

# Chamber Network News

April 2021  
Volume 21, Issue 4

Jefferson County Chamber of Commerce, Inc.

## Inside this issue

New Members .....	2
Membership Orientation.....	3
April Mixer - Cruise Planners.....	4
Legislators.....	5
Chamber Events .....	6-7
Gold Marketing Partner.....	8
Gold Sponsor Spotlight.....	9-14
Chamber INFO! .....	15-17
Sponsors Page.....	18

Annual Gold Sponsors &  
Marketing Partner

**HOLLYWOOD**  
*Casino*

AT CHARLES TOWN RACES

**WVU**Medicine

**ROCKWOOL**<sup>TM</sup>

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**CNB Bank**  
*We're right here.*

**BlueRidge**

**SKINNER**  
LAW FIRM

COMMUNITY AND  
TECHNICAL COLLEGE

Hello Spring!

We are a For-Purpose organization that promotes profitable and vital growth for its business members through dedicated collaboration, networking, marketing, membership events, and education.

## Jefferson County Chamber of Commerce

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PO Box 609

Charles Town, WV 25414

Phone: 304-725-2055

Fax: 855-420-7009

E-mail: [Chamber@JeffersonCountyWVChamber.org](mailto:Chamber@JeffersonCountyWVChamber.org)

### ~ Mark Your Calendars ~

[CLICK HERE](#) for a complete calendar of events

# WELCOME



We would like to welcome our newest members to the Chamber: [Synergistic Services, LLC](#), Data Direct, Inc. and [Glessner Technologies](#) . Wishing you growth and prosperity!



**GLESSNER**  
TECHNOLOGIES





**How to**

# **Maximize Your Investment**

## **Chamber Member Orientation**

- **FREE Event to new, current and future chamber members**
- **Learn how the Chamber can help you and your business**
- **Learn about marketing opportunities the Chamber has to offer**
- **Learn the 4 Core Functions of the Chamber**

**Wednesday, May 12, 2021**

**11:00 A.M. - 12:00 P.M.**

**Grab a cup of coffee and join  
us on ZOOM!**



**Can't make this date? We will have another session in August! If you are thinking about becoming a member or you are a member, this workshop is for you!**



**You are invited!**

*Virtual April Mixer!*

**Cruise Planners - Sally Peck**

**Tuesday, April 13, 2021**

**4:00 p.m. - 5:00 p.m.**

*We know everyone is just itching  
to start traveling again!*

**Learn about the most current  
travel guidelines and ask the  
travel expert questions!**

*Play destination BINGO!*

**\*Winner will receive a \$100  
Princess Cruise Gift Certificate**

*Registration is Required*



## YOUR State Legislators



**Delegate Wayne Clark:**

District 65

Capitol Address: Room 218E, Building 1, State Capitol Complex, Charleston, WV 25305

[Wayne.Clark@wvhouse.gov](mailto:Wayne.Clark@wvhouse.gov)

Capitol Phone: (304) 340-3366

**COMMITTEE ASSIGNMENTS:** Education, Small Business and Economic Development, Veterans Affairs and Homeland Security.



**Delegate John Doyle:**

District 67

Capitol Address: Room 150R, Building 1, State Capitol Complex, Charleston, WV 25305

[JohnDoyle@wvhouse.gov](mailto:JohnDoyle@wvhouse.gov)

Capitol Phone: (304) 340-3248

**COMMITTEE ASSIGNMENTS:** MINORITY VICE CHAIR-Education, Economic Development and Education Accountability.



**Delegate Paul Espinosa:**

MAJORITY WHIP

District 66

Capitol Address: Room 246M, Building 1, State Capitol Complex, Charleston, WV 25305

[Paul.espinosa@wvhouse.gov](mailto:Paul.espinosa@wvhouse.gov)

Capitol Phone: (304) 340-3310

**COMMITTEE ASSIGNMENTS:** Banking & Insurance, Finance, House Rules, Technology & Infrastructure.



**Senator Patricia Rucker:**

District 16

Capitol Address: Room 417M, Building 1, State Capitol Complex, Charleston, WV 25305

[Patricia.rucker@wvsenate.gov](mailto:Patricia.rucker@wvsenate.gov)

Capitol Phone (304) 357-7957

**COMMITTEE ASSIGNMENTS:** CHAIR-Education, Agriculture and Rural Development, Banking and Insurance, Confirmation, Health & Human Resources, Judiciary, Natural Resources.



**Senator John R. Unger II:**

District 16

Capital Address: Room 200W, Building 1, State Capitol Complex, Charleston, WV 25305

[John.unger@wvsenate.gov](mailto:John.unger@wvsenate.gov)

Capitol Phone (304) 357-7933

**COMMITTEE ASSIGNMENTS:** Agriculture & Rural Development, Education, Finance, Health and Human Resources, Interstate Cooperation, Workforce.

[DOWNLOAD A COPY HERE](#)





# BlueRidge

COMMUNITY AND  
TECHNICAL COLLEGE

## Chamber Monthly Membership Meeting

Thursday, April 22, 2021

11: a.m. - 12 p.m.

Join us on Zoom to learn more about the Job Scholar Program!

Program presented by Amy Gillespie

~Registration is Required~



## JOB SCHOLARS PROGRAM

### WHO IS A JOB SCHOLAR?

- Young adults seeking a career with a short training period (programs 4 weeks to 9 months)
- Young adults (16-24) needing guidance through the enrollment and job placement process
- Young adults in need of employment experience
- Young adults demonstrating a financial need
- Young adults wanting to contribute to the employment community
- Young adults needing assistance overcoming barriers to training and employment

### JOB SCHOLARS OFFERS:



Tuition-Free  
Training Opportunities



Hands-On Training with  
On-the-Job Experience



Employment/Apprentice  
Placement and Counseling



Assistance removing barriers to training and employment opportunities such as meals, transportation assistance, family needs assistance, supplies assistance and others as determined individually

The Job Scholars Program is a new program recently instituted by Blue Ridge Community and Technical College under a grant from U.S. Department of Labor. Job Scholars will identify and train young adults meeting the program criteria from Jefferson, Morgan and Berkeley Counties in a number of short term programs offered by Blue Ridge.

Blue Ridge CTC appreciates the opportunity to inform Jefferson County Chamber members about the program in order to generate interest from local businesses in providing internships and employment to these well trained students upon completion of their programs. Blue Ridge is currently assembling the first cohort, so assistance in identifying individuals who could benefit from this program will also be appreciated.





YOU ARE  
★ THE ★  
*Best*

**2021 Administrative Professionals Day!**

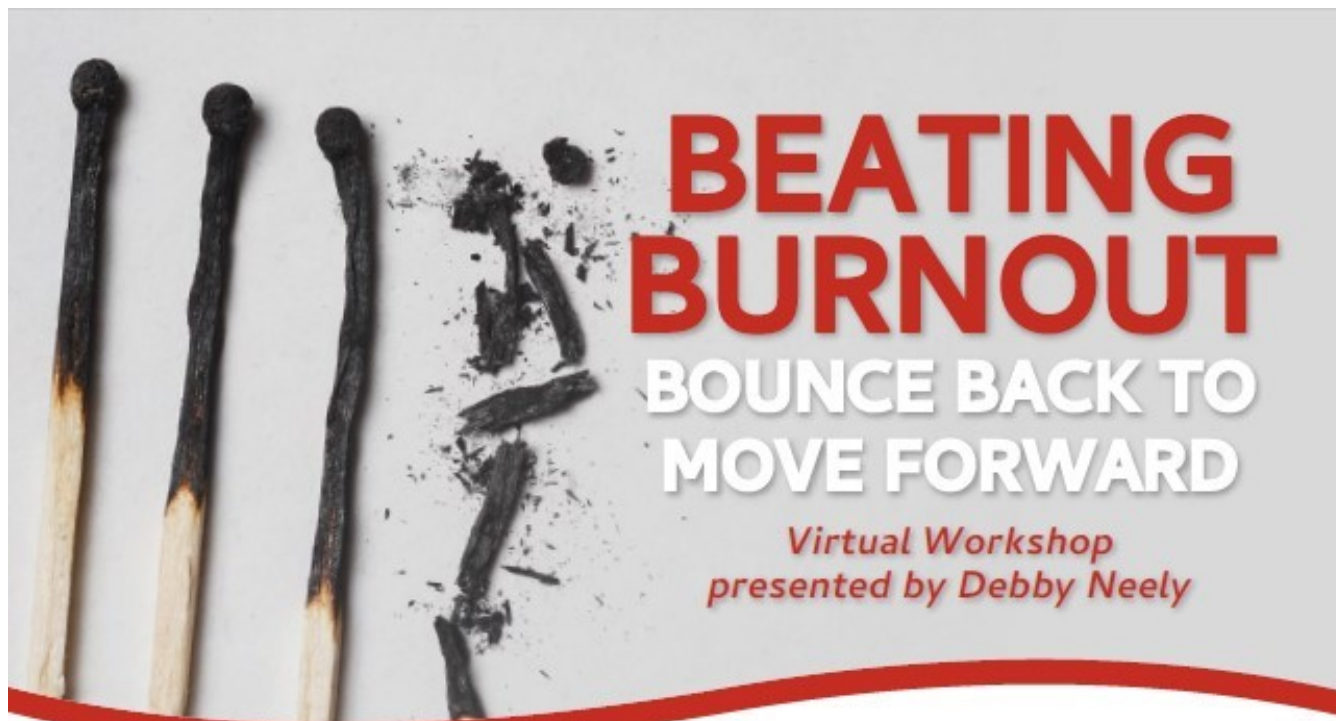
**Celebrate Your Right Hand ~ at Bavarian Inn**

**Thursday, April 29, 2021**

**12:00 p.m. - 2:00 p.m.**

**[REGISTER HERE](#)**

**We are limited to 50 people - Register Early!**



**Wednesday, May 12, 2021**

**9am – 10:30am**

**\$29 per person**

**Workshop is delivered virtually.**

**A link will be provided upon registration.**

### **Burnout feels inevitable after this last year.**

The past year has taken everyone to a new level that feels like burnout is inevitable. Is there too much to do and not enough time to do it? Out of control? You are not alone in figuring it all out. *It's not too late!* Debby is here to help with ways to beat the burn out.

### **Workshop Covers:**

- Contributing factors to burnout
- Identifying and avoiding thinking traps
- Necessary boundaries and how to set them
- Recognizing signs of burnout in others, and how to help
- Techniques to beat burnout

### **Register Today!**

Call: 304.260.4380 ext. 2404 or 2411

Register online: <http://blueridgectc.augusoft.net>

For more information: [askme@blueridgectc.edu](mailto:askme@blueridgectc.edu)



### **About Debby Neely:**

Debby is a results-focused credentialed coach with many years of proven leadership training and coaching success. She can provide personalized coaching and training to meet virtually any need. Debby is an experienced and highly credentialed coach and trainer who has a heart to help others realize their best selves.



# GOLD SPONSOR SPOTLIGHT

**HOLLYWOOD**  
*Casino*  
AT CHARLES TOWN RACES

9 DRAGONS 九龍

九龍現在開業  
**NOW OPEN**

## HOURS:

FRIDAY 5PM-2AM • SATURDAY 5PM-2AM  
SUNDAY 5PM-11PM • MONDAY 5PM-11PM

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*Casino*

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Must be 21. Gambling Problem? Call 1-800-GAMBLER or visit [www.1800gambler.net](http://www.1800gambler.net).



The  
**Future**  
of  
**Surgery**

# TAKE A WALK INSIDE YOUR BRAIN & SPINE



**SURGICAL  
THEATER<sup>®</sup>**

- Before surgery, a 360-degree reconstruction of your unique anatomy is created to be used during consultations, planning and surgery
- Using the virtual reality platform, your physician can take you on a walk inside your brain and spine to help you visualize the surgical plan
- During surgery, Neurosurgeons use the 360-degree visualization to get a closer look from every angle
- SyncAR™ allows surgeons to overlay critical structures onto your anatomy resulting in enhanced precision

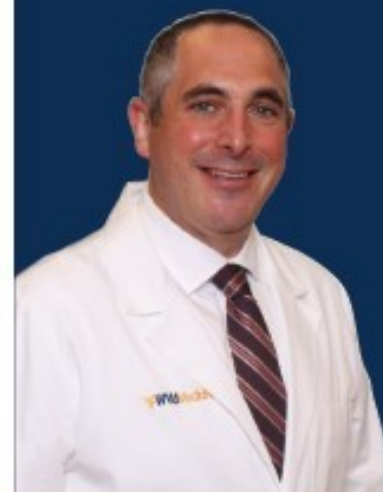
## Medical Virtual Reality and Augmented Reality with Surgical Theater

Berkeley Medical Center recently became the first hospital in West Virginia to acquire Surgical Theater's 360-degree XR Visualization platform for neurological surgery.

Surgical Theater offers patients and surgeons a new way to take an immersive look inside the brain and spine. This advanced visualization platform allows physicians to create a 360-degree reconstruction of a patient's anatomy that can be used for patient engagement, preoperative planning and intraoperative visualization.

Dr. Jonathan Sherman, with the **WVU Rockefeller Neuroscience Institute**, is the first Neurosurgeon in West Virginia to offer this revolutionary platform.

**WVU**Rockefeller  
NeuroscienceInstitute



To schedule an appointment, **CALL 304.596.5160**

**Jonathan H. Sherman MD, FAANS, FACS**  
Director of Surgical Neuro-oncology  
- WVU Medicine East





**The arrival of the ROCKWOOL manufacturing facility will result in five million dollars of new local economic activity every year.**

In addition to the 150 manufacturing jobs we are bringing and tax payments we will be making, the nature of our integrated supply chain means that our operations will lead to downstream economic growth in the industries we rely on including maintenance services, third-party logistics (3PL) , and safety supplies.

[rockwool.com/westvirginia](http://rockwool.com/westvirginia)

## Different virus, same precautions.

Because of COVID-19, this flu season could be challenging.

### REMEMBER THE 3 W'S

to protect yourself and others this season:



**WASH**  
your hands



**WEAR**  
your mask



**WATCH**  
your distance



**GET YOUR FLU SHOT**

Talk with your healthcare provider today about getting your flu shot.

Visit [valleyhealthlink.com/flu](https://valleyhealthlink.com/flu) to learn more.





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## GOLD SPONSOR SPOTLIGHT



# *Spring is in the air!*

And so are a lot of questions about the  
local real estate market.

The answers may surprise you. Let's talk!

***Patricia "Patti" Sherwood***

REALTOR® *Your trusted real estate authority.*

**304-279-4795**

**patricia.sherwood@longandfoster.com**

Long & Foster  
976 Foxcroft Avenue  
Martinsburg, WV 25401  
304-263-7800  
Margaret Bartles, Broker



*For a home and life you love!*

## WHY SPONSOR A 401(k) PLAN FOR SMALL BUSINESSES



### 5 Good Reasons to Set Up a 401(k) Plan Even if Your Company is Small

The 401(k) plan is a favorite retirement savings vehicle for Americans. It is estimated that 79% of working Americans work for a company that offers a 401(k) or similar plan. But, while more than 90% of very large companies offer a plan, just 14% of America's small business owners offer a 401(k) plan and 63% do not offer any form of retirement benefits. Owners of small businesses may incorrectly assume that 401(k) plans just won't work for them. Here's the reality.<sup>1</sup>

#### #1: 401(k) plans make it easier to compete for and keep talent

Seventy-seven percent of employers believe that offering a 401(k) or similar plan is important for attracting and retaining employees. However, some may be underestimating their importance — fully 81% of workers agree that retirement benefits offered by a prospective employer will be a major factor in their final decision-making when job hunting.<sup>2</sup>

#### #2: A 401(k) can help owners save for their own retirement

Business owners sometimes hope to fund their own retirement through business profits or the future sale of their business. They may sacrifice personal retirement savings in favor of plowing money back into the business. When the company provides a 401(k) plan for employees, owners may be more likely to contribute on their own behalf, too. The savings in the plan can help protect the business owner's ability to retire, even if the company itself does not survive.

#### #3: 401(k) plans save the company on taxes.

Small businesses, those with fewer than 100 employees, may be able to claim a tax credit to offset the cost of setting up and administering a 401(k) plan. The recently passed SECURE Act of 2020 increases tax credits for small employers who start new retirement plans from \$500 per year to as much as \$5,000 per year for three years. Small employers who add an automatic enrollment feature to their plan may be eligible for an additional \$500 tax credit per year for three years.<sup>3</sup> If your company makes matching contributions to the plan, you can claim a deduction, up to IRS limits, for them. You may also enjoy a reduction in payroll taxes if employees are taking advantage of the plan — which is a great reason to educate them about its benefits.

#### #4: Plans are easy to set up and operate... with the right help

401(k) plans are available by virtue of an extremely complex U.S. tax system. It makes sense to feel a little intimidated, especially when you have a business to run. Today, there is a lot of help available to make it possible for even the smallest business to confidently establish and operate a 401(k) plan. The administration can be fully automated, and you can select a financial professional who specializes in these plans to help make sure it benefits employees and the company, within the bounds of all applicable laws.

#### #5: 401(k) plans help employees retire on time

Their workplace 401(k) plan may provide an opportunity for employees to connect with a financial professional; for many, this is their only such contact. Along with the plan, contact with a financial professional may help employees gain confidence in their ability to retire. And that is important for at least two reasons. 1) Employees who know they will have enough money to retire are more likely to leave the workforce on time. Thus, they make room for the next generation of employees rather than remaining on the job solely for the paycheck. And 2) employees who are worried about finances are often less productive, less healthy, and more expensive for your other benefits.<sup>4</sup>

If you haven't yet established a 401(k) plan, take some time to learn more about the ways it may help you grow your business and protect your future — and those of your employees. Your CNB Financial retirement plan professional would be happy to share more insights.

<sup>1</sup> Source: Sharebuilder, 2019

<sup>2</sup> [https://transamericacenter.org/docs/default-source/retirement-survey-of-employers/tcn2019\\_ar\\_employer\\_survey\\_retirement\\_security\\_challenge.pdf](https://transamericacenter.org/docs/default-source/retirement-survey-of-employers/tcn2019_ar_employer_survey_retirement_security_challenge.pdf)

<sup>3</sup> This change is effective for taxable years beginning after December 31, 2019. Details here: <https://www.napa-net.org/news-info/daily-news/key-secure-act-provisions-and-effective-dates>

<sup>4</sup> Source: 401KSpecialist Magazine, 2019.

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We are excited to announce a new benefit to our Chamber Members. We can post your job openings on our website!

Requirements to Participate:

- ⇒ Email Job Post verbiage or send flyer
- ⇒ We will post for 6 weeks or until position is filled and asked to remove post
- ⇒ Active Membership (up to date)
- ⇒ This is a free Membership benefit

Contact us now to get your job openings filled!      [Kimm@JeffersonCountyWVchamber.org](mailto:Kimm@JeffersonCountyWVchamber.org)

# Chamber Email Blasts are a great tool to get info about your business out to the membership.

## Here is all you need to do:

- ⇒ Create a flyer (PDF, DOC, PUB, JPG, PNG) send to [Kimm@JeffersonCountyWVChamber.org](mailto:Kimm@JeffersonCountyWVChamber.org) with the below info
- ⇒ Select a subject line for your flyer
- ⇒ Select the day you would like the blast to go out (If that day is not available, we will contact you)
- ⇒ Let us know who to invoice (via email) for the blast
  - \$50 For Business Members
  - \$25 For Non-Profit Members
  - 50% off for each added *duplicate* of same email blast
- ⇒ Please let us know if you need to view a test version before the blast is distributed
- ⇒ Your blast will hit 1100-1400 inboxes, let us know if you would like to include members only or non-members too
- ⇒ Your blast will be featured on our FaceBook homepage, Instagram and our Twitter timeline
- ⇒ Review our membership code of conducts [here](#)



We are a For-Purpose organization that promotes profitable and vital growth for its business members through dedicated collaboration, networking, marketing, membership events, and education.



2021

## JEFFERSON COUNTY CHAMBER OF COMMERCE



### **BOARD OF DIRECTORS**

[Chris Puller](#), President; [Sierra Pacific-Charles Town](#)

[Patti Sherwood](#), Vice President [Long & Foster Real Estate](#)

[Jeanie Hamilton](#), Treasurer; [Mid Atlantic Farm Credit](#)

[Heather McIntyre](#), Executive Director; [Jefferson County Chamber of Commerce](#)

### **BOARD MEMBERS**

Mark Graves, [ROCKWOOL](#)

Natalie Greene, [Ortega's Taco Shop](#)

Kim Himes, [BCT-Bank of Charles Town](#)

Judy Hockman, [WVUHS Home Care](#)

Karissa Horowicz, [Pivot Physical Therapy](#)

Josh Householder, [CNB Bank](#)

Pat Hubbard, [Blue Ridge Community & Technical College](#)

Christina Johnson, [Panhandle Home Health, INC](#)

Darrell Jones, [SVG Commercial Cleaning, LLC](#)

Tyler Mayhew, [Bowles Rice LLP](#)

Tara Orndorff, [Hampton Inn & Suites](#)

Amy Panzarella, TBD

Aneesh Sompalli, [Valley Health System](#)

Kelly Weist, [Hollywood Casino at Charles Town Races](#)

### **STAFF**

[Kimm Spencer](#), Executive Director Assistant

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