

Chamber CONNECTION

CONNECTING BUSINESS, MILITARY & COMMUNITY

Jacksonville Onslow Chamber of Commerce 74th Annual Membership Meeting Award Winners



DETAILS ON PAGE
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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.

Brandon Pastor February Ambassador of the Month

When we select our Ambassador of the Month, some of the things we look at are

Planning Ambassador activities and/or volunteering during events, attending ribbon cutting ceremonies, and Operation Thank You! Although he has been with us less than a year, our February Ambassador of the month is seen everywhere that he can get his paws into. Brandon's loyalty to the Chamber is not only seen in his participation in ribbon cutting events and volunteering but through his passion to guide the community through his mission. On most days, either Baily or General Mattis join Brandon and even though both of his companions gain more attention than he, Brandon is unwavering in his devotion to the Chamber.



Member Renewals FEBRUARY

	Member Since		Member Since
Aaron's Furniture Electronics and Appliances	June 30, 2008	Lower Cape Fear Hospice	December 20, 2012
Advanced Office Solutions Inc.	March 10, 2005	Lower Cape Fear Human Resources Association Jacksonville	March 23, 2015
Auto Detail Specialist	March 24, 2016	LtCol Steven J. Land, USMC (Ret)	June 25, 2012
Bayonet Enterprises, LLC	February 16, 2012	Missiles & More Museum, Historical Society of Topsail Island	October 8, 2013
Brynn Marr Jewelers	June 30, 1994	Ms. Gayle Alvis	February 28, 2014
Buglisi Eyecare	January 15, 2016	Ms. Laurette Leagon	March 8, 2013
Chuy's Restaurant	March 14, 2014	Onslow Fitness Center Inc.	August 19, 1981
Col Grant Sparks, USMC (Ret)	March 27, 2012	Onslow Water & Sewer Authority	March 16, 2005
D&J Distributors	March 21, 2016	Rita's	March 10, 2015
Dermatology Associates of Coastal Carolina	August 1, 2013	Secure Background Screeners	February 6, 2014
Eastern Carolina Workforce Development Board	March 26, 2008	Southeastern Steel Construction, Inc.	March 8, 2006
Farm Bureau of Jacksonville	February 10, 2004	The Flower Shoppe	December 1, 1997
Gina Collins Mancini, DMD	January 27, 2010	Tina Glover, State Farm	July 24, 2012
Habitat for Humanity, Crystal Coast	February 26, 2010	Town of Richlands	March 15, 2005
Hunter Development	April 22, 1997	Union Bank, Inc.	January 9, 2003
J & T Siding Inc.	February 16, 2006	Woleslagle Enterprises	January 9, 2006
Jacksonville Rotary Club	March 14, 2014	Zaxby's	February 6, 2015

New Members

FEBRUARY

30 Minute Muffler & Brake

740 Bell Fork Rd.
Mr. Keith Lewis @ (910) 353-3160
Automobile - Repairs/Body Repairs

Cheddar's Scratch Kitchen

2007 Western Blvd
Mr. Anthony Goodman @ (910) 346-5001
Restaurants

Childrens Palace of Jacksonville

251 Northwest Circle
Diane Rosado @ (910)-455-8557
Child Development & Day Care

Chuy's Restaurant

1618 Western Blvd.
Ms. Lisa Delong @ (910)-219-0330
Restaurants

CRE Town Center Apartments LLC

2292 Onslow Drive
Ms. Amy Yager @ 910-346-4188
Real Estate - Rentals/Property Management

Crystal Coast Storks & More

211 E. Ivybridge Dr.
Ms. Pam Nicosia @ 910-381-5679
Advertising/Promotions

JD's Caribbean Cuisine

331 Western Blvd Suite E
Ms. Melissa Archer @ (910)-317-3177
Restaurants

NC Farm Bureau Insurance, Meredith Williams, Agent

103 St. Charles Ln.
Ms. Meredith Williams @ 910-326-8701
Insurance

Onslow County Parks and Recreation

1244 Onslow Pines Road
Ms. Janis Steele @ 910-347-5332
Recreation and Tourism

Patriot Automotive

2695 piney Green Rd.
Mr. Chad Crom @ 910-989-2766
Automobile - Repairs/Body Repairs

Pink Trash

311 Judges Rd. #1G
Ms. Susan Griffin @ 910-313-2556
Trash Hauling

Residential Mortgage Services, Inc.

1207-A Gumbranch Rd.
Ms. Amy Goss @ 910-389-4602
Mortgage Companies

Wild Olive Salon

1715 E. Country Club Rd.
Ms. Brandy Flint @ 910-968-0404
Beauty Salons

Zocalo Street Food and Tequila

1270 Western Blvd.
Ms. Jennifer Galeano @ 910-333-0568
Restaurants

Daniel Whitley III DDS PA DBA Eastern Carolina Dental

200 Doctors Dr. Ste F
Ms. Connie MacGillivray @ 910-577-6421
Dentist



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CHAMBER OF COMMERCE

AND



PRESENT

Jacksonville • Onslow BUSINESS



MARCH 22, 2018 10am-4pm
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jacksonvilleonline.org | [#JAXNCEXPO](https://twitter.com/JAXNCEXPO)

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Jacksonville Onslow Chamber of Commerce

74th Annual Membership Meeting

Award Winners



Tourism Chair- Jeff Clark, Annette Taylor & Onslow County Tourism Manager Kristen Loflin

Mrs. Annette Taylor 2017 Onslow County Tourism Hospitality Person of the Year.

While staying in town, visitors will patronize multiple establishments throughout their stay. From restaurants to stores, he or she will come across many of Onslow County's hard workers. However, it's our hoteliers who leave the first and last impression. What better hospitality ambassador could you want than that of the smiling, energetic face of someone with more than 24 years in the hotel industry?

Annette Taylor was in housekeeping at the Jacksonville Holiday Inn, and was honored as Employee of the Month twice in 1998 and then was named the Employee of the Year. She received honors as Employee of the Month again in May of 2000 for that same property.

Mrs. Taylor has been at the Quality Inn in Sneaks Ferry for 11 years. She was promoted to her current position as Assistant General Manager in June of 2016. Congratulations to Mrs. Annette Taylor, the 2017 Onslow County Hospitality Person of the Year.

Mrs. Kacie Crocker 2017 Ambassador of the Year

Each year the Chamber presents an award to one Ambassador who has given many hours of time and service to the Chamber of Commerce. Mrs. Kacie Crocker to say the least is highly involved in Onslow County. She has shown tremendous commitment to the Ambassador's Committee and conveys that same passion in her other endeavors. She represents Logan's Roadhouse as a store marketer, Chairman of the Board for Onslow County American Red Cross, involved with Habitat for Humanity, Onslow County Partnership for Children, Onslow Women's Center, Onslow County Schools, Onslow County Volunteer Fire Departments, Relay for Life, Special Olympics, Hope for the Warriors, Corpsman Memorial Foundation, Onslow Memorial Hospital and was named the Chamber's April 2017 Ambassador of the Month. Congratulations to Mrs. Kacie Crocker the Chamber's 2017 Ambassador of the Year.



Kacie Crocker & Stephen Marshall



Marianne Herring, David Heatherly & Dr. Don Herring

Coastal Carolina Community College 2017 Civic Honorees of the Year Dr. Don and Mrs. Marianne Herring

This award recognizes an adult lifetime of service and exemplary contribution toward the betterment of our community. Marianne Herring has facilitated numerous focus groups for the Chamber, the City of Jacksonville, and Onslow County Government, and serves on the Onslow County Schools Advisory Committee for Career and Technical Education. Dr. Don Herring is a Rotarian, who chairs the Onslow Civic Affairs Committee, as well as the Sturgeon City Board of Directors, regularly volunteers his time in support of Christmas Cheer and the Soup Kitchen and is a former Chamber Golden Eagle Man of the Year. Both are Division Chairs at the community college, have supported the Chamber over the years numerous coordinating Trades Day and the Career Expo and year after year, have been involved with Octoberfest and Community Outreach. Congratulations to the 2017 Civic Honorees Dr. Don and Mrs. Marianne Herring.

Marine Chevrolet Cadillac 2017 Woman of the Year Pam Thomas

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. The Rotary Club, Onslow Community Outreach, and the Onslow Memorial Hospital Foundation have all benefitted from Pam Thomas' intellect and hard work. She is a previous recipient of the Jacksonville/Onslow Volunteer Center Golden Rule Award and holds board positions with the Jacksonville Onslow Chamber of Commerce and Jacksonville Onslow Economic Development. Pam Thomas is the liaison between the Board of Education and the Head Start Policy Council, the NCPRE k Committee and the SAT board. She has served on the Onslow County Board of Education since 2004 and has led as the chair of the Onslow County Board of Education since 2010. Congratulations to the Marine Chevrolet Cadillac 2017 Woman of the Year Pam Thomas.



Ann Raymond, Michael Hoopes & Pam Thomas

Sanders Ford 2017 Golden Eagle Man of the Year Jeff Clark

Since 1986 the award has been presented to men who have demonstrated excellence in their profession and have devoted tremendous time and energy to better our community. Jeff Clark, CEO of Marine Federal Credit Union has a deep well of enthusiasm that motivates him to improve. Improve himself, improve his workplace, and improve his community.

Jeff Clark has worked diligently in his support of the Chamber of Commerce and its various committees, serving as Chair of the Military Affairs Committee, Chair of the Tourism Advisory Committee and Chairman of the Board of Directors in 2016. During his tenure as chairman he enthusiastically supported the staff and championed staff development, and saw an increase of chamber ambassadors from 24 to 62 during his year in office.

Mr. Clark was also part of the group that helped secure funding for the Montford Point Memorial.



Jeff Hudson & Jeff Clark



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, Welding, Culinary and Digital Electronics.

Please join us at the 12th Annual Trades Day

Saturday, March 17, 2018 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, & 3rd place winners of each category. Sample donations are tools of their trades, gift cards, or safety gear.

*For more information contact Caitlin Diaz by calling (910) 347-3141 ext. 251
or at BusinessServices@jacksonvilleonline.org*



Ray Properties and ABA Rental Properties

**NOMINATION OF CANDIDATE FOR THE
2018 ADMINISTRATIVE PROFESSIONAL OF THE YEAR**

Tuesday, April 24, 2018 - 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 **15th 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 30, 2018 to:

Jacksonville•Onslow Chamber of Commerce

Attn: Special Events Manager • Fax number: (910) 347-4705 or speialevents@jacksonvilleonline.org

Submitted by (print name): _____ Title: _____

Date: _____ Phone number: _____



Ribbon Cutting



February 2nd

Barley Wine



February 13th

Express Employment Professionals



February 23rd

Hope for the Warriors Well-Being Office



February 23rd

The Little Gym

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				
16-17	Taxable Sales	17-18	Taxable Sales	% Change
Jul-16	\$173,654,795	Jul-17	\$176,001,283	1.35%
Aug-16	\$171,787,640	Aug-17	\$175,923,030	2.41%
Sep-16	\$172,438,330	Sep-17	\$170,773,046	-0.97%
Oct-16	\$157,979,134	Oct-17	\$166,205,341	5.21%
Nov-16	\$149,558,400	Nov-17	\$158,839,850	6.21%
Dec-16	\$159,084,149	Dec-17	\$166,147,995	4.44%
Jan-17	<i>\$188,820,250</i>	Jan-18		7.65%
Feb-17	<i>\$142,931,810</i>	Feb-18		6.25%
Mar-17	<i>\$152,227,168</i>	Mar-18		4.26%
Apr-17	<i>\$183,028,780</i>	Apr-18		7.43%
May-17	<i>\$167,072,441</i>	May-18		6.88%
Jun-17	<i>\$163,332,351</i>	Jun-18		2.11%
YTD Total	\$984,502,448	YTD Total	\$1,013,890,545	2.99%
*YTD Total does not include numbers in <i>Italic</i>				

Occupancy Tax Report			
	<u>2016-2017</u>	<u>2017-2018</u>	%
July	\$402,706.74	\$391,718.29	-2.7%
August	\$284,130.83	\$345,186.90	17.6%
September	\$157,461.01	\$184,118.54	14.4%
October	<i>\$120,219.03</i>	\$121,179.13	.7%
November	\$83,262.30	\$95,052.77	14.4%
December	\$64,805.58	\$69,237.21	6.4%
January	\$67,525.27	\$81,091.66	16.7%
February	<i>\$71,982.00</i>		
March	<i>\$92,556.64</i>		
April	<i>\$110,117.39</i>		
May	<i>\$154,642.07</i>		
June	<i>\$247,486.99</i>		
Total:	\$1,180,110.76	\$1,287,584.50	8.3%
*YTD Total does not include numbers in <i>Italic</i>			

UTILITIES				
UTILITIES: SOURCES: CITY OF JACKSONVILLE & ONWASA				
City of Jacksonville & ONWASA Water				
	Connects		Disconnects	
	2017	2018	2017	2018
1st Qtr	4,753	1,754	3,193	1,533
2nd Qtr	5,185		3,194	
3rd Qtr	5,311		4,713	
4th Qtr	4,284		4,077	
YTD Total		1,754	15,177	1,533
*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		
	2017	2018
1 st Quarter	15,609	5,054
2 nd Quarter	14,779	
3 rd Quarter	15,124	
4 th Quarter	15,124	
YTD Total		
Onslow Memorial Hospital Live Births		
	2017	2018
1 st Quarter	365	107
2 nd Quarter	325	
3 rd Quarter	388	
4 th Quarter	358	
YTD Total		107
*YTD Total does not include numbers in <i>Italic</i>		

Naval Hospital Camp Lejeune Emergency Room Visits		
	2017	2018
1 st Quarter	13,326	4,345
2 nd Quarter	11,538	
3 rd Quarter	13,686	
4 th Quarter	13,925	
YTD Total		4,345
Naval Hospital Camp Lejeune Live Births		
	2017	2018
1 st Quarter	514	153
2 nd Quarter	483	
3 rd Quarter	542	
4 th Quarter	350	
YTD Total		153
*YTD Total does not include numbers in <i>Italic</i>		

TRANSPORTATION		
PUBLIC TRANSPORTATION: SOURCE: OUTS, JTS		
ONSLow NEW VECh SALES: SOURCE: ONSLOW COUNTY		
ALBERT ELLIS AIRPORT: SOURCE: ALBERT J ELLIS AIRPORT		
Public Transportation Riders - 2017-18		
System	January	Fiscal YTD
Onslow United Transit System	6,361	51,164
Jacksonville Transit System	8,408	70,956
Military Express	948	7,640
Total	15,717	129,760
Onslow County New Vehicle Sales		
	DEC 17	JAN 18
Cars	329	378
Trucks	471	566
Total	800	944
Year to Date		
Cars	3,999	378
Trucks	5,669	566
Total	9,668	944

Albert J Ellis Airport Total Passengers			
	2017	2018	% Change
January	22,039	19,905	-9.6%
February	22,607		%
March	25,629		%
April	26,552		%
May	28,701		%
June	27,385		%
July	28,753		%
August	29,818		%
September	25,210		%
October	27,400		%
November	25,138		%
December	24,586		%
YTD Total	22,039	19,905	-9.6%
*YTD Total does not include numbers in <i>Italic</i>			

HOUSING	
ONSLow ABSORPTION RATES: SOURCE: JACKSONVILLE NC MARKET CENTER	

Onslow County Absorption Rates 2018					
Information provided by Coldwell Banker Fountain Realty, William Sanders. As of 1/31/18, 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	59	59.00	207	3.51
\$150,001 - \$200,000	1	41	41.00	146	3.56
\$200,001 - \$250,000	1	17	17.00	87	5.12
\$251,001 - \$300,000	1	6	6.00	39	6.50
\$300,001 +	1	15	15.00	102	6.80
TOTAL		138		581	
New Construction Price	# of Months	# Sold	Sales Rate Per Month	# Currently Active*	# of Month's Of Inventory
≤ \$150,000	1	1	1.00	3	3.00
\$150,001 - \$200,000	1	16	16.00	111	6.94
\$200,001 - \$250,000	1	15	15.00	119	7.93
\$251,001 - \$300,000	1	3	3.00	60	20.00
\$300,001 +	1	3	3.00	38	12.67
TOTAL		38		359	

BUSINESS STATS

COUNTY PERMITS: SOURCE: ONSLOW COUNTY

CITY PERMITS: SOURCE: CITY OF JACKSONVILLE

City of Jacksonville Building Permits

January 2018	#	Value
Residential	15	\$576,295
Commercial	38	\$1,337,064
Other	168	\$57,595
Total	221	\$1,970,954

County Building Permits

FY2017-18	Res BPs	Com BPs	Total Value
1st Qtr Totals	678	174	\$31,124,290
2nd Qtr Totals	697	123	\$40,257,582
3rd Qtr Totals	191	24	\$9,332,444
4th Qtr Totals			
FY Totals	1,566	321	\$80,714,316

FY2018-19	Res BPs	Com BPs	Total Value
1st Qtr Totals			
2nd Qtr Totals			
3rd Qtr Totals			
4th Qtr Totals			
FY Totals			

CAMP LEJEUNE & MCAS

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

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

Location	1/15/2017	10/15/2017
Camp Lejeune	29,426	29,896
MARSOC	2,209	2,255
New River	6,728	6,454
TECOM Schools	6,412	4,748
Total	44,775	43,353
USMC Deployed Total	3,021	4,338

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

Area Name	Onslow County
Year	2017
Month	December
Labor Force	64,638
Employed	60,645
Unemployed	3,199
Unemployment Rates	5.0%

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	
2015	568	2015	786
2016	560	2016	812
2017	580	2017	804

Births		Marriages	
2015	3,718	2015	2,584
2016	3,519	2016	2,677
2017	3,535	2017	2,629

EDUCATION

SOURCE: ONSLOW COUNTY PARTNERSHIP FOR CHILDREN

**Onslow County: Child Care Snapshot
Jan 2018** (State Regulated for children birth to 12)

License Type	# facilities	# slots	# enrolled	Capacity	# staff
NC 5 star	20	2,575	2,408	94%	380
NC 4 star	8	218	187	86%	28
NC 3 star	21	565	508	90%	80
NC 2 star	2	13	9	69%	2
NC 1 star	10	123	114	93%	16
NC Religious	5	459	419	91%	66
NC Temporary	2	211	12	57%	7
NC Provisional	1	140	127	91%	23
NC Probationary					
Totals	69	4,304	3,784	88.0%	602



In January the Leadership group attended their Economic Development session lead by Sheila P. Knight., Executive Director, Jacksonville Onslow Economic Development. The group visited Burton Industrial Park and the Albert J. Ellis Airport. They rode in style thanks to Whitney Cantrell and Excel Limousine Service. Thank you Sheila, Excel and all the presenters.

Thank you to our Leadership Corporate Sponsor.

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MILITARY AFFAIRS COMMITTEE

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

MAC Service Member of the Year Cocktail Reception

On the 26th of February, the Jacksonville•Onslow Chamber of Commerce Military Affairs Committee held its Service Member of the Year Cocktail Reception. During the event, we recognized the 2017 Service Member of the Year and had guest speaker Major General Carl Mundy, III.

The Jacksonville•Onslow Chamber of Commerce, Military Affairs Committee sponsors a monthly 'Service Member of the Month' and an annual 'Service Member of the Year' recognition award for the Camp Lejeune/New River area. This recognition is based on the attributes of exceptional professional performance, particularly valuable or unique service, and/or participation in community projects, services and/or affairs. The recipients are selected from organizational and tenant commands located in Onslow County on a rotational basis. The 'Service Member of the Year' is selected from the previous year's 'Service Member of the Month' recipients.

The 2017 'Service Member of the Year' is a Marine Sergeant from 3d Marine Raiders Battalion. His leadership states that he is a premier Marine Special Operator and an example that all other Sergeants should strive to emulate. His hard work and dedication to training our partner force have paid dividends in combat operations against terrorist organizations. They continue to state that he brings to the team a high degree of maturity and a focus on mission accomplishment. His selflessness and work ethic have led to his consistent success.

The Guest of Honor was Major General Carl Mundy, III, Commander, U. S. Marine Corps Forces Special Operations Command. We had over 200 invited guests who had the opportunity to hear about the importance of the relationships that the base and the community enjoy - as well as Major General Mundy's insights on the roles of special operations and MARSOC in world events.

The Military Affairs Committee wants to say "Thank You" to the staff of MCCS - Camp Lejeune Clubs and Catering Division for all hard work that helped make this event so successful.



2018 Engaged Onslow Bridal Expo



Congratulations to Shanna Collins the winner of \$2500 towards the 2018 Engaged Onslow Vendors



Congratulations to Stephanie Stepps the winner of a Bachelorette Cruise with Bayonet Enterprise Cruises



Engaged Onslow Fashion Show

From the desk of Kristen Loflin



Happy March!

I don't know about y'all but the last two months have flown by for Onslow County Tourism. Our most exciting news out of February comes from our Military Reunion efforts.

As I have mentioned before, Onslow County Tourism is working with Jacksonville Tourism Development Authority (JTDA) and the Jacksonville Onslow Chamber of Commerce (JOCOC) to recruit more overnight stays through reunions. In February, Lisa Murabito, JOCOC Military Affairs Manager, and I, traveled to Myrtle Beach for our first Your Military Reunion Connection (YMRC) tradeshow. The two day conference allowed for us to network with about

20 planners and 20 other tourism suppliers. Here, we were given the opportunity to spend 15 minutes dedicated to 'selling' Onslow County to each planner. Most of the planners represented various Navy ships or submarines, some that were built in Wilmington or sailed out of Camp Lejeune for a mission at one point. Though a different service, these planners are willing to host their reunion at new and different locations as long as the committee votes on it. From the base and the community to the beaches and our military history, many were excited about the number of things we can offer to those while visiting.

Following YMRC, we plan to continuously follow up with each planner. There is always additional information and sales collateral that we enjoy

sharing with them. By following up, we are able to build a relationship that can be critical in recruitment of their reunion. This could be vital as we may not see the return on investment until two years from now. Still, our presence at the conference gave planners a chance to hear what Onslow County has to offer and Lisa and I a chance to learn from other suppliers.

Our visit to Myrtle Beach marked the first time Onslow County Tourism has been a part of this network. Before traveling for the tradeshow, we became members with YMRC and now are featured as a top destination on their website. I encourage all to check out our profile at www.ymrc.net. With this membership, planners who attend other YMRC tradeshows will receive our profile sheets despite Lisa or myself not being in attendance. Plans are underway for our crew to be at YRMC's tradeshow in Virginia Beach, Virginia in November.

If you or someone you may know is interested in bringing a reunion to Jacksonville-Onslow County, please let us know! We are here to assist. Other information regarding the initiative can be found at www.jacksonvilleonline.org/reunions/ or on our facebook page at www.facebook.com/jaxonslowreunions.

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!



Mari Vanduyne
Jimmy Johns, Western Blvd.



James Knoll
AMC Theater



Lawrence Manuyag
Batteries + Bulbs



Erinn Owens
Cheddar's