



TOP OF VIRGINIA
REGIONAL CHAMBER

2018

ANNUAL REPORT



Welcome



Bill North
Board Chair
2018

It was indeed my honor and pleasure to serve as the Top of Virginia Regional Chamber 2018 Chairman of the Board of Directors. Along with my esteemed board member colleagues, our Chamber enjoyed another successful year due to unwavering support from our membership, volunteers, committees and staff.

In 2018, we continued to organize and host many programs and events that provided growth and supported our membership including presentation of the Greater Good Awards, celebrating the 22nd Community Leadership Program graduating class, the first annual Corporate Challenge and the 6th annual Valor Awards, while the Public Policy committee worked with local and statewide committees for the I-81 initiative to educate and promote continued conversations on its improvements. The year ended with the development and unveiling of a 3 year, 2019-2021, Strategic Plan for the Chamber that will guide them in achieving their goals.

As you review this report, you will learn about Top of Virginia Regional Chamber's continued efforts to create advantages and opportunities for businesses and individuals in the community. The Chamber's success is YOUR success and it happened because of YOU!

TVRC Board of Directors

EXECUTIVE OFFICERS

Chair

Bill North, Northstar Consulting

Chair-Elect

John Lamanna
Timber Ridge School

Vice-Chair

Tracy Vosika
George Mason Mortgage, LLC

Treasurer

John Fox
Greenwood Grocery & Deli

Past-Chairman

Mitch Moore
Shenandoah University

BOARD MEMBERS

Susan Brooks, Navy Federal Credit Union
Emily Burner, Shenandoah University
Charles Daniels, Fortessa Tableware Solutions
Dee Gibbs, Kraft Heinz Foods Company
Scott Harvard, First Bank
Carol Koenecke-Grant, Valley Health
Katrina Meade, City National Bank
Nadine Pottinga, United Way of NSV
Janie Shirley, Costco
Adrian Taylor, YHB
Greg Vossler, Greenbay Packaging

TVRC Staff

Richard Kennedy

CEO

Jody Wall

Director, Program Development

Ashley Miller

Director, Marketing and Communications

Danita Roble

Director, Membership Development

Cynthia Schneider

Director, Finance & Administration

Betsy Lillis

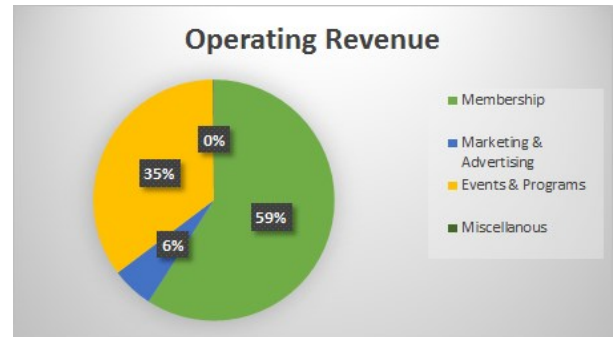
Administrative Support Specialist

Financial Summary

January 1 - December 31, 2018

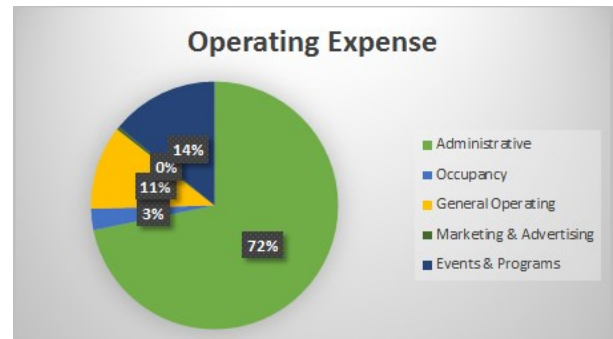
Operating Revenue

Membership	\$ 271,667	
Marketing & Advertising	\$ 25,774	
Events & Programs	\$ 161,658	
Miscellaneous	\$ 517	
Total Operating Revenue		\$ 459,616



Operating Expense

Administrative	\$ 324,246	
Occupancy	\$ 12,536	
General Operating	\$ 49,449	
Marketing & Advertising	\$ 1,800	
Events & Programs	\$ 63,592	
Total Operating Expense		\$ 451,623



By the Numbers

- 1** Community Leadership Program graduating class
- 4** Greater Good Awards presented
- 6** staff members
- 9** teams participated in the first Corporate Challenge
- 10** corporate partners supported TVRC
- 13** award recipients at Valor Awards
- 25** community organizations TVRC staff supports
- 40** ribbon cuttings
- 84** certificates of origin signed
- 101** new members
- 124** major events and programs were held
- 137** toys collected for Toys for Tots
- 600** Baseball fans attended first annual Chamber Night with The Royals
- 1540** TVRC members attended BAH and B&B
- 2,384** people followed TVRC on Facebook
- 80,000** people viewed TVRC's community calendar

TVRC Committees & Volunteers

January 1 - December 31, 2018

Ambassadors

Belladean Mashingaidz, Whitehouse Foods
Carmen Richmond, Heart of the Home Design Build
Alicia Breen, Lumos
Nate Crandell, Compass West Realty
Jerry Hickman, Shared Knowledge
Jonathan Horton, Ingenium BSC, LLC
Will Lawrence, Edward Jones
Joanne Lloyd, Bank of Clarke County
Fernando Tobares, Comcast Spotlight

Community Leadership Program

Denise Snapp, City National Bank
Tommy Mutter, United Bank
Matt Peterson, Habitat for Humanity
Erin Ebersole, City National Bank
Janie Dickens-Bowman, Village at Orchard Ridge
Elise Stine-Dolinar, United Way NSV
Darcus Breneman, First Bank
Juli Ferrell, Big Brothers, Big Sisters
Kimberly Wilt, Habitat for Humanity
Jack Morana, Bone & Joint Specialists of Winchester
Ryan Clouse, MidAtlantic Farm Credit
Ruth Boden, MidAtlantic Farm Credit
Jessica Sentelle, MidAtlantic Farm Credit
Ryan Hall, Shenandoah Valley Discovery Museum
Anthony Cresegiona, H.N. Funkhouser & Co.
Patrick Barker, Frederick County EDA
Betty Weller, Bank of Clarke County
Bill Wiley, Howard Shockey & Sons
Linda Mosholder, NW Works, Inc.
Jeremy Nichols, Winchester Wealth Management
Wayne Lee, Frederick County Public Schools
Jerry Putt, Frederick County Public Schools
Jennifer Setney, Frederick County Public Schools
Anita Jenkins, retired, Winchester Public Schools
Jeanie Alexander, Shockey Companies
Mike Wade, Valley Health
Jeff, Behneke, Valley Health

Greater Good Awards

Erin Ebersole, City National Bank
Lori Eversole, City National Bank
Theresa Gaines, Firefly Café & Bakery
Mary McKinney, First Citizen's Bank
Sue Nixon, sevenDC Design
Kathy Rosa, Shenandoah Valley Discovery Museum
Joyce Stabile, First Bank
Noah Zeigler, NW Works
Linda Mosholder, NW Works
Carmen Richmond, Heart of the Home Design-Build
Students from Timber Ridge School



Workforce Development

John Lamanna, Timber Ridge School*
Cathy Seal, Clarke County Public Schools
Debbie Biggs, Clarke County Public Schools
Osborne Abbey, Education Leadership Consultant
Jimmy Robertson, Winchester Public Schools
Dee Gibbs, Kraft-Heinz
John Fox, Greenwood Grocery & Deli
Mary Beth Echeverria, Frederick County Public Schools
Missy McDonald, FCPS, Work-Based Learning Coordinator
Nadine Pottinga, United Way of NSV
Sharon Harris, Frederick County Dept. of Social Services
Heather Kovaly, Thermo Fisher Scientific
Samir Patel, Wells Fargo Bank
Claire West, Virginia Employment Commission
Sheriff Lenny Millholland, Frederick County Sheriff's Office

Young Professionals Group

Andy Gail, American Woodmark
Jason Beck, ECS*
Amy Smith, YHB
Elise Stine-Dolinar, United Way of NSV**
Tamara Thomas, American Woodmark



TVRC Committees & Volunteers

January 1 - December 31, 2018



Marketing and Branding

Justin Kerns, Convention & Visitors Bureau **
Greg Vossler, Greenbay Packaging
Janie Shirley, Costco **
Matt Peterson, Blue Ridge Habitat for Humanity
Emily Burner, Shenandoah University
Katrina Meade, City National Bank
Bill North, Northstar Consulting

Public Policy

Al Orndorf, Frederick County Public Schools
Chuck Peterson, iHeart Media
Dave Stegmaier, Congresswoman Comstock's Office
Jay Marts, AMVETS Post 18
Mitch Moore, Shenandoah University
Scott Harvard, First Bank
Todd Thompson, Comm. Realtor, Greenfield & Craun*

Hob Nob in the Valley

Suzanne Conrad, Adams Nelson & Associates, Inc.*
Jim Guisewhite, SVN Commercial Specialist**
John Fox, Greenwood Grocery & Deli
Amanda Holsinger-Jenkins, Brain Injury Services
Juli Ferrell, Big Brothers Big Sisters of NW Virginia
Linda Mosholder, NW Works, Inc.

Lead Share

David Hubbard, Winchester Chess Club
Greg Vossler, Greenbay Packaging
Jaime Karalis, Winc FM
Jonathan Horton, Ingenium BSC, Inc.
Tim Shamblin, Coldwell Bankers
Will Lawrence, Edward Jones

Valley Business Women

Alexis LaPorte, TWG
Courtney Cox, United Bank
Liz Lewis, CBM Mortgage
Darcus Breneman, First Bank*
Suzan Herskowitz, Suzan D. Herskowitz, PLLC
Nadine Pottinga, United Way NSV
Jenny Grooms, Winchester Medical Center Foundation
Katrina Meade, City National Bank
Susan Lehrer, Cluttertroops, LLC
Sue Nixon, sevenDC Design

Valor Awards

Katrina Meade, City National Bank
Denise Snapp, City National Bank
Gidget Bryan, Winchester Fire & Rescue Department
Deputy Chief Kelly Rice, Winchester Police Department
Chief Allen Baldwin, Winchester Fire & Rescue Department*
Sheriff Les Taylor, Winchester Sheriff's Office
Chief Deputy Travis Sumption, Clarke County Sheriff's Office
Sheriff Lenny Millholland, Frederick County Sheriff's Office

Corporate Challenge

Tony Baker, Frederick Co. Parks and Recreation Department
Brian Hester, BB&T
Eric Santiago, Sign Here
Joe Harman, Isomer Media, LLC

Finance

John Fox, Greenwood Grocery & Deli
Tracy Vosika George Mason Mortgage, LLC
Adrian Taylor, YHB



* Indicates Chairman

** Indicates Co-chairman

THANK YOU TO OUR SPONSORS

CHAMBER ELITE



CHAIRMAN'S CLUB



PRESIDENT'S CLUB



Other Contributors:

Bojangles	Frederick Co. Public Schools	Piccadilly Printing	Timber Ridge School
Bells Clothes, Inc.	Grand Event Center	Rappahannock Electric	The River 95.3
Clutter Troops	H.N. Funkhouser & Co. Handy Mart	Shannon Trout	The Winchester Star
CBM Mortgage	Jim Stutzman Chevrolet-Cadillac Co.	Shenandoah University	Wilkins Companies & Wilkins' Shoe Center
Crown Trophy	McClung Companies	SL Hunter Photography	92.5 WINC AM/FM
Dani Potter Images	Merry Maids	Solenberger's True Value Hardware	Winchester Printers
Dr. Dave Leadership Corp.	NW Works	Suzanne Conrad	
Earth Art Slab Studio		Tech Team Solutions	



Our Vision: Be the voice of business for the City of Winchester, Clarke County, and Frederick County, Virginia.

Our Purpose: Connect business and community resources for mutual success.

Our Mission: Provide programs and services to enhance the business and professional development of our members.

Our Core Values: Sustainability, Leadership, Integrity, Collaboration, Excellence.

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