

CHAMBER NEWS

The Voice of Business & Industry

FEBRUARY 2019
THE MONTHLY NEWSLETTER FROM
WWW.REGIONALCHAMBER.BIZ



Greater Good Awards 'Roaring' hit

Members of the community and business leaders celebrated the year's successes at the Greater Good Awards & Membership Meeting
Continue reading on page 4.

This edition sponsored by: **Dr. Dave Leadership Corp.**



Welcome 2019 Chamber Chair



John Lamanna
2019 TVRC Chair
Timber Ridge School

It is my good fortune and honor to Chair the Top of Virginia Regional Chamber Board this year. When I first joined the Top of Virginia Chamber, the challenge then was to bring schools and businesses together to enhance and further develop the regional workforce. Workforce development and the collaboration between schools and businesses remains an important focus of the Chamber.

However, our Chamber is much more than that. A Chamber at its least is a social club: A Chamber at its best is purposeful. The focus the Board has adopted for 2019 is relevance- to become the hub of communication and activity through which businesses gain support, initiative, presence, and influence, and most importantly promote profitability.

As a Board, I know we have the capacity and the will to do just that. Let us not be mistaken – all businesses, both profit and nonprofit, must generate revenue to sustain and grow. I've been working within a nonprofit for 43 years. Not until I took over as CEO did I learn that nonprofit was a designation – not a goal.

We must remember that each product produced, each service delivered by our business community strengthens our community. Businesses which produce profit enrich our entire region and supports the life style we have learned to expect and enjoy in our community. As a Chamber, it is what we must remember and what we must promote.

Finally, just let me say once again how honored I am to serve our Chamber and support our local businesses.

2019 Board of Directors

Executive Committee:

John Lamanna, Chair
Timber Ridge School
Tracy Vosika, Chair-Elect
George Mason Mortgage, LLC
John Fox, Vice Chair
Greenwood Grocery & Deli
Adrian Taylor, Treasurer
YHB
Bill North, Immediate Past Chair
Northstar Consulting

Board Memebers:

Susan Brooks, Navy Federal Credit Union
Emily Burner, Shenandoah University
Charles Daniels, Integrus Holdings, Inc.
Jim Guisewhite, SVN Commerical Specialist
Scott Harvard, First Bank
Katrina Meade, City National Bank
Nadine Pottinga, United Way NSV
Janie Shirley, Costco Wholesale
Patti Solenberger, Solenberger's True Value Hardware
James Stewart, Grafton Integrated Health Network
Larry Weiss, 92.5 WINC Fm
Gregory Vossler, Green Bay Packaging, Inc.

Why Join the Chamber?

Chamber membership is a value-add enhancement for your business brand and should be considered part of your business strategy. Consumers have positive perceptions of members and their businesses. According to a study conducted by the Schapiro Group, 63% of consumers were more likely to think favorably of a local business if it was a member of the local Chamber. 59% of businesses are more likely to buy goods from another Chamber member. 82% of locals believe that the Chamber of Commerce helps to create jobs and promote local economic development.

You are making a valuable business connection by joining the Chamber. Our Chamber staff is available to discuss member benefits, scheduled events, educational opportunities, and to evaluate how our Chamber can help your business grow. Please feel free to contact us at any time to arrange a concierge tour of our services. Visit regionalchamber.biz, email droble@regionalchamber.biz, or call our office at 540-662-4118 to set up a visit!



Our Vision:

TVRC is the voice of business for Frederick and Clarke Counties and the City of Winchester, Virginia.

Our Purpose:

Connect business and community resources for mutual success.

Our Mission:

Provide programs and services to meet the business and professional needs of our members.

Our Core Values:

Sustainability, Leadership, Integrity, Collaboration, Excellence

Our Staff:

Richard Kennedy, CEO

Cynthia Schneider, COO

Ashley Miller, Director,
Marketing & Communications

Danita Roble, Director,
Membership

Jody Wall, Director,
Programs & Events

Betsy Lillis
Administrative Support
Specialist

Chamber Calendar of Events

* Indicates registration requested | ** Indicates registration required

February 14

Lead Share | SING
8:00 a.m. - 9:30 a.m.
Valley Health Wellness Center

February 21

Lead Share | Growth Connections
10:00 a.m. - 11:00 a.m.
NW Works

February 28

Valley Business Women
Winter Social**
5:00 - 7:00 p.m.

March 12

Business After Hours *
AMVETS Post 18, Winchester
Moose
5:30 p.m. - 7:00 p.m.

February 18

Office Closed in observance of
Presidents Day.

February 21

Young Professionals Group**
5:30 p.m. - 7:00 p.m.
Discovery Museum

March 6

Lead Share | Valley B2B
8:00 a.m. - 9:30 a.m.
Contact Greg Vossler for location

March 14

Lead Share | SING
8:00 a.m. - 9:30 a.m.
Valley Health Wellness Center

February 19

Business & Breakfast*
City National Bank- Stephens City
7:30 a.m. - 9:00 a.m.

February 26

Peer to Peer Educational Series
& Membership Meeting*
11:30 a.m. - 1:30 p.m.
Holiday Inn Historic Gateway

March 7

Lead Share | Growth Connections
8:00 a.m. - 9:30 a.m.
NW Works

March 19

Business & Breakfast*
La Quinta Inn & Suites
7:30 a.m. - 9:00 a.m.

The full TVRC calendar can be viewed at regionalchamber.biz

Young Professional Group opens to community

Top of Virginia Regional Chamber announced in January their plan to open their Young Professionals Group to all young professionals in their 20s and 30s, who reside and work in the City of Winchester and Frederick and Clarke Counties. Richard Kennedy, CEO of the Top of Virginia Regional Chamber said the idea was to promote our young leaders in the community and provide an opportunity to meet, educate and share ideas on developing our young leaders as they move into higher leadership roles in the community. "With the Chamber having an established YPG program with our member businesses, we can provide them the platform to reach and invite all businesses in the community," Kennedy said.

NEW for 2019: YPG hosts six part professional development series where they'll brush up on the basics, dive into the tough stuff and polish themselves to excel in their professional and personal lives. They are bringing in the best of the best for an interactive, non-traditional approach to learning.

All young professionals are invited to attend the event and be part of this new fast paced and energizing program. We meet on the third Thursday of each month from 5:30 - 7:00 p.m.

Upcoming Events include:

- February 21: Enhancing Your Professional Image* | Discovery Museum
- March 21: Captured on Canvas | Eugene B Smith Gallery
- April 18: Financial Wellness Panel* | Water Street Financial

* Indicates professional development series

Who's Joined

Please welcome and patronize these Chamber members who joined January 1 to 30, 2019.

EMC Construction Services

104 Cochise Trail
Winchester, VA

Remax Roots-Paul Gallagher

333 Shawnee Dr. #2
Winchester, VA

Valentine Marketing Group

581 Colston Pl. #203
Winchester, VA

MakeNest Interiors

1 S Loudoun St.
Winchester, VA

MAP Property Solutions, LLC

Stephens City, VA

Public Policy Squared, LLC

118 Likens Way
Winchester, VA

Altamira Filmco

Winchester, VA

The Mac Shack

170-3 Delco Plaza
Winchester, VA

Darkblade Systems Corporation

420 W. Jubal Early Dr.
Winchester, VA

Bridgeforth Photographics

125 S Loudoun St.
Winchester, VA



Young Professionals Group visit Mt. Hebron in October 2018.



Young Professionals Group visit American Woodmark in July 2018.

TVRC Recaps Annual Business Awards



TOP OF VIRGINIA REGIONAL CHAMBER

— THE — GREATER GOOD AWARDS & MEMBERSHIP MEETING

PRESENTED BY: **ValleyHealth**
Healthier, together.

region through genuine community commitment, dedication to excellence and ethical and creative business practices, said Jody Wall, director of program development.

The criteria by which the nominees are judged are community involvement, ethics and character, leadership, creativity, economic impact, and growth. Each business or individual should have been in business in the community for at least 3 years.

Twenty-eight individuals and businesses were nominated for the prestigious Greater Good Awards.

On January 25, members of the Top of Virginia Regional Chamber dressed to impress as they saluted companies and community leaders during an evening of connection and celebration at the 2019 Greater Good Awards & Membership Meeting, presented by Valley Health System.

Mark Merrill, the keynote speaker delivered a “State of the City” presentation at the dinner, where he addressed the growth and vibrancy of the Winchester community. Top of Virginia Regional Chamber 2018 Chair of the Board, Bill North shared the highlights of the past year—a year that saw changes in the board of directors, increased membership and excitement for the upcoming year, while the 2019 Chair of the Board, John Lammna shared his thoughts on relevancy.

The purpose of the “Greater Good Awards” is to celebrate outstanding individuals and businesses for the contributions they make to the quality of life and economic stability of our

2018 Greater Good Award Winners



John Habuda
Entrepreneur of the Year



Fremont Street Nursery
Small Business of the Year



Village at Orchard Ridge
Large Business of the Year



Andy Gail
Emerging Leader Award



Dixon Whitworth
Citizen of the Year

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Silver Sponsor:



Bronze Sponsors:



Contributors:

- Bell Clothes, Inc.
- Frederick County Public Schools
- Timber Ridge School
- TVRC Board Members



John and Ann Fox
Greenwood Grocery & Deli



The City of Winchester
Pipes and Drums



Tony Baker and nominee Rich
Weller.



Left to right: Josh Gore, Stephanie Gore, Keighley Gore and Levi Gore.



Left to right: Dario Savarese, Fritz Polite, Charles Harbaugh and Lenny
Millholland.



Jay Foreman
Master of Ceremonies



JoAnne Lloyd
Chamber Volunter of the Year



Brandi and nominee, Kory
Campbell.

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President's Club

BB&T



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media
millers
SUPPLIES AT WORK

YHB CPAs &
Consultants

Thank You!

January in Photos



Adrianna Venzor, Manpower and Claire West, VEC, enjoy Business & Breakfast at Pivot Physical Therapy.



Danita Roble, TVRC and William Roy, McClung Companies sign up for library cards at Hanley Library during Business After Hours.



Charlie Schrantz, Cornerstone Insurance & Financial at our Peer to Peer Educational and Membership meeting.



Congratulations to Frederick Heights Park on their ribbon cutting!



Liz Lewis, CBM Mortgage and Kirstie Svehla, First Bank, attend networking YPG event.



Congratulations to Mission Functional Medicine on their ribbon cutting!



CLP Class of 2019 attending Education lecture with Frederick County Public Schools.



Laura and Josh Wiley attend the 2019 Greater Good Awards.



Congratulations to OsteoStrong on their ribbon cutting!



Carmen and David Richmond, Heart of the Home Design Build.



Joseph Ford, Louve Media and Christine Peacock, GW Hotel enjoy Business & Breakfast hosted by Pivot Physical Therapy.



Alexis LaPorte, TWG and Madison Henry, Crown Trophy Winchester network during YPG event.

Testimonial:

"I get the opportunity to share something I am very excited about - that is being a part of this chamber and the surrounding community. My name is William Roy, and I along with Mandy Holsinger from McClung (a regional marketing provider of print, promo, and web solutions) have been so impressed with what this chamber offers in terms of connecting people, their businesses, and promoting community development."

Chamber Events & Programs

Next Steps Member Orientation

Next Steps is a monthly session on how to maximize your membership for both new and current members. In this meeting, members learn how to navigate our website, login and use member only tools, how to post jobs, events, and hot deals, how to update their company listing, and much more. Additionally, attendees will get an introduction to events that will help grow business, learn about marketing opportunities, and receive information about how to get involved.

Please join us at the upcoming Next Steps Member Orientation:

- April 1: 9:30 to 11 a.m. at the Chamber Office
- May 1: 9:30 to 11 a.m. at the Chamber Office

Peer to Peer Educational Series

New for 2019! Peer to Peer Educational Series and Membership Meeting addresses the essential idea that peer educators and learners share some degree of common experience and desire to help and learn from one another. Peer education is based on the assumption that learners are often likely to relate to and trust others in their own circumstances more than professionals whose experience might be entirely different from theirs. Join TVRC on the 4th Tuesday of each month from 11:30 a.m. to 1:30 p.m. for networking, lunch and education from a guest speaker.

- February 26 “Winning Customer Loyalty” with John Norton
- March 26: “Process and Procedures” with Jim Bowie

Valley Business Women

Valley Business Women focuses on connecting dynamic professional business women within The Valley; provides a forum for more meaningful conversations about important issues and concerns; delivers opportunities to develop skills, expands perspectives and grow professionally, all while helping women achieve their own personal and professional transformation.

Please mark your calendars and join us for the following events:

Speaker Luncheons 11:30 a.m. - 1:00 p.m.

- March 20: *Women in Philanthropy*
- June 19: *Saving & Investing for Women*
- September 18: *Bring Your Best Self to the Table*
- November 20: *Women & Medicine Head to Toe*

Social Events

- February 28: 5:30 - 7:00 p.m. Winter Social
- April 4: 4:30 - 6:00 p.m. DIY Workshop and Happy Hour

Networking

The Chamber builds your social capital by connecting you to other businesses, giving you access to community leaders, developing relationships and helping you gain visibility in Winchester, Frederick and Clarke County. One of the many ways we do this is by providing Monthly Membership Mixers. This is a great opportunity to build your business network by meeting other Chamber members, making valuable connections and learning more about the Top of Virginia business community. These events are held exclusively for Chamber members. Not only is it a great networking opportunity but it's a lot of fun! Each mixer offers food, beverages and door prizes.

Business After Hours: 2nd Tuesday from 5:30 to 7 p.m.

- March 12: AMVETS Post 18 at The Winchester Moose
- April 9: Long Branch Historic House & Farm

Business & Breakfast: 3rd Tuesday from 7:30 to 9 a.m.

- March 19: La Qunita Inn & Suites
- April 16: Clean H2O Center

Public Policy

The Public Policy Committee provides up to date insight on key public policy issues that may impact the TVRC business community, Educating Chamber members about key public policy issues and representing their concerns before local, state and federal governments and agencies, is a primary focus. Public Policy issues are reviewed and recommendations are presented to the Board of Directors, when needed. The Public Policy committee proactively advocates for business in the TVRC region.

Please join us at the upcoming Post Legislative Breakfast:

- March 21 7:30 to 9 a.m. at the George Washington Hotel.

Workforce Development

The mission of the Chamber Workforce Development Committee is to educate and make available to our Chamber members the opportunities for them to grow and develop their workforce by accessing the community resources. The Chamber will collaborate with the education community, workforce development agencies, EDA's, and other resources. The Workforce Development Committee will host two luncheons this year for local employers to educate attendees on Work Based Learning programs that exist within the public school system. Work Based Learning programs offer high school students real life on-the-job experiences and provide employers with a pool of temporary workers.

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Contact Us:



Office:
407 S. Loudoun Street
Winchester, VA 22601
540-662-4118

office@regionalchamber.biz
www.regionalchamber.biz



Renewals:

- AirPac, Inc.
- Alcova Mortgage
- Audley Farm, Inc. Barrett Machine, Inc.
- Budget Blinds of Winchester
- Coldwell Banker- Tim Shamblin, Residential Realtor
- Cones N More, LLC
- Cornerstone Insurance & Financial
- Dominion Real Estate Associates
- Employee Benefits Administration, Inc.
- Fairway Independent Mortgage Company
- Fox Trail Senior Living
- Fulton Bank
- Handley Regional Library
- Homespire Mortgage
- Ingenium BCS, Inc
- Merry Maids
- Middleburg Academy, Inc.
- Nate L. Adams III, P.C.
- Rhythm Studio and Dance Wear
- Safford Chrysler Dodge Jeep Ram Fiat of Winchester
- Timber Ridge Fruit Farm, LLC
- Tri-State Roofing & Sheet Metal Company
- Union Bank & Trust - Commercial Loan Office
- Valley Vision Optometric Center
- Wakeland Manor L.C.
- Winchester Royals, Inc
- YHB | CPAs & Consultants

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Contact Ashley Miller at
amiller@regionalchamber.biz
or 540-662-4118