

# Chamber CONNECTION

CONNECTING BUSINESS, MILITARY & COMMUNITY

## *The Chamber Awards go to...*



See page 4 for more info.



## Our Chamber Staff

### Chamber Officials:

**Laurette Leagon**, President  
president@jacksonvilleonline.org

**Anthony Harvey**, Chairman

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receptionist@jacksonvilleonline.org



**Jacksonville • Onslow**

CHAMBER OF COMMERCE

**910.347.3141**

### 1099 Gum Branch Road, Jacksonville NC 28540

The Jacksonville•Onslow Chamber of Commerce's mission is to be the voice of business in collaborative partnership that work to build and enhance a healthy business climate and a vibrant quality of life.

The Jacksonville•Onslow Chamber of Commerce's vision is to be recognized as a model in building collaborative partnerships that encourage business growth and sustainable community development.

Thank you to Jesse McDonald of Eastern Sky Photography-NC for her wonderful photos of our various Chamber events.

Eastern Sky Photography-NC  
www.easternskyphotographync.com



Eastern Sky Photography - NC

## New Members

#### Barley Wine

720 Court St, Jacksonville, NC  
(910) 455-6141 • Barleywinecafe@yahoo.com • Barleywinecafe.com  
Restaurants

#### United States Air Force Reserve

409 Western Blvd. Suite 600, Jacksonville, NC  
(910) 219-1403 • casey.george.1@us.af.mil • AFReserve.com  
Military Organizations

#### Cake , Galore & More

5316 Andersen Ct., Terawa Terrace, NC  
(910) 787-7550 • sland1@hotmail.com  
Home Based Bakery

#### Mojilife Independent Founding Distributor

1600 Windsor Circle Apt 102, Jacksonville, NC  
(910) 382-3010 • getyourmojion@gmail.com  
www.mojipproducts.com/nowaxtastrophes  
Home Accessories

#### Giggles Drop-in Childcare

118-A James Ave, Jacksonville, NC  
(910) 939-2685 • jenny@gigglesdaycareinc.com • googlesdaycareinc.com  
Drop in Child Care

#### Lara E. Photography

204 Spring Dr., Jacksonville, NC  
(910) 382-5101 • laraephoto@gmail.com • www.laraephoto.com  
Photography

#### Hiring Our Heroes/In Gear Career - Camp Lejeune/MCAS New River Chapter

1615 H St. NW, Washington, DC 20062  
(202) 839-2720 • ingearcareer@uschamber.com  
www.uschamberfoundation.org/in-gear-career  
Non-Profit Organizations

#### Ocean's Edge

2000 New River Inlet Rd. #2701, Jacksonville, NC  
(910) 328-0582 • info@oceansedgenc.com • www.oceansedgenc.com  
Restaurants/Venue

#### Fallen Saints Tattoo and Art Studio, Inc.

353- C Western Blvd., Jacksonville, NC  
(910) 378-7189 • Fallensaintstattoo@gmail.com  
Tattoo Studio

#### MARCOA Media, Inc

9955 Black Mountain Road, San Diego, CA 29126  
(210) 284-3252 • sean.bowlin@marcoa.com • mybaseguide.com  
Publications

#### National University

11355 N Torrey Pines Rd., LaJolla, CA 92037  
(703) 357-3880 • eleardo@nu.edu  
Education Services

#### Mary Kay Consultant - Terri Luedtke

2020 W. T Whitehead Dr., Jacksonville, NC 28546  
(910) 787-7203 • tal03terri@hotmail.com • marykay.com/tluedtke  
Beauty & Image Consultant

#### Funky Fresh Food Truck and Catering

303 South Williams St., Goldsboro, NC 27530  
(919) 750-1433 • Ps@onshg.com www.funkyfreshfoodtruck.com  
Food Truck

#### Sprint

1250 N-3 Western Blvd, Jacksonville, NC 28546  
(910) 938-0080 • Julia.Gauthier@Sprint.com  
Cellular Services and Sales

#### N2 "Plantation Living"

3408 Graylyn Terrace, Wilmington, NC 28411  
(910) 297-8888 • Randall.Wilkins@N2Pub.com  
Publications

#### Woodforest National Bank

561 Yopp Rd., Jacksonville, NC  
(910) 346-2364 • Rbaniaga@woodforest.com  
Banks & Banking Associations

#### Hilton Garden Inn Jacksonville

1016 Jacksonville Pkwy, Jacksonville, NC  
(910)346-2400 • melladee.york@eastcoasthospitality.net  
hiltongardeninn3.hilton.com  
Hotels

## Member Renewals

	Member Since
1170 Doughnuts, Inc./ Krispy Kreme	January 20, 2015
American Dream Cakes	December 1, 2002
Bayonet Enterprises, LLC	February 16, 2012
Booz Allen Hamilton	October 21, 2009
CAPT Efren S. Saenz USN, Ret	December 17, 2012
Col Robert L. Hayes USMC, Ret	December 17, 2012
Continuum Home Care & Hospice	March 3, 2000
Copypro	July 21, 2006
Crown Apartments	April 22, 2003
DermOne Dermatology Center	January 20, 2015
Duke Energy	January 1, 1979
Eastern Carolina Workforce Development Board	March 26, 2008
Emerald Coast Construction and Home Inspections	November 11, 1991
Eric Kopka, Attorney at Military Law	February 17, 2010
Farm Bureau of Jacksonville	February 10, 2004
Final Touch Models	December 15, 2014
Gayle Alvis	February 28, 2014
Hooters of Jacksonville, NC	December 1, 2002
Jacksonville Dental Care	March 23, 1999
Jacksonville Onslow County Crime Stoppers	January 24, 2001
Jacksonville Rotary Club	March 14, 2014
Lower Cape Fear Hospice	December 20, 2012
Lower Cape Fear Human Resources Association Jacksonville	March 23, 2015
Margolis Men's Store	September 29, 1944
McPic, Inc. dba Great Clips	March 2, 2015
North State Mechanical, Inc.	March 8, 2006
Onslow County Partnership for Children	April 1, 1999
Pampered Chef	January 28, 2016
Platinum Corral, LLC	October 1, 2003
Robert Brown, An Aflac Agent	July 30, 2012
Southeastern Steel Construction, Inc.	March 8, 2006
Southern Leisure Builders, Inc.	March 7, 2005
Spliced Frame Productions	September 17, 2012
State Employees' Credit Union	March 31, 2010
TapSnap1143	March 5, 2015
Terminix Co. of East Carolina	February 25, 2016
The Flame Catering and Banquet	February 20, 2014
The Flower Shoppe	December 1, 1997
Thig's Barbecue House & Catering, Inc.	March 19, 2013
Through the Looking Glass	February 29, 2012
Town of Richlands	March 15, 2005
Walmart Neighborhood Market # 7137	November 10, 2015
WNCT-Channel 9	December 16, 1998
Woodmen of the World	November 8, 2010
Your Time Vacations	February 22, 2016
Zaxby's	February 6, 2015





## Ribbon Cuttings

For more information, please call 910-347-3141  
or visit us online at [www.jacksonvilleonline.org](http://www.jacksonvilleonline.org)



**McDonald's - 1165 Western Blvd, Jacksonville, NC**

### In February the Leadership participants spent the day with Dr. Lesley Eason.

Dr. Eason shared information and updates about the Onslow County School System. After Dr. Eason's presentation James Lanier gave the class an overview and instructional tour of Thompson Early Childhood Center. They then toured New Bridge Middle Magnet School and Clyde Erwin Elementary Magnet School. We have a lot to be proud of in our School System.



*Pictured are Leadership Class Members with Dr. Eason and Mr. Lanier.*



**RENTAL PROPERTIES INC.**

910-347-4049 | Jacksonville, NC

## Jacksonville's Finest Property Management

Call today for a list of available rentals, 910-347-4049.

Managing single family homes and large multi-family communities in Onslow County.

Proudly servicing our community & service men and women for over 30 years.

Apply Online at [www.abarents.com](http://www.abarents.com) or call 910-347-4049

**3684-C Henderson Dr  
Jacksonville, N.C.**



## 14th Annual Administrative Professionals' Celebration

# SOARING TO NEW HEIGHTS

### Keynote address by Emily Ballance

Join us at this entertaining, upbeat presentation and learn practical strategies you can use to reduce stress and add more humor, joy and fun to your life! Emily Ballance will show you how you can use positive humor to improve communication, strengthen relationships and soar to new heights! There will be laughter, jokes and surprises as we explore the physical, psychological and emotional benefits of humor. You will leave with a smile on your face and lots of suggestions to help you connect with other people, manage stress, enhance creativity, build self-esteem and just plain have more fun!

**Date:** Tuesday, April 25, 2017 | **Time:** Registration begins - 8:30 am | Program starts - 9:00 am

**Location:** Marston Pavilion, Marine Corps Base Camp Lejeune | **Cost:** \$18 (includes breakfast)

Call 910.347.3141 x235 or email [specialevents@jacksonvilleonline.org](mailto:specialevents@jacksonvilleonline.org) to register.

**DEADLINE TO REGISTER AND RECEIVE A BASE PASS: MARCH 25, 2017** | Register Early; Limited Seating; Base Pass Required

#### CORPORATE SPONSOR



#### EXECUTIVE SPONSORS



#### ASSOCIATE SPONSOR



#### PRESENTED BY

Coastal Carolina Community College  
Jacksonville-Onslow Chamber of Commerce  
Marine Corps Community Services, Lejeune-New River







## The Chamber Awards go to... Jacksonville•Onslow Chamber of Commerce 2016 Award Winners.

### Corporate Sponsors:



### Executive Sponsors:



### Associate Sponsors:



Executive Director for the Onslow Water and Sewer Authority, Mr. Jeff Hudson Presents Maj Glenn Spradling USMC (Ret) with the 2016 Sanders Ford Golden Eagle Man of the Year Award.

Since 1986 the Golden Eagle Man of the Year Award has been presented to men who have demonstrated excellence in their profession and have devoted tremendous time and energy to the community. Maj Glenn Spradling USMC (Ret) claim to excellence rests upon the fact that he has not sought out opportunities for the spotlight, but rather for service.

He supports the USO and the Museum of the Marines. He has given of himself for years as a Rotarian, helping with Christmas Cheer, and Social Services. One of his distinguishing characteristics is that when he sees a need he stands in that gap.

One day, in a local coffee shop this man ran into a veteran who needed to go to a doctor's appointment in Greenville. He didn't have a ride. On the spot, Maj Glenn Spradling USMC (Ret) took him to and from his appointment.

Both commitment and availability speak of this man's character, which has been described as trustworthy to a fault. When something must be done, you can count on Glenn to do it. And his drive to do everything well means that once he starts something he doesn't let up, give in, or back down. Not for his own glory, but for the satisfaction of doing the right thing.

### *Congratulations to the 2016 Sanders Ford Golden Eagle Man of the Year Maj Glenn Spradling USMC (Ret).*

The Jacksonville•Onslow Woman of the Year Award recognizes women who serve as valued members and leaders of our community. This Award honors a woman who achieves the highest level of professional accomplishments and has devoted her time and energy to the betterment of our area. Ann Raymond- Deputy Director of Programs for Onslow County Partnership for Children, fits that description to a tee. She has raised hundreds of thousands of dollars necessary to operate the Child Advocacy Center work and she writes grants and oversees millions of dollars used for necessary services in our community. Ann is an active Rotarian in the Jacksonville Rotary, a member of the John Maxwell Team and a Board member for the Community Foundation.

### *Congratulations to Ann Raymond The 2016 Jacksonville•Onslow Woman of the Year.*



Jennifer Fletcher - Marketing Manager for Marine Chevrolet Cadillac,  
Ann Raymond-The Jacksonville•Onslow Woman of the Year,  
Laurette Leagon-President Jacksonville Onslow Chamber of Commerce



The Onslow Hospitality Person of the Year Award highlights and honors the front-line staff that makes the biggest difference in Onslow County visitors' experiences.

Mr. Omari McLendon has been bringing delicious food and wonderful service to customers at Cracker Barrel for ten years. In those ten years, Omari has been named the Employee of the Year three different times. Originally from Jacksonville, Florida, Omari moved to Jacksonville, North Carolina when his ex-wife was stationed here with the Marine Corps. Once here, Omari found his church, Firm Foundation Fellowship out on Doris Avenue, where he is now the Associate Pastor. In the true spirit of the award, Omari credits the people you find here in Onslow County for why he chose to stay.

### *Congratulations to Mr. Omari McLendon Onslow 2016 Hospitality Person of the Year.*



2016 Tourism Advisory Chairman Jeff Clark (left) and  
Onslow County Tourism Manager Kristen Loflin (right) present  
Omari McLendon (center) with the 2016 Onslow Hospitality Person of the Year Award.



Each year the Chamber presents an award to one Ambassador who has given many hours of time and service to the Chamber of Commerce. The 2016 "Ambassador of the Year" Award is a bit of a newcomer to the group, but has shown tremendous commitment to the Ambassador's Club and is a true believer in what a Chamber of Commerce represents, shares that enthusiasm with other businesses and brings them into the fold. He has also been a vital part of the revitalization of the Ambassadors Club's member visits. This interaction has helped create a vibe throughout the county that the Chamber is not only active, but truly cares about its members. Steven Marshall states "If don't think being a part of the chamber helps your business, my involvement in the Chamber has garnered me the distinction of being the number one agent in my location and on two separate occasions one of the top ten in the state.

***Congratulations to the Chamber's 2016 Ambassador of the Year Mr. Steven Marshall of Colonial Life.***



The Jacksonville•Onslow Chamber of Commerce recognizes individuals who have consistently and selflessly contributed to the betterment of their communities with its Civic Honoree Award.

John O. Stevenson is not only an effective leader, but an example of what makes this community a special place. His father was in the automotive industry so he and his business partner who happens to be his wife continued with that legacy and have realized successful growth over the years from one dealership into an automotive group that includes 11 dealerships as well as a motorsports company. The non-profit organizations which have benefited from his consistent generosity numbers in the dozens.



***Congratulations to John O. Stevenson, the 2016 Coastal Carolina Community College Civic Honoree.***

# Nomination of Candidate for the 2017 Administrative Professional of the Year

**Tuesday, April 25, 2017**

**Marston Pavilion, MCB Camp Lejeune**

**8:30am Registration – 9:00am Program Begins**

Name of Administrative Professional being nominated: \_\_\_\_\_

Company name nominee is employed by: \_\_\_\_\_

1. The Administrative Professional nominated must be present at the **14<sup>th</sup> Annual Administrative Professionals Breakfast Celebration**. All nominees will be recognized at the event.
2. Please answer the following questions regarding your administrative professional, their job performance, special accomplishments and contributions to the community. If additional space is needed, please attach additional sheets of paper.
  - A. What unique qualities do you feel are important to your administrative professional's performance?  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_
  - B. What has been your administrative professional's involvement in self-improvement programs and seminars, and/or education this year?  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_
  - C. What has been your administrative professional's involvement in community service, professional organizations, church organizations or civic organizations?  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_
  - D. Please give any additional reasons you feel your administrative professional should be chosen "Administrative Professional of the Year:"  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Please complete and return this nomination form by Monday, March 20, 2017 to:

Jacksonville•Onslow Chamber of Commerce

Attn: Special Events Manager • Fax number: (910) 347-4705 or [specialevents@jacksonvilleonline.org](mailto:specialevents@jacksonvilleonline.org)

Submitted by (print name): \_\_\_\_\_ Title: \_\_\_\_\_

Date: \_\_\_\_\_ Phone number: \_\_\_\_\_

**Presented by the Jacksonville•Onslow Chamber of Commerce,  
Coastal Carolina Community College and MCCS, Lejeune-New River**  
For more information, call Sabrina Thomas at (910) 347-3141 x235





*Small Business Week*  
*“Dream Big, Start Small”*  
*May 15-19, 2017*

## FIRST CITIZENS SMALL BUSINESS OF THE YEAR

*Award presentation held at Onslow Memorial Hospital (Cafeteria)  
 May 19, 2017 @ 8:00 am (\$10.00 per person-please RSVP-limited seating)*

In recognition of the achievements and contributions of this local small business owner/manager, I would like to nominate the following person for consideration to the First Citizens and the Small Business Committee's Small Business of the Year

Nominees will be evaluated using the following criteria:

- Demonstrates excellence of knowledge and integrity in their business or professional field
- Provides a valuable business / service / profession to the Community
- Is an active Chamber Member and demonstrates the Small Business Committee's Mission of support to our citizens, the military and local business community
- Has been a Chamber Member in good standing for at least five years
- Exhibits initiative, creativity, and a can-do attitude
- Owns or manages a business with 25 employees or less

If you wish to nominate someone for this award, please, include a brief description of their community involvement on the nomination form below. We will contact the nominee for more details. Nominations must be received by close of business on **Tuesday March 31, 2017.**

Nominee Name: \_\_\_\_\_

Nominee Address: \_\_\_\_\_

Nominee Phone: \_\_\_\_\_ Email: \_\_\_\_\_

(Please, type in a brief description of the activity or activities for nomination, if additional space is needed, please attach additional sheet)

Submitted By: \_\_\_\_\_ Contact Phone Number: \_\_\_\_\_

Return this form to: Lisa Murabito, Business Services Manager  
 Jacksonville • Onslow Chamber of Commerce, 1099 Gum Branch Road, Jacksonville, NC 28540  
 Phone: 910-347-3141, ext. 251 Email: [BusinessServices@jacksonvilleonline.org](mailto:BusinessServices@jacksonvilleonline.org)



JACKSONVILLE COMMONS  
 RECREATION CENTER

MARCH 30,  
 2017

#JaxNCExpo

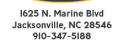
### FOOD TRUCK RODEO

Back by popular demand, we will have a variety of food trucks serving lunch at the expo!

### PRESENTED BY



### Corporate Sponsors







*Small Business Week*  
*“Dream Big, Start Small”*  
*May 15-19, 2017*

## DUKE ENERGY CITIZENSHIP AND SERVICE AWARD

*Award presentation held at Jacksonville Conference Center (Across from City Hall)  
 May 16, 2017 @ 8:00 am (\$15.00 per person-please RSVP-limited seating)*

### ABOUT THE AWARD

America has a long and proud tradition of volunteer service. Now, more than ever, volunteers are needed to renew their commitment to helping others and creating efforts that bring us closer as a community and as nation. Duke Energy wants to recognize these efforts by honoring citizen(s) with the **Duke Energy Citizenship and Service Award**. This is a tribute to individuals or groups who make a difference in their communities or places of work by using their time, talents, and compassion to positively impact the lives of others. Recipients of the award help foster a culture of citizenship and service that acts as a catalyst for others to become involved in civic and social activities. The award is designed to recognize outstanding volunteer service and civic participation over a twelve month period.

### PURPOSE OF THE AWARD

- Recognize and reward leadership and/or involvement in volunteerism and community service
- Encourage a culture of citizenship and service in our communities
- Complement the efforts of those individuals and organizations in our community striving to improve our quality of life

### ELIGIBILITY

- The award will recognize individuals, teams and/or work groups within an organization
- Nominations, on the attached nomination form, will be received from Chamber members prior to the Chamber recognition event
- It is *not necessary* for a nominee to be a Chamber member or a Duke Energy customer

If you wish to nominate someone for this award, please, include a brief description of their community involvement on the nomination form below. We will contact the nominee for more details. Nominations must be received by close of business on **Tuesday March 31, 2017.**

Nominee Name: \_\_\_\_\_

Nominee Address: \_\_\_\_\_

Nominee Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Citizenship and Service Activity: (Please, type in a brief description of the activity or activities for nomination):

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Submitted By: \_\_\_\_\_ Contact Phone Number: \_\_\_\_\_

Return this form to:

Lisa Murabito, Business Services Manager  
 Jacksonville • Onslow Chamber of Commerce, 1099 Gum Branch Road, Jacksonville, NC 28540  
 Phone: 910-347-3141, ext. 251 Email: [BusinessServices@jacksonvilleonline.org](mailto:BusinessServices@jacksonvilleonline.org)

#### Associate Sponsors



#### Contributing Sponsors





# Economic Indicators & Other Charts

How to read the Charts:  
The Airport Passengers Chart, Tax Reports, Healthcare Stats and Utilities Connect and Disconnects are shown as monthly or quarterly comparisons on the specific rows. The totals shown at the bottom are the Year to Date totals for each year and does not include the numbers shown in Italics.

TAX REPORTS				
MONTHLY TAXABLE SALES: SOURCE: NC DEPARTMENT OF REVENUE				
OCCUPANCY TAX: SOURCE: ONSLOW COUNTY				
Monthly Report of Taxable Sales				
15-16	Taxable Sales	16-17	Taxable Sales	% Change
Jul-15	\$168,845,706	Jul-16	\$173,654,795	2.85%
Aug-15	\$165,312,504	Aug-16	\$171,787,640	3.92%
Sep-15	\$159,849,446	Sep-16	\$172,438,330	7.88%
Oct-15	\$157,269,722	Oct-16	\$157,979,134	.45%
Nov-15	\$144,167,556	Nov-16	\$149,558,400	3.74%
Dec-15	\$146,587,089	Dec-16	\$159,084,149	8.53
Jan-16	\$175,397,878	Jan-17		
Feb-16	\$134,525,688	Feb-17		
Mar-16	\$146,002,613	Mar-17		
Apr-16	\$170,363,433	Apr-17		
May-16	\$156,324,629	May-17		
Jun-16	\$159,961,445	Jun-17		
YTD Total	\$942,032,023	YTD Total	\$984,502,448	4.51%
*YTD Total does not include numbers in <i>Italic</i>				

Occupancy Tax Report			
	<u>2015-2016</u>	<u>2016-2017</u>	%
July	\$348,493.26	\$402,706.74	13.4%
August	\$301,788.91	\$284,130.83	-5.8%
September	\$164,132.88	\$157,461.88	-4%
October	\$102,761.02	\$120,219.03	14.5%
November	\$73,658.64	\$83,262.30	11.5%
December	\$50,277.54	\$64,805.58	22.4%
January	\$62,893.54		
February	\$64,855.84		
March	\$83,947.63		
April	\$100,502.00		
May	\$125,805.86		
June	\$241,690.37		
Total:	\$1,041,112.25	\$1,112,585.49	6.4%
*YTD Total does not include numbers in <i>Italic</i>			

UTILITIES				
UTILITIES: SOURCES: CITY OF JACKSONVILLE & ONWASA				
City of Jacksonville & ONWASA Water				
	Connects		Disconnects	
	2016	2017	2016	2017
1st Qtr	4,538	1,337	3,074	1,040
2nd Qtr	5,297		3,768	
3rd Qtr	5,397		3692	
4th Qtr	3,696		3,003	
YTD Total	18,928	1,337	13,537	1,040
*YTD Total does not include numbers in <i>Italic</i>				

HEALTHCARE	
OMH ER: SOURCE: ONSLOW MEMORIAL HOSPITAL	
OMH BIRTH: SOURCE: ONSLOW MEMORIAL HOSPITAL	
NAVAL HOSPITAL ER: SOURCE: NAVAL HOSPITAL, CAMP LEJEUNE	
NAVAL HOSP BIRTHS: SOURCE: NAVAL HOSPITAL CAMP LEJEUNE	

Onslow Memorial Hospital Emergency Room Visits		
	2016	2017
1 <sup>st</sup> Quarter	15,193	5,191
2 <sup>nd</sup> Quarter	15,279	
3 <sup>rd</sup> Quarter	15,616	
4 <sup>th</sup> Quarter	15,160	
YTD Total	61,228	5,191
Onslow Memorial Hospital Live Births		
	2016	2017
1 <sup>st</sup> Quarter	363	103
2 <sup>nd</sup> Quarter	379	
3 <sup>rd</sup> Quarter	412	
4 <sup>th</sup> Quarter	384	
YTD Total	1,538	103
*YTD Total does not include numbers in <i>Italic</i>		

Naval Hospital Camp Lejeune Emergency Room Visits		
	2016	2017
1 <sup>st</sup> Quarter	12,638	4,476
2 <sup>nd</sup> Quarter	12,039	
3 <sup>rd</sup> Quarter	12,840	
4 <sup>th</sup> Quarter	8,938	
YTD Total		4,476
Naval Hospital Camp Lejeune Live Births		
	2016	2017
1 <sup>st</sup> Quarter	467	170
2 <sup>nd</sup> Quarter	522	
3 <sup>rd</sup> Quarter	485	
4 <sup>th</sup> Quarter	313	
YTD Total		170
*YTD Total does not include numbers in <i>Italic</i>		

TRANSPORTATION			
PUBLIC TRANSPORTATION: SOURCE: OUTS, JTS			
ONSLow NEW VEC <h> SALES: SOURCE: ONSLOW COUNTY</h>			
ALBERT ELLIS AIRPORT: SOURCE: ALBERT J ELLIS AIRPORT			
Public Transportation Riders -2016			Onslow County New Vehicle Sales
System	January	Fiscal YTD	
Onslow United Transit System	7,448	52,124	
Jacksonville Transit System	9,064	67,417	
Military Express	1,281	7,967	
Total	17,793	127,508	
			Dec 16
			Jan 17
			Cars
			Trucks
			Total
			Year to Date
			Cars
			Trucks
			Total

Albert J Ellis Airport Total Passengers			
	2016	2017	% Change
January	20,658	22,039	6.2%
February	18,832		
March	23,287		
April	24,827		
May	26,584		
June	27,668		
July	29,349		
August	27,962		
September	25,765		
October	25,164		
November	26,296		
December	26,530		
YTD Total	20,658	22,039	6.2%
*YTD Total does not include numbers in <i>Italic</i>			

HOUSING	
ONSLow ABSORPTION RATES: SOURCE: JACKSONVILLE NC MARKET CENTER	
Onslow County Absorption Rates 2017	
Information provided by Coldwell Banker Fountain Realty, William Sanders. As of 1/31/17, info obtained from the Jacksonville Board of Realtors MLS. These numbers do not include: REO, Short Sales, & Townhomes.	

Price of Home	# of Months	# Sold	Sales Rate Per Month	# Currently Active*	# of Month's Of Inventory
≤ \$150,000	1	44	44.00	316	7.18
\$150,001 - \$200,000	1	35	35.00	166	4.74
\$200,001 - \$250,000	1	9	9.00	96	10.67
\$251,001 - \$300,000	1	8	8.00	33	4.13
\$300,001 +	1	8	8.00	122	15.25
TOTAL		104		733	

New Construction Price	# of Months	# Sold	Sales Rate Per Month	# Currently Active*	# of Month's Of Inventory
≤ \$150,000	1	2	2.00	9	4.50
\$150,001 - \$200,000	1	19	19.00	143	7.53
\$200,001 - \$250,000	1	15	15.00	123	8.20
\$251,001 - \$300,000	1	3	3.00	46	15.33
\$300,001 +	1	4	4.00	42	10.50
TOTAL		43		363	



**BUSINESS STATS**

COUNTY PERMITS: SOURCE: ONSLOW COUNTY

CITY PERMITS: SOURCE: CITY OF JACKSONVILLE

**City of Jacksonville Building Permits**

January 2017	#	Value
Residential	16	\$359,979
Commercial	66	\$3,818,803
Other	185	\$74,150
<b>Total</b>	<b>220</b>	<b>\$4,252,932</b>

**County Building Permits**

FY2015-16	Res BPs	Com BPs	Total Value
1st Qtr Totals	481	102	\$27,485,456
2nd Qtr Totals	340	72	\$74,356,186
3rd Qtr Totals	401	103	\$32,447,965
4th Qtr Totals	481	117	\$23,980,273
<b>FY Totals</b>	<b>1703</b>	<b>394</b>	<b>\$158,269,880</b>

FY2016-17	Res BPs	Com BPs	Total Value
1st Qtr Totals	457	88	\$23,999,727
2nd Qtr Totals	439	92	\$59,968,234
3rd Qtr Totals	176	48	\$9,040,370
4th Qtr Totals			
<b>FY Totals</b>	<b>1,072</b>	<b>228</b>	<b>\$93,008,331</b>

**CAMP LEJEUNE & MCAS**

NR GOVERNMENT AND EXTERNAL RELATIONS (GER) CAMP LEJEUNE, NC.

**Camp Lejeune Area Active Duty  
USN/USMC Statistics**

Location	10/20/2016	1/15/2017
Camp Lejeune	29,356	29,426
MARSOC	2,215	2,209
New River	6,725	6,728
TECOM Schools	4,315	6,412
Total	42,611	44,775
USMC Deployed Total	5,454	3,021

**UNEMPLOYMENT FIGURES**

SOURCE: NC DEPT OF COMMERCE

**Unemployment rates from NC Works  
- NC Dept of Commerce**

Area Name	Onslow County
Year	2016
Month	December
Labor Force	65,145
Employed	61,571
Unemployed	3,574
Unemployment Rates	5.5%

**ONSLOW COUNTY REGISTER OF DEEDS**

ASSUMED BUSINESS NAMES, DEATHS, BIRTHS AND MARRIAGE CERTIFICATES FOR THE PREVIOUS 3 YEARS. SOURCE: ONSLOW COUNTY REGISTER OF DEEDS

**Register of Deeds**

Assumed Names		Deaths	
2014	595	2014	751
2015	568	2015	786
2016	560	2016	812

Births		Marriages	
2014	3,948	2014	2,599
2015	3,718	2015	2,584
2016	3,519	2016	2,677

**EDUCATION**

SOURCE: ONSLOW COUNTY PARTNERSHIP FOR CHILDREN

**Onslow County: Child Care Snapshot  
Jan. 2017** (State Regulated for children birth to 12)

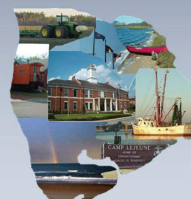
License Type	# facilities	# slots	# enrolled	Capacity	# staff
NC 5 star	22	2,796	2,496	89.0%	406
NC 4 star	13	494	355	72.0%	66
NC 3 star	20	477	399	84.0%	76
NC 2 star	2	13	11	95.0%	2
NC 1 star	10	74	60	81.0%	10
NC Religious	6	493	444	90.0%	82
NC Temporary	2	58	37	38.0%	11
NC Provisional					
NC Probationary	2	158	136	86.0%	25
<b>Totals</b>	<b>77</b>	<b>4,603</b>	<b>3,938</b>	<b>78.1%</b>	<b>678</b>

(910) 347-3141 | <http://www.jacksonvilleonline.org>  
1099 Gum Branch Rd. Jacksonville, NC 28540**Member  
Referral  
Program****Your Referrals = New Chamber Members + New Chamber Connections**

The Member Referral Program is a continuous campaign to grow the Chamber and provide Rewards and Recognition Opportunities to participants who forward prospects to the Chamber that result in memberships.

**Help Your Chamber Grow...Refer a Member!****How Does It Work?**

- Identify a business, vendor or acquaintance that you feel would benefit from membership in the Jacksonville Onslow Chamber of Commerce.
- Fill out the form below.
- We will contact the referred business and mention your company as the referring business.
- Upon receipt of payment, you will receive a special incentive.
- Your company will be recognized in the Chamber Connection Newsletter along with the new member announcement.



\*\*Referred member must be a new member to the Jacksonville Onslow Chamber

**...Onslow County, growing one business at a time.****YOUR INFORMATION:**

(Needed for proper credit to be given)

Name: \_\_\_\_\_  
 Business Name: \_\_\_\_\_  
 Phone: \_\_\_\_\_  
 E-mail: \_\_\_\_\_  
 How has your company benefitted from chamber membership? \_\_\_\_\_

**REFERRED BUSINESS INFORMATION:**

Contact Person: \_\_\_\_\_  
 Title: \_\_\_\_\_  
 Business Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Phone: \_\_\_\_\_  
 E-mail: \_\_\_\_\_

**Ted Azam, Moor Buick GMC  
Ambassador of the Month February 2017**

Our February Ambassador of the Month has been a part of the Ambassadors Committee for a few months now and could not be a better fit. Ted Azam, who recently celebrated an astonishing 45 years at Moore Buick GMC, continues to donate time and resources to the Chamber and the Community.

Ted has taken the role as chauffeur during Operation Thank You visits to Chamber members, served as a Greeter during our Annual Member Celebration and donated gift certificates for business after hours and our upcoming Trades Day. Ted's humble nature, affection for all who he come in contact, his continuous involvement and passion to go above and beyond his Ambassador duties makes him a fitting choice for Ambassador of the Month.



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## Small Business Center SEMINARS



### For March

#### Understanding & Controlling Cash Flow

**Kim Beauchamp • FREE Seminar**  
Tuesday, 3/14/17 • 6:00 pm – 9:00 pm  
Melton Skills Center, Room 104

Business analysts report that poor management is the main reason for business failure. Poor cash management is probably the most frequent stumbling block for entrepreneurs. Understanding the basic concepts of cash flow will help you plan for the unforeseen eventualities that nearly every business faces. This seminar will give you the tools and knowledge to understand budgeting and to learn how to practice good cash flow management in order to keep your small business running at a healthy pace.

#### How to Use Snapchat for Small Business

**Christina Williams • FREE Seminar**  
Thursday, 3/16/17 • 1:00 pm – 4:00 pm  
Melton Skills Center, Room 104

Attend this seminar to learn: who Snapchat users are; why your business should use Snapchat; how to set up a business account; how to use Snapchat Business Marketing; and how to get customers and clients to follow you.

#### Essentials for Starting a Nonprofit Business

**Sam Gore • FREE Seminar**  
Tuesday, 3/21/17 • 6:00 pm – 9:00 pm  
Melton Skills Center, Room 104

Attend this seminar to learn how to start a nonprofit business. Topics of discussion include: basics of a nonprofit business; issues to consider before starting; key steps in forming a nonprofit; forms and documents to file; what takes place at the first board meeting; whether or not an attorney is needed. Business analysts report that poor management is the main reason for business failure. Poor cash management is probably the most frequent stumbling block for entrepreneurs. Understanding the basic concepts of cash flow will help you plan for the unforeseen eventualities that nearly every business faces. This seminar will give you the tools and knowledge to understand budgeting and to learn how to practice good cash flow management in order to keep your small business running at a healthy pace.

To see a complete listing of our March seminars, please visit  
<http://www.coastalcarolina.edu/sbc/monthly-seminars/>.

## MILITARY AFFAIRS COMMITTEE

The Committee's purpose is to maintain and continually improve the relationship between the military and civilian communities.

### The Service Member of the Year is Sergeant David J. Dailey USMC Master Training Specialist

The Jacksonville•Onslow Chamber of Commerce Military Affairs Committee honors Sergeant David J. Dailey, USMC Master Training Specialist at the Center for Naval Aviation Technical Training Marine Unit at New River as its 2016 Service Member of the Year.

From Jan. 2011 – Aug 2011, then Lance Corporal Dailey deployed to Afghanistan in support of Operation Enduring Freedom. Shortly after his return from deployment, Corporal Dailey achieved a Collateral Duty Inspector (CDI) designation and became the NCOIC of the Avionics division; earning NCO of the Quarter (Q2 2012). Within a year, he earned his Collateral Duty Quality Assurance Representative (CDQAR) designation and from Nov 2012 – April 2013, Corporal Dailey was assigned to the 31st MEU holding the billets of CH-53E Avionics Desk Sergeant, Work Center Supervisor and CDQAR. In Oct 2013, Sgt. Dailey reported to CNATT, MCAS-New River for instructor duty. From Oct 2013 to now, Sgt. Dailey earned his instructor

qualifications and Master Training Specialist designations and was recognized as Instructor of the Quarter (Q3 2015). He currently serves as the Lead Instructor for the CH-53E Avionics division. Sgt. Dailey's awards to date include: 2 – Navy and Marine Corps achievement Medals, 2- Marine Corps Good Conduct Medals, 1- National Defense Service Medal, 2 – Afghanistan Campaign Medals, 1 – Global War on Terrorism Medal, 2 – Sea Service Deployment Ribbons, 1 – NATO Medal – ISAF Afghanistan, 1 – Certificate of Commendation and 2 – Meritorious Mast.

Sgt. Dailey is presently completing his undergraduate degree in Organizational Leadership thru Colorado State University and plans to continue on to earn his Master's Degree as well, most likely in Marketing. Congratulations to Sergeant David J. Dailey, USMC the Jacksonville Onslow Chamber of Commerce Military Affairs Committee 2016 Service Member of the Year.

L-to-R: Joseph White, Rebecca Dailey,  
Sgt David Dailey, Jayne Dailey,  
Martin Dailey and MSgt Ryan Schmidt







Join us as we discover the vocational talents of Onslow and Jones County High Schoolers. Trades Day gives these students the opportunity to be recognized for their talents and allows them to showcase their skills. They compete in Automotive, Construction, Drafting, Electrical, Masonry, and Welding. For the first time this year, we are adding Culinary to the competition.

# Trades Day

## Saturday, March 25, 2017 at 8:00am

### Coastal Carolina Community College

You can make a difference for these students by donating gifts to be given to the 1st, 2nd, and 3rd place winners of each category. Sample donations are tools of their trades, gift cards, or safety gear. We hope you can join as at the event.

For more information contact Lisa Murabito by calling (910) 347-3141 ext. 251  
or at [BusinessServices@jacksonvilleonline.org](mailto:BusinessServices@jacksonvilleonline.org)



## SAVE the Date

### Ribbon Cutting

Monday, March 13<sup>th</sup> @ 2 pm

Onslow County Kiosk at

Albert J. Ellis Airport

264 Albert J. Ellis Airport Rd, Richlands

### Operation Thank You

#### Member Welcome Committee

Ambassador Committee

Wednesday, March 15<sup>th</sup> @ 1pm– 2pm

Commerce Center

### Small Business Committee Meeting

Cyber Security – Ransomware

Greg Edwards of JFG, Inc.

Thursday, March 16<sup>th</sup> @ 9am–10am

Commerce Center

### Ribbon Cutting

Friday, March 17<sup>th</sup> @ 2:00pm

The Escape Trials

1207 Hargett St, Jacksonville NC

### Ambassador Committee Meeting

Wednesday, March 22<sup>nd</sup> @ 12– 1pm

Angry Ginger

1202 Gum Branch Rd, Jacksonville,

Operation Thank You following meeting from

1-2pm (Open to all Chamber Members)

### 11th Annual Trades Day

Saturday, March 25<sup>th</sup> @ 8am

Join us as we discover the vocational talents of Onslow and Jones County High Schoolers. Trades Day gives these students the opportunity to be recognized for their talents and allow them to showcase their skills. They compete in Automotive, Construction, Culinary, Drafting, Electrical, Masonry, and Welding. For more info contact Lisa Murabito at [BusinessServices@jacksonvilleonline.org](mailto:BusinessServices@jacksonvilleonline.org).

### Business Expo

Thursday, March 30<sup>th</sup> @ 10am– 4pm

This event supports the Jacksonville•Onslow Chamber of Commerce in its continued efforts to encourage business growth and sustainable community development. If you have any questions contact Sabrina Thomas at [specialevents@jacksonvilleonline.org](mailto:specialevents@jacksonvilleonline.org)



## From the desk of Kristen Loflin

Is it really March? I am always amazed by how quickly time flies. It feels like we were just celebrating the holidays and now everyone is planning Spring and Summer vacations! With the arrival of Spring, comes a busy Tourism office.

The month of March started with a bang as we prepared and welcomed brides to the Engaged Onslow Bridal Expo. This year was exciting as we added an extra night to the event. An often forgotten part of the planning process, rehearsal dinner locations took the first night with an option of two different tours. Brides can choose to visit five restaurants from Jacksonville to Swansboro or Jacksonville to North Topsail Beach. Each location highlighted cocktails and samples dishes of their choosing. A huge thank you to our participating partners; Biagio's, Barley Wine Café, Courtyard Marriott, Duck's Grille & Bar, Inlet 790, Marrakesh, Ocean's Edge Restaurant & Event Center, Saltwater Grill and White Oak River Bistro. We were excited to bring some attention to our restaurants.

The festivities continued the next day with the expo from 10am to 3pm. Attendees were treated to our 50 vendors and three different bridal themed fashion shows; beach, rustic and traditional. Classics Bridal and Formal and Final Touch Models were the businesses that brought the shows to life. If you saw a dress that you want to try on, better hurry over before it is gone! Following the expo, brides had the option to explore possible wedding venues. From Jacksonville to N. Topsail Beach or Maysville area to Richlands, there was a setting for anyone!

Moving forward from the bridal expo into various travel shows, this tourism office is out recruiting business. The "conference" season started at the end of February with a Tourism Day in Raleigh and the Seymour Johnson Air Force Base Travel Expo. Now, we



turn our attention to Travel South Domestic Showcase, Visit NC 365 and the Raleigh Women's Show. Each of these shows allows us to network and reach different audiences. At Travel South, Onslow County Tourism is able to build relationships and introduce our area as a potential destination for travel journalists and group tours. The Women's Show in Raleigh will allow us to get in front of a very targeted audience. We are attending this show as part of Coast Host along side Swansboro Tourism, opening up the chance to promote the entire coast of North Carolina. Promoting a "Hub and Spoke" concept makes an area more attractive due to the amount of day and nights needed to see everything.

I may be the most excited for Visit NC 365 conference. Over 500 tourism professionals from throughout the state will ascend on Greenville, NC for professional development. For myself, this will be my first chance to experience this particular conference. I find these extremely beneficial, as this is where you learn from your peers. Whether it's the newest marketing software or learning from someone who excelled in crisis communication, networking can open the door to bettering yourself and your program. I hope to learn more about Visit NC's and other destinations' programs and create a stellar campaign for Onslow County.

## Service Rewards

A community is only as good as the citizens that live and work within its borders. This month we celebrate the frontline employees that go the extra mile to make your visits an above average experience in Swansboro, Sneads Ferry, Richlands, and Jacksonville! The five individuals, representing five area businesses; have performed their duties with a positive outlook, a kind word, and valued information for our visitors and citizens - they went the extra mile! Onslow County Tourism and the Jacksonville•Onslow Chamber of Commerce want to thank them for their efforts and encourage you to do the same. Good service is good business!



**Carmen Rose**  
Zaxby's



**Shelby Bart**  
Courtyard of Marriot



**Desmond Foster**  
Home 2 Suites



**Valerine Rigdon**  
Dollar Tree (Sneads Ferry)

## Download the Jacksonville NC App today!

If you have any questions or to schedule your Ribbon Cutting call Brenna Leger at 910-939-7008 or email [membership@jacksonvilleonline.org](mailto:membership@jacksonvilleonline.org)

