

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 10 OCTOBER 2018

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www.berkeleycounty.org



Officers

Gail Moxley, Chairwoman of the Board
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Susan G. Sanders, Office Manager
Natalie L. Cline, Marketing & Events Assistant



Chairwoman's Corner • Gail Moxley

The Tailgating Under the Stars Auction was a huge success thanks to the many businesses who donated items and the huge crowd who purchased those items. The Auction wouldn't be possible without the good work of the Auction Committee under the leadership of Tracey Eberling (**Steptoe & Johnson**), and the generosity of our sponsors— **Argos, Kay Casto & Chaney PLLC, AT&T, Bechdel Jewelers, The Purple Iris, and Summit Community Bank**. We also thank Monte Conner with D&M DJ Service, and Auctioneers Charlie Seal and Bill Cafferky for donating their time. Check out [page 12](#) for all of the details.

It's hard to believe that it's nearly time for the 92nd Annual Dinner, which will be held on Wednesday, November 7, at the Holiday Inn. Invitations will arrive in your mailboxes soon and more information can be found [here](#). Join us as we recognize the Small and Large Business of the Year, as well as the Citizen of the Year, Business Person of the Year, and Chamber Champion. New this year is the Non Profit of the Year award! The Annual Dinner sells out each year so don't wait to buy your tickets. Many thanks to our sponsors for the evening – **Argos, Steptoe & Johnson, First United Bank & Trust, The Journal, Valley Health, Berkeley County Development Authority, AT&T, BB&T, and Shepherd University Martinsburg Center**.

If you are looking for an inexpensive way to promote your business at each and every Chamber program and event, consider reserving your space on our fourth event banner. For as low as \$250 your logo will appear on the banner for a full year. See [page 23](#) for more details or call or email Chamber President Tina Combs – 304-267-4841 or tina@berkeleycounty.org.

We are beginning the final quarter of the year, but the calendar is still full of many events and programs, including mixers, Rise and Shine Breakfasts, News@Noon, a Member Orientation, the Annual Dinner, Legislative Outlook forum and several Women's Network activities. We encourage you to invest in your business by attending one or more of these great events. As always, please contact a Board of staff member if you have any questions or concerns.




AUGMENTATION, INC.
A FULL SPECTRUM OF STAFFING SOLUTIONS

Kathy Mason, SHRM-SCP
Director of Business Development


115 Alkens Center, Suite 20
Martinsburg, WV 25404
Phone: 304•267•4994
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www.augmentation.com ■ e-mail: kmason@augmentation.com

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Sierra Pacific
MORTGAGE

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Direct 304.263.1000
Cell 304.279.1268
Fax 304.263.2000

55 Meridian Parkway, Suite 101
Martinsburg, WV 25404
www.spmc.com/arek.moss

Arek Moss
Loan Officer
arek.moss@spmc.com
NMLS # 1450874

NEW MEMBER


ROCKY KNOLL SCHOOL

52 Advent Drive
Martinsburg, WV 25403
(304) 263-9894
Fax: (304) 263-9894
www.go2rks.com
CindyPossinger@go2rks.com
Cynthia Possinger
Education

RENEWING MEMBERS


- ALBRIGHT CRUMBACKER MOUL & ITELL, P.A.
- AMERICAN PEST CONTROL, LLC
- APPLE VALLEY WASTE SERVICE, INC.
- ARTISAN KITCHENS & COUNTERTOPS AUGMENTATION, INC.
- BERKELEY COUNTY COUNCIL
- CASA OF THE EASTERN PANHANDLE, INC
- COMMUNITY COMBINED MINISTRIES INC.
- COURTHOUSE APARTMENTS
- DAN RYAN BUILDERS
- EASTERN PANHANDLE EMPOWERMENT CENTER
- ERICA DANILE PHOTOGRAPHY
- FAIRWAY HOMES & SERVICES, INC.
- FIRSTENERGY
- FOXCROFT TOWNE CENTER
- GANTT'S EXCAVATING & CONTRACTING, INC.
- HERSICK+WEBSTER CREATIVE PARTNERS
- INSITE MEDIACOM, LLC
- JEFFERSON COUNTY DEVELOPMENT AUTHORITY
- JOHNSON & JOHNSON HEATING AND AIR CONDITIONING INC.
- MANPOWER
- OWPR, INC., ARCHITECTS AND ENGINEERS
- PRINTING IMPRESSIONS
- QUAD/GRAPHICS INC.
- RE/MAX 1ST REALTY
- READ ALOUD WEST VIRGINIA
- SHENANDOAH VALLEY MEDICAL SYSTEM, INC.
- SIMMS INTEGRATIVE HEALTH SERVICES, INC.
- SOUTH BERKELEY SELF STORAGE
- ST. JOSEPH SCHOOL
- STATE FARM - JERRY WILLIAMS

WELCOME!




SHARE YOUR CHAMBER MOMENTS

#MYCHAMBER



@MBCCHAMBER @MBCCHAMBER @MBCCHAMBER OFCOMMERCE



USE #MYCHAMBER FOR YOUR CHANCE TO WIN A \$25 GIFT CARD!
WINNERS WILL BE RANDOMLY SELECTED.

THANK YOU!

FREE Business Card Ad

When you pay your membership dues in the month they are due, you are eligible to receive a free business card ad in our monthly newsletter.

Include a business card with your payment by mail, or send an electronic version of your business card to chamber@berkeleycounty.org.

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



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.



NEWS @ NOON



Holiday Inn Martinsburg 301 Foxcroft Ave.
11:15 a.m. to 1:00 p.m.

Wednesday, October 24, 2018



Public Health
Prevent. Promote. Protect.

Berkeley County Health Department Update

Angie Gray
Berkeley County Health Department

[Register Online](#)

Upcoming News @ Noon Programs

November 28 December 12

\$15 Chamber Members
\$25 Non-Members

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

Sponsored by



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.

304.267.4841

chamber@berkeleycounty.org

www.berkeleycounty.org

Martinsburg - Berkeley County
Chamber
 of Commerce

Rise & Shine

BREAKFAST PROGRAM

\$15 Chamber Members
\$25 Non-Members

October 19, 2018

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

7:15 a.m. Coffee & Conversation
 7:30 a.m. Breakfast Buffet
 8:00 a.m. Program



City of Martinsburg Update

Mark Baldwin, City Manager

[Register Online](#)

Upcoming Programs:
 November 2, 2018
 November 16, 2018
 November 30, 2018
 December 14, 2018



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 chamber@berkeleycounty.org www.berkeleycounty.org

Our Members

Berkeley County Business Education Partnership of **Berkeley County Schools** recently welcomed two new school business partnerships.

Shenandoah Community Health, has partnered with Tuscarora Elementary School. **First United Bank** has joined Spring Mills Middle School.



L-R: Frankie McIntyre, **First United Bank**; Nancy Melonas, Principal, Spring Mills Middle School; Karla Troppman, Director of Marketing **Shenandoah Community Health**; Dr. Tyler Long, Principal Tuscarora Elem. School

“The addition of these two linkages is a great start to our school year as we celebrate October as Business Education Partnership Month”, said Elaine Bobo, Director of

Communications for **Berkeley County Schools**. “The Business Education Partnership, supports many projects and programs within **Berkeley County Schools**”, said Bobo. Superintendent Manny Arvon speaks highly of this organization and its goals. “Every day, and especially during the month of October, **Berkeley County Schools** honors the relationships each of these businesses have created within our schools. From the daily support in our classrooms, to scholarships and classroom grants, the Business Education Partnership is a huge asset to our school district.”

The Berkeley County Business Education Partnership operates outside of the school district but for the benefit of all **Berkeley County Schools’** students and staff. Formed in the early 1980’s, the Partnership has a current

membership of 62 business to education linkages. For information regarding participation in the Berkeley County Business Education Partnership, contact Elaine Bobo, Director of Communications for **Berkeley County Schools** at ebobo@k12.wv.us.

Berkeley County Schools students and staff collectively raised over \$91,000 through their Hoops for Heart and Jump Rope for Heart challenges. **Berkeley County Schools** were once again named the top fundraising school district in West Virginia. Five Berkeley County schools were recognized as members of the top 10 fundraisers statewide.




L-R: Elaine Bobo, **Berkeley County Schools**; Elizabeth Adams, Principal, Hedgesville Middle School; Brent Sherrard, Principal, Valley View Elem. School; Nancy Melonas, Principal, Spring Mills Middle School; Amanda Billmeyer, Principal, Potomack Intermediate School; Nicole Krause, Principal, Spring Mills Primary School

Marlowe Elementary School received two awards from Berkeley County Relay for Life organizers for 2017 school fundraising efforts. The school community was honored for most money raised and most



L-R: Brian Mullis, Relay for Life; Katherine Worthington, Principal, Marlowe Elem. School; Jennifer Jones, Relay For Life School Team Ambassador

money raised per capita. **Berkeley County Schools** led the nation in the Schools vs. Cancer Fundraising Campaign raising over \$49,000 this past year.



Eastern Panhandle county chapters:
Berkeley (cbflee@frontier.com)
Jefferson (lauriepdx@outlook.com)
Morgan (candy.chamberlin@k12.wv.us)

For more information:
<https://readaloudwestvirginia.org/> 304-345-5212

CoxHollidaYoung recently crossed another milestone in the history of their firm. August 1st marked the beginning of their 55th year in business! Congratulations!

First United Bank & Trust is pleased to announce the new South Berkeley Community Office in Inwood, WV is now complete. The newly built office will include a clear focus on the local community and efficient, faster transactions to serve both consumer and business customers, as well as modern banking technology. The new technology available to customers will include an advanced ATM with envelope-free deposits, a Discovery Center and beverage bar.



Rendering of **First United Bank & Trust's** South Berkeley Community Office in Inwood, WV

First United Bank & Trust is now accepting entries as part of the American Bankers Association Foundation's annual Lights, Camera, Save! video contest. Lights, Camera, Save! is a national contest that encourages teens to use video to communicate the value of sound money management. Teen participants, aged 13 to 18 years of age, will create a 90-second video that demonstrates the importance of using money wisely and will submit the video to your local First United Bank & Trust community office. **First United** will be accepting entries through November 26, 2018. Students interested in Lights, Camera, Save! can learn more about the contest at www.MyBank.com/blog/lights-camera-save.

Good Shepherd Interfaith Volunteer Caregivers (**GSIVC**) was recently awarded the Nonprofit of Excellence Award for West Virginia. The organization was also the recipient of the National Excellence Award. Congratulations to the **Good Shepherd Interfaith Volunteer Caregivers** staff, directors, volunteers, donors, care receivers & community!

GSIVC Executive Director, Paula Marrone-Reese, left, is pictured accepting the West Virginia Nonprofit of Excellence Award in Canaan Valley, WV.



Paula Marrone-Reese, **GSIVC** Executive Director, center, is pictured receiving the National Award of Excellence in Indianapolis, IN.



Valley College is pleased to announce the release of two new Online Bachelor of Science degree programs in Business Administration and Health Services Administration. "**Valley College's** Business Administration and Health Services Administration Bachelor's Degree programs have been developed to help our students successfully move into a variety of fields of their choice. Students will be prepared to bring immediate and long-term value in a host of in-demand roles to the organization and individuals they support. Finally, **Valley College** is pleased to offer up to a \$5,000 scholarship to those who qualify to provide greater access for students to enter these fields," stated Dr. Rich Lombardo, Vice President of Education & Online Division.

Continued on Page 22



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

2nd 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

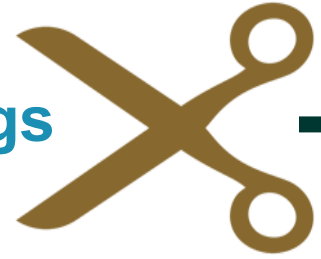
- Greater visibility for Ambassador's business
- Opportunities to interact with new businesses in the community
- Greater opportunity to direct input to the Chamber
- Exclusive opportunities and priority invitations to events and activities
- Leadership and Volunteer opportunities with the Chamber and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

GET INVOLVED!

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



Ribbon Cuttings



NEW SOUTH BERKELEY OFFICE!

FIRST UNITED BANK & TRUST
SOUTH BERKELEY COMMUNITY OFFICE
7736 WINCHESTER AVENUE
INWOOD, WV 25428
(304) 267-7935
www.mybank.com



GRAND OPENING!

T.N. NAILS BEAUTY & SPA
115 AIKENS CENTER, SUITE 7
MARTINSBURG, WV 25404
(681) 247-5960
www.tnnailsbeautyspa.com



NEW LOCATION!

SYNERGY MASSAGE & WELLNESS
1008 WINCHESTER AVE.
MARTINSBURG, WV
(304) 582-5937
www.synergymassageandwellness.net

Celebrating a grand opening, remodel, or anniversary?

Contact chamber@berkeleycounty.org for information on how the Chamber can help you host a ribbon cutting ceremony.



TAILGATING UNDER THE STARS

Auction



THANK YOU SPONSORS!



D&M DJ SERVICE

(304) 754-5435



The Annual Tailgating Under the Stars Auction was another success thanks to the support of the sponsors, committee members, volunteers, and many businesses and individuals who donated (below) and purchased items.

Special Thanks:

Monte Conner - D&M DJ Service
Auctioneers - Bill Cafferky and Charlie Seal

Auction Committee and volunteers:

Chairperson - Tracey Eberling (**Stephoe & Johnson PLLC**)
George Eberling
Ruby Avey (**Serenity Day Spa & Salon**)
Scott and Lisa Bivens (**Panhandle Home Health, Inc.**)
Brooke Boyer (**Quad/Graphics**)

Keith and Kristie Hadley (**BCT-Bank of Charles Town**)
Gail Moxley (**CNB Bank**)
Pam Neely (**State Farm**)
Dawn Newland (**State Farm**)
Brad and Susan Snowden (**Jackson Kelly PLLC**)

THANK YOU!

Advocate Insurance
Albright Crumbacker Moul & Itell, LLC
Anderson OB/GYN
Apollo Civic Theatre
Arndt-McBee Insurance
Art by Weeze
Augmentation
Ann Baronner
Bayer Heritage Federal Credit Union
BCT - Bank of Charles Town
Beacon Grace
Bechdel Jewelers
Berkeley County Council Elaine Mauck
Berkeley Co Development Authority
Berkeley County Stylist Leah Smith
Black Draft Distillery
Blue Ridge CTC
Boost Mobile
Bowles Rice LLP
Brews Custom Awards
Brown Funeral Home
Burch Wood Products
Chick-fil-A
Chili's Grill and Bar
City National Bank
Clary Grove
CNB Bank
Comcast Spotlight
Costco
Cricket Wireless
Crystal Springs Water
Dan Ryan Builders
Depot Florist
Eastcoast Cleaning
Eastern Panhandle Board of Realtors
George and Tracey Eberling
Ecolab
ERA Liberty Realty - Tina Roach
Erica Danile Photography
Everything Cheesecake
EXIT Success Realty
First Energy

THANK YOU!

First United Bank & Trust
Fleming Insurance
Flowers Unlimited
For the Kids, By George Museum
Gateway Home Care
Good Shepherd Caregivers
Greenway Engineering
Hagerstown Suns
Hampton Inn
Heartland Payment Systems
Highrock Studios
Holiday Inn Martinsburg
Horses with Hearts
Hospice of the Panhandle
James Rumsey Tech. Institute
JC Smith
Jefferson Distributing Company
Vicki Jenkins
Johnnie's Express
King Street Emporium
L.A. Roberts Jewelers
Tiffany and Cheryl Lawrence
Randy & Kay Lewis
Long & Foster - Margie Bartles
Lowe Real Estate Group
Makina Benefits
Martin Distributing Company
Martinsburg-Berkeley County
Public Libraries
Mary Kay Donna Cobean
MedExpress Urgent Care
Mid-Atlantic ProTel
Minghini's General Contractors
Modern Renovations
Morgan Financial
Mountaineer Brand
MVB Bank
New Life Community Church
Newland Insurance Agency
Next Generation HR Solutions
Orsini's Appliance Sales
Outback Steakhouse

THANK YOU!

OWPR, Inc.
Panhandle Home Health, Inc.
Panhandle Homes of Berkeley Co.
Paradigm Performance Consulting
Paw Spa
Pill and Pill, PLLC
Pittman Orthodontics
Platinum Feathers Salon
Premier Designs - Rhonda Banks
Prime Lending Valerie Franklin
Realty FC
Reid's Distributor
Jim and Lisa Rodgers
Rosedale Funeral Home & Cemetery
Serenity Day Spa
Shentel
Sierra Pacific Mortgage
Sleepy Creek Massage
Smith Family Dentistry
Spherion Staffing
Sprint
St. Maria Goretti High School
Keith and Donna Stains
State Farm - Kay Lewis
State Farm - Pam Neely
Summit Community Bank
Brad and Susan Snowden
TalkRadio WRNR
TenthDegree Technologies
The Crossings at Martinsburg
The Door Guy
The Hub
The Journal
The Mortgage Center
The Wellness Center/BMC
The Woods
Trinity United Methodist Church
Trump and Trump
Valley College
Valley Mall
W. Harley Miller Contractors

Connect Berkeley wants YOU!

The group is looking to add members. Here are just a few of the categories that would work well with this group:

- **Catering**
- **Computer Repair**
- **Small Business Attorney**
- **Graphic Design**
- **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 Burcker - Printing Impressions - Printing
 Angi Cornwell - Hornby Publishing - Publishing
 Chris Johnson/Karen Kisner - Panhandle Home Health, Inc. - Home Health
 Darrell Jones - SVG Commercial Cleaning - Cleaning
 Howard Kronthal - EXIT Success Realty - Residential Real Estate
 Charlie Lowery - CNB Bank - Commercial Lending
 Paul Napoli - Rockstar Realty - Commercial Real Estate
 Pam Neely - State Farm - Personal Insurance
 Tina Nipe - TenthDegree Technologies - Computer Software
 Chris Paxson - Paxson Insurance - Commercial Insurance
 Tim Procita - Northwestern Mutual - Financial Planning
 Erica Robinson - Erica Danile Photography - Photography
 Eric Stenger - MVB Bank - Residential Lending
 Claire West - Virginia Employment Commission - Workforce Services
 Tricia Worden - Next Generation HR Solutions - HR Services



CONNECT BERKELEY

2nd and 4th Mondays of each month

Shepherd University
Martinsburg Center
261 Aikens Center
Noon

What is Connect Berkeley?

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

**START YOUR WEEK
HERE!**



How does it work?

- Each group consists of no more 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



MEMBER 2 MEMBER

- 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)
- Platinum Feathers Salon and Spa**: 10% off any service
- Pro Design, LLC**: 30% off design services and 50% off web hosting for the first year
- Serenity Day Spa & Salon**: 15% off any service \$65 or more excluding hair and acrylics. Offer valid M-Th only. // *OCTOBER SPECIAL* – 20% off facials \$65 or more. (M-Th only)
- Shepherd University Martinsburg Center**: 15% off in-state OR 25% off out-of-state tuition
- SVG Commercial Cleaning, LLC**: 10% off all cleaning services
- Synergy Massage & Wellness, LLC**: 20% off any 30, 60, or 90 minute session
- 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.



MEMBER ORIENTATION

Thursday, November 1, 2018



7:45 a.m. | **Registration**
8:00 a.m. | **Orientation Begins**
9:00 a.m. | **Adjourn**



Shepherd
UNIVERSITY
MARTINSBURG

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.

Contact us at
chamber@berkeleycounty.org
to register today!

Contact us to register today!
 Martinsburg-Berkeley County Chamber of Commerce
 304.267.4841 · chamber@berkeleycounty.org · www.berkeleycounty.org



Leadership Berkeley

Leadership Berkeley 2019 is officially underway! The first session focused on the group getting to know one another through various “ice breaker” activities, including the ever-popular scavenger hunt of Berkeley County.

Participants also began discussing *Positive Leadership*, the book that will take the group through learning about the capacities necessary to build leadership in the community.



The Essence of Positive Leadership: positive actions evoke positive reactions

Positive Leadership is when:

1. You identify a need
2. You decide on the best course of action to address the need

Others respond to your action in ways that are similarly forward moving
That's it.

Positive Leadership is not concerned with status, title, role, position, ego or authority. It doesn't matter if you're visionary, charismatic/plain-spoken, introvert/extrovert, etc.

The Positive Leadership Model:



This program would not be possible without our sponsors:



Click [here](#) to register today!



YOU ARE CORDIALLY INVITED TO THE
92ND ANNUAL DINNER

WEDNESDAY, NOVEMBER 7, 2018

HOLIDAY INN MARTINSBURG | 301 FOXCROFT AVENUE

5:30 PM COCKTAILS | 6:30 PM DINNER
 \$40 PER PERSON | \$300 TABLE OF 8 | \$350 TABLE OF 10

RESERVATIONS ARE REQUIRED AT BERKELEYCOUNTY.ORG
 304.267.4841 OR SUSAN@BERKELEYCOUNTY.ORG
 PLEASE RESPOND BY OCTOBER 31, 2018.

VEGETARIAN DINNER AVAILABLE UPON REQUEST.

SPONSORED BY



304.267.4841
 CHAMBER@BERKELEYCOUNTY.ORG
 198 VIKING WAY, MARTINSBURG, WV 25401

Chamber Mixers

Many thanks to **Eastern Panhandle Transit Authority** for hosting our **September** Chamber Mixer, where Chamber members and guests took advantage of the great networking opportunities and spectacular refreshments!



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

2018 MIXERS

October 17	WVU Medicine Spring Mills Medical Office Building
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.

MIXERS

Martinsburg - Berkeley County
Chamber
of Commerce



Wednesday, October 17, 2018



BERKELEY MEDICAL CENTER

**WVU Medicine Spring Mills
Medical Office Building
61 Campus Dr.
Martinsburg, WV**

REGISTER ONLINE

Wednesday, November 28, 2018



**Bechdel Jewelers
8064 Winchester Ave.
Inwood, WV**

REGISTER ONLINE

***The November Mixer will be held on the 4th Wednesday - November 28, 2018.**

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	5:45 p.m.
Chamber Members	FREE
Non-Chamber Members	\$5

Mixers are held the
3rd 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

Our Members

WVU Medicine Berkeley Medical Center's May Quality Service Award winner is pictured receiving her award. Left to right: President/

CEO Anthony P. Zelenka, QSA Winner Kristy Hahn, PCU Nurse Director Adriana Palmer and Vice President/Chief Nursing Officer Samantha Richards.



WVU Medicine University Healthcare Physicians recently announced that Jean Someshwar, M.D., Kalah Ainsworth, D.O., and Brittany Gusic, M.D., have joined the staff at **WVU Medicine** Primary Care and Pediatrics – Spring Mills located at 61 Campus Dr. in Martinsburg.



Someshwar



Ainsworth



Gusic

WVU Medicine Frank Sabado, Jr, MD Tennis Classic are pictured from left to right with tournament officials: Tournament Co-Chair Ernie Agbayani, M.D., Men's Champion Brian Romine,



Men's Finalist/ Most Aces Scott Smith, Women's Finalist Amy Rush, Women's Champion Katelyn Mumaw, and Retha Sabado.

WVU Medicine Berkeley Medical Center's cardiovascular lab has been granted an additional three-year accreditation in Echocardiography in the area of Adult Transthoracic by the Intersocietal Accreditation Commission (IAC). IAC is a "seal of approval" that patients can rely on as an indication that the facility has been carefully critiqued on all aspects of its operations considered relevant by

medical experts in the field of Echocardiography.

Yount Hyde & Barbour (YHB) has recently been named on the 2018 Top 100 Best Accounting Firms to Work For list. "We are extremely proud of our team for all the hard work they have done to make YHB one of the best accounting firms to work for in the United States," said Scott Moulden, Managing Partner of YHB. "The internal changes the Firm has made over the last several years have been a calculated effort to create a culture that helps people flourish. The purpose was and remains to create value for our clients and staff. Ultimately, employees that feel appreciated, trusted, and are engaged are the type of people clients want to work with. They get the quality they deserve, and a unique experience other Firms can't give, and that's the value these initiatives provide."

Member News

Submit your business briefs to chamber@berkeleycounty.org.

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.



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



Thank you to all who attended the Women's Network Workshop: Managing for Success in the Modern Workplace. Special thanks to Dr. Mark Taylor, our fabulous speaker!



Promote Your Business on our Event Banners



We are now reserving space on our fourth event banner! **Chamber Event Banners** are an 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.

Don't delay—reserve your space today!

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



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

TED TALK TUESDAYS

1st 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	<u>The Power of Vulnerability</u> Brene Brown
February 6	<u>Why Do We Sleep?</u> Russell Foster
March 6	<u>How Childhood Trauma Affects Health Across a Lifetime</u> Nadine Burke Harris
April 3	<u>5 Ways to Kill Your Dreams</u> Bel Pesce
May 1	<u>My Year of Saying Yes To Everything</u> Shonda Rhimes
June 5	<u>There's More to Life Than Being Happy</u> Emily Esfahani Smith
July 3	<u>Why Good Leaders Make You Feel Safe</u> Simon Sinek
August 7	<u>Want To Be Happy? Be Grateful</u> David Steindl-Rast
September 4	<u>A Hilarious Celebration of Lifelong Female Friendship</u> Jane Fonda and Lily Tomlin
October 2	<u>What Makes Us Feel Good About Our Work?</u> Dan Ariely
November 6	<u>7 Rules for Making More Happiness</u> Stefan Sagmeister
December 4	<u>To Raise Brave Girls, Encourage Adventure</u> Caroline Paul

RSVP to the Martinsburg-Berkeley County Chamber of Commerce at
304-267-4841 or chamber@berkeleycounty.org

Bring your lunch and join us!

This program would not be possible without our sponsors:



W WOMEN'S NETWORK

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



presents

Wellness Series

Wednesday
October 31, 2018 - NEW DATE!
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 chamber@berkeleycounty.org.

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 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 304-620-7277 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 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.
- **Saturdays in October** - Discount Mammography Clinics at Berkeley & Jefferson Medical Centers - To schedule a screening, call 844-802-2734, option #2.
- **October 10 - November 11** - Veterans Vernacular Art Exhibit - Berkeley Arts Works - 116 N. Queen St. Wed-Fri 11 a.m. - 4 p.m., Sat. 11 a.m. - 5 p.m.
- **October 11-14** - Legendary Book Sale - War Memorial Building - 102 E. German St., Shepherdstown - More information [here](#).
- **October 16** - Free Breast Cancer Lecture- 7:00 p.m. at Robert C. Byrd HSC Auditorium at Berkeley Medical Center Go to www.wvumedicine.org for more information.
- **October 17** - Veteran's Affairs Career Fair - 10 a.m. - 2 p.m. at the Martinsburg VA Medical Center - Contact Anna Stead at anna.stead@va.gov for more information.
- **October 18 - 21** - Mountain State Apple Harvest Festival. For more information go to www.msahf.com.
- **October 20** - Bob Baronner Apple Trample 5K - 11:00 a.m. in Martinsburg - Registration and information can be found at www.appletrample.com.
- **October 22** - Shepherd University Martinsburg Center Meet & Greet - 5-6:30 p.m. - RSVP on [Facebook](#) or by emailing Martinsburg@Shepherd.edu.
- **October 27** - Panhandle Home Health's Great Gatsby Gala - 6 - 11 p.m. - The Purple Iris. For more information go to www.panhandlehomehealth.org.
- **October 31** - Trick-or-Treat - City of Martinsburg and Berkeley County - 6-8 p.m.
- **November 2** - For The Kids By George Children's Museum - Building Steam Fundraiser Dinner - 6:30 p.m. at the Historic McFarland House - 409 S. Queen St. - Tickets and information at www.forthekidsbygeorge.org.
- **November 3** - 4 Dignity: Medieval Gala to benefit Eastern Panhandle Empowerment Center - 6:00 p.m. at Clarion Conference Center in Shepherdstown - Contact Katie Spriggs at 304-263-8522 or kspriggs@swcinc.org.
- **November 10** - Four State CVEB Veterans Day Parade - 1:00 p.m. in Martinsburg. To participate, visit https://www.ics-wv.com/portfolio-items/veterans_parade/.
- **November 10** - Keep the Faith 5K Run/Walk - 11:00 a.m. at Poor House Farm - Register at runsignup.com/race/wv/martinsburg/keepthefait5k2018.

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.

ROCKY KNOLL
SCHOOL

Relationships ~ Knowledge ~ Spiritual Growth

KIM HARRIS - OFFICE MANAGER
JAN YAKUSH - PRINCIPAL

Pre-K through
8th. Grade

kimharris@go2rks.com
janyakush@go2rks.com
Main/Fax: (304) 263-9894

52 Advent Dr, Martinsburg WV 25403-6157 ~ www.Go2RKS.com

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771 James Burr Boulevard • Kearneysville, WV 25430

Upcoming Chamber Events

OCTOBER

- 12 - Women's Network Healthy Living Group** - 7:30 a.m.
Comfort Inn Martinsburg - 1872 Edwin Miller Blvd.
- 16 - Leadership Berkeley Day**
- 17 - Chamber Mixer** - 5:00-6:30 p.m. - WVU Medicine Spring Mills
Medical Office Building - 61 Campus Drive - [Register Here](#)
- 19 - Rise & Shine Breakfast** - "City of Martinsburg Update"
7:15 - 9:00 a.m. - Holiday Inn - 301 Foxcroft Avenue
[Register Here](#)

- 22 - Connect Berkeley** - Noon - Shepherd University Martinsburg
Center - 261 Aikens Center - Information [Here](#)
- 24 - News @ Noon** - "Berkeley County Health Department Update"
11:15 a.m. - 1:00 p.m. - Holiday Inn Martinsburg - 301 Foxcroft
Ave. - [Register Here](#)
- 26 - Women's Network Healthy Living Group** - 7:30 a.m.
Comfort Inn Martinsburg - 1872 Edwin Miller Blvd.
- 31 - Women's Network Wellness Series** - Noon - Shepherd
University Martinsburg Center - 261 Aikens Center - Information
[Here](#)

NOVEMBER

- 01 - Member Orientation** - 8:00-9:00 a.m. - Shepherd University
Martinsburg Center - 261 Aikens Center - Information [Here](#)
- 02 - Rise & Shine Breakfast** - 7:15 - 9:00 a.m. - Holiday Inn - 301
Foxcroft Avenue - [Register Here](#)
- 06 - Ted Talk Tuesday** - Noon - Shepherd University Martinsburg
Center - 261 Aikens Center - Information [Here](#)
- 07 - 92nd Annual Dinner Meeting** - 5:30 p.m. - Holiday Inn -
301 Foxcroft Avenue - Reservations & Information [Here](#)
- 09 - Women's Network Healthy Living Group** - 7:30 a.m.
Comfort Inn Martinsburg - 1872 Edwin Miller Blvd.
- 12 - Connect Berkeley** - Noon - Shepherd University Martinsburg
Center - 261 Aikens Center - Information [Here](#)

- 14 - Women's Network Wellness Series** - Noon - Shepherd
University Martinsburg Center - 261 Aikens Center - Information
[Here](#)
- 16 - Rise & Shine Breakfast** - 7:15 - 9:00 a.m. - Holiday Inn - 301
Foxcroft Avenue - [Register Here](#)
- 20 - Leadership Berkeley Day**
- 26 - Connect Berkeley** - Noon - Shepherd University Martinsburg
Center - 261 Aikens Center - Information [Here](#)
- 28 - News @ Noon** - "Berkeley County Schools" - 11:15 a.m. - 1:00
p.m. - Holiday Inn Martinsburg - 301 Foxcroft Ave. - [Register Here](#)
- 28 - Chamber Mixer** - 5:00-6:30 p.m. - Bechdel Jewelers
8064 Winchester Avenue, Inwood - [Register Here](#)
- 30 - Rise & Shine Breakfast** - "Shenandoah Community Health"
7:15 - 9:00 a.m. - Holiday Inn - 301 Foxcroft Ave. - [Register Here](#)

Chamber Program & Event Sponsors

Platinum & Gold Sponsors

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HMS Technologies
Holiday Inn Martinsburg
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Thank You

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 and Gold Sponsorships of our major programs and events!



Holiday Inn



BERKELEY MEDICAL CENTER