- Due to the time involved in preparing the bags, items will not be accepted after Monday, August 6.
- Need ideas? We can help!

Reservations are required. Cancellations will be accepted until 5:00 p.m. on August 6, 2018. After the cancellation deadline, you will be charged for your reservation regardless of your attendance.

## MARTINSBURG-BERKELEY COUNTY CHAMBER OF COMMERCE CALL FOR NOMINATIONS

#### 2019 BOARD OF DIRECTORS

In accordance with the Constitution and Bylaws of the Martinsburg-Berkeley County Chamber of Commerce, Inc., nominations of individuals for election to serve on the Board of Directors are now open and will be received until 5:00 p.m. on Monday, August 6, 2018.

#### **ELIGIBILITY:**

- Nominations will be accepted from members in good standing only.
- Nominee must be a member in good standing.
- Nominee must be committed to the goals of the Chamber of Commerce and actively participate in regularly scheduled meetings and events. Involvement on a sub-committee of the Chamber is encouraged but not required.

#### TERM:

January 1, 2019 through December 31, 2021.

#### MEETING SCHEDULE:

The Board of Directors meet six (6) times per year beginning in February of each
year. Dates and times will be determined. Other meetings may be called at the
discretion of the Chairman and/or Executive Committee.

#### **ELECTION PROCESS:**

- Nominations will be received on official Call for Nominations Form until 5:00 p.m., Monday, August 6, 2018.
- Not later than the 18th day of August, the Elections Committee shall prepare and send via email, to each qualified member, a ballot containing the names of the persons so nominated, with instructions to the voter to vote for ten of such persons and to return the ballot not later than the 24th day of August.
- If no more than ten (10) nominations are received through the open call for nominations, the proposed directors may be approved by a majority vote of the Board of Directors.
- The Elections Committee shall convene, and certify to the Board of Directors and to the President and CEO, the names of the ten persons receiving the highest number of votes and elected as new Directors; having performed said duties, the Elections Committee shall be dissolved.

Please contact Tina Combs, President & CEO, at (304) 267-4841 or tina@berkeleycounty.org if you should have any questions or comments about the Call for Nominations or elections process. A complete membership list can be found on www.berkeleycounty.org.



#### Submit online here

## MARTINSBURG-BERKELEY COUNTY CHAMBER OF COMMERCE CALL FOR NOMINATIONS FORM

#### 2019 BOARD OF DIRECTORS

I hereby nominate the following individual to be placed on the ballot for election to serve on the Martinsburg-Berkeley County Chamber of Commerce Board of Directors:

Name:			
Company/Organization: Address:			
Telephone:	Fax:		
Email:			
		. May be typed and attached to	
-			
-			
nitted by:			
( ) ( ) ( ) ( ) ( ) ( ) ( ) ( ) ( ) ( )			

#### **Chamber Mixers**

Many thanks to **Hampton Inn Martinsburg** for hosting our **July** Chamber Mixer, where Chamber members and guests took advantage of the great networking opportunities and spectacular refreshments!



Mixers are held on the 3<sup>rd</sup> Wednesday of the month 5:00 to 6:30 p.m.







August 15 Pivot Physical Therapy

**September 19** Eastern Panhandle Transit

Authority

October 17 WVU Medicine Berkeley

**Medical Center** 

November 28\* Bechdel Jewelers

**December 19** Bowles Rice LLP



\*This year's November Mixer will be held on the 4th Wednesday at 5:00 to 6:30 p.m.





Wednesday, August 15, 2018



745 Middleway Pike Inwood, WV

**REGISTER ONLINE** 

Wednesday, September 19, 2018



Eastern Panhandle Transit Authority 446 Novak Dr. Martinsburg, WV

**REGISTER ONLINE** 

Take this opportunity to learn about our business community and network with other Chamber Members and guests. Enjoy some drinks and appetizers, and don't forget to bring your business cards!

Welcome & Door Prize Drawing Chamber Members Non-Chamber Members 5:45 p.m. FREE \$5 Mixers are held the 3<sup>rd</sup> Wednesday of each month at 5:00 to 6:30 p.m.

Martinsburg-Berkeley County Chamber of Commerce 304.267.4841 chamber@berkeleycounty.org www.berkeleycounty.org

#### REGISTER EARLY AND SAVE!

\$45 per person or \$400 per group of 10 through August 18



6:00 PM AT THE PURPLE IRIS

FRIDAY, SEPTEMBER 14, 2018

SILENT AND LIVE AUCTIONS • GREAT FOOD, MUSIC, AND PEOPLE!

REGISTER ONLINE

\$45/person \$400/10 people \$50/person after August 18 \$450/10 people after August 18



#### **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
- Weekend Getaway

**WEAR YOUR FAVORITE TEAM'S APPAREL!** 

ARGOS KAY CASTO&CHANEY





D&M DJ SERVICE (304) 754-5435



Martinsburg-Berkeley County Chamber of Commerce (304) 267-4841 chamber@berkeleycounty.org www.berkeleycounty.org





#### SPONSORSHIP OPPORTUNITIES

#### PLATINUM SPONSOR

\$2.500

- Six (6) tickets to event
- Recognition on all event flyers, advertisements, broadcast emails, materials, table-top signs, and media coverage
- · Verbal recognition at event
- Opportunity to set-up display and distribute information at event
- Recognition in Chamber Newsletter (twelve issues a year)
- Recognition on Chamber Website (1 year)
- Recognition in Chamber Membership Directory
- Exclusive business classification sponsor
- One full-page newsletter advertisement



## KAY CASTO&CHANEY

#### GOLD SPONSOR

\$1.500

- Four (4) tickets to event
- Recognition on all event flyers, advertisements, broadcast emails, materials, table-top signs, and media coverage
- Verbal recognition at event
- Opportunity to distribute information at event
- One half-page newsletter advertisement

#### SILVER SPONSOR

\$750

- Two (2) tickets to event
- Recognition on all event flyers, advertisements, broadcast emails, materials, table-top signs, and media coverage
- Verbal recognition at event
- Opportunity to distribute information at event
- One guarter-page newsletter advertisement



#### BRONZE SPONSOR

<sup>\$</sup>500

- One (1) ticket to event
- Recognition on all event flyers, advertisements, broadcast emails, materials, table-top signs, and media coverage.
- · Verbal recognition at event
- Opportunity to distribute information at event
- One business card size newsletter advertisement



Cancellation Policy

Cancellations will be honored with a full refund if received by 5:00pm on September 7, 2018. No-shows and cancellations after the deadline will be charged the full price of the event.

Martinsburg-Berkeley County Chamber of Commerce (304) 267-4841 chamber@berkeleycounty.org www.berkeleycounty.org





# 2018 BUSINESS AWARD NOMINATIONS

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

Nominations will be accepted for the Small and Large Business of the Year awards until 5:00 pm on Wednesday, September 26, 2018.

Nomination form & criteria can be found <a href="mailto:here">here</a>
or by contacting Tina Combs.
tina@berkeleycounty.org or 304.267.4841

Awards will be presented at the 92<sup>nd</sup> Annual Dinner Wednesday, November 7, 2018



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





# NON-PROFIT OF THE YEAR AWARD

The Martinsburg-Berkeley County Chamber of Commerce is pleased to announce a new award honoring a non-profit organization for outstanding accomplishments and contributions to the community.



Nominations will be accepted for the 2018 Non-Profit of the Year award until 5:00 pm on Wednesday, September 26, 2018.

Nomination form & criteria may be obtained by contacting Tina Combs. tina@berkeleycounty.org or 304.267.4841

The award will be presented at the 92<sup>nd</sup> Annual Dinner on Wednesday, November 7, 2018.

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



## **TED** TALK TUESDAYS

1<sup>st</sup> Tuesday of each month at Noon

Shepherd University Martinsburg Center - 261 Aikens Center

We will watch and discuss the following TED Talk videos in 2018.

January 2 The Power of Vulnerability | Brene Brown

**February 6** Why Do We Sleep? | Russell Foster

March 6 How Childhood Trauma Affects Health Across a Lifetime

Nadine Burke Harris

April 3 5 Ways to Kill Your Dreams | Bel Pesce

May 1 My Year of Saying Yes To Everything | Shonda Rhimes

June 5 There's More to Life Than Being Happy | Emily Esfahani Smith

July 3 Why Good Leaders Make You Feel Safe | Simon Sinek
 August 7 Want To Be Happy? Be Grateful | David Steindl-Rast
 September 4 A Hilarious Celebration of Lifelong Female Friendship

Jane Fonda and Lily Tomlin

October 2 What Makes Us Feel Good About Our Work? | Dan Ariely
November 6 7 Rules for Making More Happiness | Stefan Sagmeister
To Raise Brave Girls, Encourage Adventure | Caroline Paul

RSVP to the Martinsburg-Berkeley County Chamber of Commerce at 304-267-4841 or <a href="mailto:chamber@berkeleycounty.org">chamber@berkeleycounty.org</a>

## Bring your lunch and join us!

This program would not be possible without our sponsors:



















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





Wednesday September 12, 2018 12:00 PM

What You Need to Know About Keto

Madison Humerick, MD WVU Medicine Harpers Ferry Family Medicine Wednesday October 10, 2018 12:00 PM

Breast Cancer Awareness and Treatment

Sam Spearing WVU Medicine Berkeley Medical Center & Jane Hamann Jane's Way Fitness Wednesday November 14, 2018 12:00 PM

> The Psychology of Eating

Jon Dieches, PhD
Supervised Psychologist, Clinical
Psychology Postdoctoral Fellow,
WVU Medicine Center for
Diabetes & Metabolic Health,
University Behavioral Medicine
& Psychiatry

Noon to 1:00 PM at Shepherd University Martinsburg Center - 261 Aikens Center These events are FREE and open to the public, however, registration is required.

To register, contact 304.267.4841 or <a href="mailto:chamber@berkeleycounty.org">chamber@berkeleycounty.org</a>.

# Bring your lunch and join us!

Sponsored in part by

















#### **Community Events**

- Ongoing Various classes and programs through the Martinsburg-Berkeley County Public Libraries. For more information, call 304-267-8933 or visit <a href="mailto:mbcpl.org">mbcpl.org</a>.
- 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 304-620-7277 or www.berkeleyartswv.org.
- Ongoing Various music events at Shepherd University.
   For more information, call 304-876-5555 or www.shepherd.edu/music.
- Ongoing Shepherd University Lifelong Learning classes, brown bag lunches, and tours, Visit <a href="www.shepherd.edu/lifelonglearning">www.shepherd.edu/lifelonglearning</a> 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.
- Through September Hagerstown Suns Baseball Visit <u>www.hagerstownsuns.com</u> for schedule & tickets.
- May 4 September 28 Martinsburg Farmers Market -Town Square on Fridays at 4:30-7:30 p.m. For more information, visit www.martinsburgfarmersmarket.com.

- June 1 August 31 Fridays @ 5 Summer Concert Series -Martinsburg Town Square - 5-8 p.m. - Visit www.mainstreetmartinsburg.com for more information.
- June 2 August 4 "Libraries Rock" Summer Reading Program - Martinsburg-Berkeley County Public Libraries Visit www.mbcpl.org for more information.
- August 4 11 Berkeley County Youth Fair Visit www.berkeleycountyyouthfair.org for schedule of events.
- August 7 Martinsburg's 3rd Annual National Night Out Against Crime - 6-8 p.m. at War Memorial Park - More information at <a href="https://www.martinsburgpd.org"><u>www.martinsburgpd.org</u></a>.
- August 17 Boys & Girls Club Inside the Huddle with Tony Caridi - 5:30-9:30 p.m. - 911 Hoffman Rd. - For more information, contact Stacie Rohn at 304-263-1832 or director@bgcepwv.org.
- August 18 Boots Brews BBQ Martinsburg Town Square 3-7 p.m. - Visit <u>www.mainstreetmartinsburg.com</u> for more information.
- August 24 Blue Ridge CTC Bluegrass and BBQ 5:30-8:00 p.m. at The Purple Iris Go to <a href="www.blueridgectc.edu/foundationevents">www.blueridgectc.edu/foundationevents</a> for more information.
- August 31 Horses With Hearts Golf Tournament The Woods - 9:00 a.m. - Call Ryan at 304-671-1619 to register.
- September 3 Labor Day Breakfast 7:30-10:30 a.m. at War Memorial Park. For more information, call 304-264-4842 or go to <a href="https://www.mbcparks-rec.org">www.mbcparks-rec.org</a>.
- **September 28-30** Mountain Heritage Arts & Crafts Festival For more information, go to <a href="www.mhacfestival.org">www.mhacfestival.org</a>.

Go to www.berkeleycounty.org for more details on events happening in the community.

#### Are you part of a community organization?

Submit your upcoming events to <a href="mailto:chamber@berkeleycounty.org">chamber@berkeleycounty.org</a> to be added to the Community Calendar. Please include the date, time, location, and contact information.





#### **©** BUSINESS MATTERS

### **Upcoming Chamber Events**

#### **AUGUST**

- **03 Women's Network Healthy Living Group** 7:30 a.m. The Wellness Center at Berkeley Medical Center
- 07 Women's Network TED Talk Tuesday
  "Want to be happy? Be grateful" Noon
  Shepherd University Martinsburg Center 261 Aikens Center
  Register Here
- 10 Rise & Shine Breakfast Shenandoah Women's Center: Moving in the Movement! - 7:15-9:00 a.m. - The Purple Iris 1956 Winchester Ave. - Register Here
- 14 New Teachers Breakfast 7:30 a.m. Holiday Inn Martinsburg 301 Foxcroft Ave. - Register Here
- **15 Chamber Mixer** 5:00-6:30 p.m. Pivot Physical Therapy Inwood 745 Middleway Pike- Register Here

- **17 Women's Network Healthy Living Group** 7:30 a.m. Comfort Inn Martinsburg 1872 Edwin Miller Blvd.
- 22 News @ Noon Martinsburg-Berkeley County Convention & Visitors Bureau: One Vision, One Voice: Berkeley County & #AlmostHeaven 11:15 a.m. 1:00 p.m. Holiday Inn Martinsburg 301 Foxcroft Ave. Register Here
- 24 Rise & Shine Breakfast Small Business Administration: How to Become a Federal Government Contractor 7:15-9:00 a.m. Holiday Inn 301 Foxcroft Ave. Register Here
- 28 Member Orientation 7:45-9:00 a.m. Shepherd University Martinsburg Center - 261 Aikens Center - Register Here
- **31 Women's Network Healthy Living Group** 7:30 a.m. Comfort Inn Martinsburg 1872 Edwin Miller Blvd.

#### **SEPTEMBER**

- **07 Rise & Shine Breakfast** Region VII WorkForce Development Board: On the Job Training Programs for Employers 7:15-9:00 a.m. Holiday Inn 301 Foxcroft Ave. Register Here
- **14 Women's Network Healthy Living Group** 7:30 a.m. Comfort Inn Martinsburg 1872 Edwin Miller Blvd.
- 14 Tailgating Under the Stars Auction 6:00 p.m. The Purple Iris 1956 Winchester Ave. - Register Here
- 18 Leadership Berkeley Day
- **19 Chamber Mixer** 5:00-6:30 p.m. Eastern Panhandle Transit Authority 446 Novak Dr. Register Here

- 21 Rise & Shine Breakfast Valley Health: Interventional Treatments for Painful Spine Conditions 7:15-9:00 a.m. The Purple Iris 1956 Winchester Ave. Register Here
- 26 News @ Noon Platinum PR LinkedIn: Making it work for you and your business 11:15 a.m. 1:00 p.m. Holiday Inn Martinsburg 301 Foxcroft Ave. Register Here
- 27 Women's Network Workshop: Managing for Success in the Modern Workplace - 8:30 to 11:00 a.m. - The Purple Iris 1956 Winchester Ave. - Register Here
- 28 Women's Network Healthy Living Group 7:30 a.m. Comfort Inn Martinsburg 1872 Edwin Miller Blvd.

## **Chamber Program & Event Sponsors**

#### **Platinum & Gold Sponsors**

Argos

Around the Panhandle Magazine

**Bechdel Jewelers** 

Berkeley County Development Authority

BCT - Bank of Charles Town

Blue Ridge Community & Technical

College

Bowles Rice LLP

City National Bank

**CNB** Bank

**HMS Technologies** 

Holiday Inn Martinsburg

Jackson Kelly, PLLC

The Journal

Kay Casto & Chaney PLLC

The Purple Iris

Shepherd University Martinsburg

Steptoe & Johnson PLLC

United Bank

Valley Health

WVU Medicine Berkeley Medical Center

#### Silver, Bronze, & Contributing Sponsors

BB&T

Berkeley County Development Authority

FirstEnergy Corp.

Panhandle Builders & Excavating

Platinum PR

Shepherd University Martinsburg Summit Community Bank

Valley Health

Waste Management



#### **Sponsorship Opportunities**

Annual Dinner

Corporate Cup Challenge Golf

Leadership Berkeley

Legislative Events News @ Noon New Teacher Breakfast Rise & Shine Breakfast Programs Tailgating Under the Stars Auction Women's Network The Martinsburg-Berkeley County Chamber of Commerce would like to recognize and thank these businesses for their Platinum Sponsorships of our major programs and events!























## JACKSONKELLY<sub>PLLC</sub>

















BERKELEY MEDICAL CENTER