

Jefferson County Chamber of Commerce, Inc.

SAVE  
THE  
DATE

Denim & Diamonds  
Annual Chamber  
Celebration  
June 18, 2021  
McMurran Farm  
Live Band  
Great Food

Inside this issue

New Members .....2  
Ribbon Cuttings.....3  
L/J &Membership Orientation.....4-5  
June Mixer - River Riders.....6  
Chamber Events .....8-11  
Gold Marketing Partner.....12  
Gold Sponsor Spotlight.....3-18  
Chamber INFO! .....19  
Sponsors Page.....20

Annual Gold Sponsors &  
Marketing Partner

HOLLYWOOD  
*Casino*  
AT CHARLES TOWN RACES

WVU Medicine

ROCKWOOL™

ValleyHealth  
*Healthier, together.*

Patti Sherwood  
REALTOR®

LONG & FOSTER | CHRISTIE'S  
REAL ESTATE INTERNATIONAL REAL ESTATE

CNB Bank  
*We're right here.*

BlueRidge

SKINNER  
LAW FIRM

COMMUNITY AND  
TECHNICAL COLLEGE

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

---

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



We would like to welcome our newest members to the Chamber: [Jefferson Construction](#), [Aero International](#), [Needful Things, LLC](#) and [Raul Carvajal, Representing American National](#). Wishing you growth and prosperity!





# RIBBON CUTTINGS



CAPE CODE FORMALS



PETTI PEST CONTROL



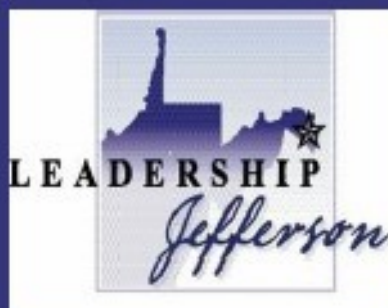
DEVIL'S DUE DISTILLERY



INKWELL'S TAVERN



# LEADERSHIP JEFFERSON CLASS XV



## WHEN

**SEPTEMBER 2021-  
JUNE 2022**

(2<sup>nd</sup> Wed of each month) Graduation in July

## WHERE

**JEFFERSON COUNTY**

FEATURED MODULES · AG 101 · EDUCATION ·  
SOCIAL SERVICES · TOURISM & RECREATION ·  
LOCAL GOV · LEADERSHIP SKILLS · HISTORY  
& CULTURE · STATE GOV

## WHY

RECEIVE YOUR MASTER'S DEGREE  
IN JEFFERSON COUNTY AND LEARN  
WHO THE MOVERS AND SHAKERS  
ARE IN THE EASTERN PANHANDLE

## WEB ADDRESS

[WWW.JEFFERSONCOUNTYWVCHAMBER.ORG/LEADERSHIP/](http://WWW.JEFFERSONCOUNTYWVCHAMBER.ORG/LEADERSHIP/)

RECOMMENDATIONS  
ENCOURAGED

## GREAT VALUE

\$875 FOR  
CHAMBER  
MEMBER  
\$1,025 FOR  
NON-CHAMBER  
MEMBER

## APPLICATION

[CLICK HERE](#)  
[DEADLINE](#)  
[AUGUST 14, 2021](#)

## SPONSORS

- AMERICAN  
PUBLIC  
UNIVERSITY  
SYSTEM
- SKINNER LAW  
FIRM
- JEFFERSON  
COUNTY  
CHAMBER OF  
COMMERCE
- RIVER RIDERS  
FAMILY  
ADVENTURE  
RESORT

## BENEFITING

YOUR BUSINESS/  
EMPLOYER &  
LOCAL BUSINESS  
MEMBERS



**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, August 18, 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 November! If you are thinking about becoming a member or you are a member, this workshop is for**





**You are invited!**

*June Mixer*

**RIVER RIDERS  
FAMILY ADVENTURE RESORT  
Tuesday, June 15, 2021  
5:00 p.m. - 6:30 p.m.**

*High Speed Mega Zip*



**Join us to find out everything going on  
at River Riders and take a trip on the  
Mega Zip "Superman" style!**

*Rolling Cash Pot is up to \$650!*

***\*Waiver must be completed prior to  
arriving, link in the registration***

*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](#)

Become a Sponsor!

ENTERTAINMENT SPONSOR



DAZZLING DIAMOND SPONSORS



BOOT SCOOTIN SPONSORS



BRANDING IRON SPONSORS



SADDLE UP SPONSORS



Elevate Your Team



FARM CREDIT





**DENIM**

**AND**

*Diamonds*  
**ANNUAL**

**CHAMBER CELEBRATION**

**Honoring :**

**Citizen of the Year  
Business of the Year**

**Friday, June 18, 2021**

**Outdoor Venue**

**MCMURRAN FARM**

**6:00 - 9:00 p.m.**

**Tickets limited to 150 to adhere  
to social distancing**

**\$50 per member**

**Includes food, beer & wine!**

**[Register Here!](#)**

**Featuring the live cover band,**

**LIQUID A**







**SATURDAY, JUNE 12TH**  
**Ribbon Cutting & Open House**  
**12:00 p.m.**

Ribbon Cutting at 12:00 pm and Open House to follow with  
light refreshments.

**REVERSA ROSE**

124 German Street, Shepherdstown

**WWW.ReVersaRose.com**





**FRIDAY, JUNE 25TH**  
**Ribbon Cutting 1:00 p.m.**  
**Open House to follow**  
**1:00 p.m. - 5:00 p.m.**  
with light refreshments.

**Edward Jones - Tracy Regalia**

**59 Ruland Road, Suite D**

**Kearneysville, WV (Behind the DMV)**

**[WWW.EdwardJones.com](http://WWW.EdwardJones.com)**

## FREE MENTAL HEALTH FIRST AID TRAINING

APPROVED BY MENTAL HEALTH FIRST AID USA



### LEARN HOW TO APPROACH A PERSON HAVING A MENTAL HEALTH ISSUE AND HAVE AN ACTION PLAN TO ASSIST THEM!

Mental Health First Aid is more critical than ever! This course focuses on teaching students how to identify, understand, and respond to signs of mental illness and substance use disorders. This course teaches skills needed to reach out and offer initial support for someone developing a mental health issue, substance use problem, or experiencing a mental health crisis. This course also helps provide an action plan similar to what is taught in a regular first aid course and trains participants to notice warning signs, risk, and protective factors.

Successful completion of the course may provide a three-year certification from Mental Health First Aid USA, under the National Council of Behavior Health.

### FRIDAY, JUNE 18, 2021

8am – 4:30pm  
Morgan County Center  
Located in The Pines Opportunity Center  
109 War Memorial Drive  
Berkeley Springs, WV 25411

### FRIDAY, JUNE 25, 2021

8am – 4:30pm  
Main Campus, Room 1101  
13650 Apple Harvest Drive  
Martinsburg, WV 25403

### REGISTER TODAY:

<http://blueridgectc.augusoft.net>  
304-260-4380 ext. 2404 or 2411  
[askme@blueridgectc.edu](mailto:askme@blueridgectc.edu)

Enrollment limited to 12 individuals per course.  
This is a Grant-Funded, No-Cost Seminar.

**BlueRidge**  
COMMUNITY AND  
TECHNICAL COLLEGE

Virtual Campus Tour: [www.blueridgectc.edu/tour](http://www.blueridgectc.edu/tour)

Blue Ridge Community and Technical College provides opportunity to all prospective and current members of the student body, faculty, and staff on the basis of individual qualifications and merit without regard to race, color, sex, sexual preference, religion, age, national origin, sexual orientation, marital or parental status, familial status, veteran status, or disability. This advertisement is for informational purposes only. Printed and/or electronic documents produced by the College do not constitute a contract, expressed or implied, between an applicant or student. For important information about the educational debt, earnings, and completion rates of students enrolled in Certificate Programs at Blue Ridge CTC, visit: [www.blueridgectc.edu/CEInfo](http://www.blueridgectc.edu/CEInfo)



# 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

**HOLLYWOOD**  
*Casino*

AT CHARLES TOWN RACES  
A my**choice**® destination



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



# WELCOME



WVUMedicine.org

WVU Medicine East is pleased to introduce 8 new providers who have joined our medical staffs at Berkeley Medical Center, Jefferson Medical Center and University Healthcare Physicians.

**Nadine Byers DO**



**Urgent Care**  
WVU Medicine Urgent Care  
– Charles Town  
304.725.2273

**Jesse Jalazo MD**



**Internal Medicine**  
WVU Medicine Internal  
Medicine – Martinsburg  
304.263.0913

**Dawn Jones MD**



**Internal Medicine**  
WVU Medicine Primary Care  
& Pediatrics – Spring Mills  
304.274.6343

**Sarah Lincoln PA-C**



**Thoracic Surgery**  
WVU Heart & Vascular  
Institute – Martinsburg  
304.350.3273

**Michael Matela MD**



**Urgent Care**  
WVU Medicine Urgent Care  
– Charles Town  
304.725.2273

**John Mikes NP**



**Orthopedics**  
WVU Medicine  
Orthopedics – Spring Mills  
304.596.5165

**Julie Oakes NP**



**Hospitalist**  
WVU Medicine –  
Berkeley Medical Center  
304.264.1000

**Michele Sheetz NP**



**Cardiology**  
WVU Heart & Vascular  
Institute – Martinsburg  
304.350.3273





**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.





Patti Sherwood  
REALTOR®

## GOLD SPONSOR SPOTLIGHT



Patricia Sherwood  
Real Estate

MODERN



FARM HOUSE



Whatever  
your style,  
I'll guide you  
home.

LONG & FOSTER  
REAL ESTATE

CHRISTIE'S  
INTERNATIONAL REAL ESTATE



BOLD



FRENCH COUNTRY

Add a little bit of body text

### Patricia "Patti" Sherwood

REALTOR® Your trusted real estate advisor.  
304-279-4795  
patricia.sherwood@longandfooster.com

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

## 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.

1. Source: Sharebuilder, 2019.

2. [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)

3. 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>.

4. Source: 401KSpecialist Magazine, 2019.

This material was prepared by LPL Financial, LLC.

Securities and advisory services offered through LPL Financial (LPL), a registered investment advisor and broker-dealer (member FINRA/SIPC). Insurance products are offered through LPL or its licensed affiliates. To the extent you are receiving investment advice from a separately registered independent investment advisor that is not an LPL Financial affiliate, please note LPL Financial makes no representation with respect to such entity.

Not Insured by FDIC/NCUA or Any Other Government Agency | Not Bank/Credit Union Guaranteed | Not Bank/Credit Union Deposits or Obligations

This information is not intended as authoritative guidance or tax or legal advice. You should consult with your attorney or tax advisor for guidance on your specific situation. For Plan Sponsor Use Only - Not for Use with Participants or the General Public. RP-0393-0520. Tracking #1-942651 (Exp. 01/22)



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

# CHAMBER SPONSORS

## GOLD ANNUAL SPONSORS & MARKETING PARTNER



COMMUNITY AND  
TECHNICAL COLLEGE



Patti Sherwood  
REALTOR®



LONG & FOSTER  
REAL ESTATE

CHRISTIE'S  
INTERNATIONAL REAL ESTATE

SKINNER  
LAW FIRM



## SILVER SPONSORS



## LEADERSHIP JEFFERSON SPONSORS



## BRONZE SPONSORS



## COPPER SPONSORS



CLICK ON A LOGO TO FIND OUT MORE ABOUT THESE  
GREAT SPONSORING CHAMBER MEMBERS!