

# Chamber CONNECTION

CONNECTING BUSINESS, MILITARY & COMMUNITY

*Get your tickets today!*

*State of the Community Breakfast  
Friday February 1st, 2019  
New River Air Station*



*This event sells out each year!*

DETAILS ON PAGE  
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# Our Chamber Staff

## Chamber Officials:

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

**Tiffany Choice**, Chair

## Staff:

**Janet Bowen**  
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operations@jacksonvilleonline.org

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coordinator@jacksonvilleonline.org



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.

# New Members

## DECEMBER

**Sail, LLC**  
161 Coleby Lane, Swansboro NC  
Mr. Rick Stout @ 910-610-5775

**Avirett Stephens Plantation LLC**  
6266 Richlands Hwy, Richlands NC  
Ms. Denise Fose @ 910-389-3880

# Member Renewals

## DECEMBER

	Member Since		Member Since
910 Sign Co.	1/12/2015	Jose I. Arauz, D.M.D. PA	8/1/1992
ABA Rental Properties Inc.	10/12/1990	Kixx Builders, Inc.	5/23/2000
Ainsley’s Angels of Eastern Carolina	8/2/2016	Legal Shield Craig Wilson	7/8/2016
Alpha Mortgage Corporation	6/3/2014	Liberty Auto Spa	1/20/2016
Animal House	6/21/2007	Local 360	1/22/2016
Bob’s Graphics	12/21/2009	Moe’s Southwest Grill	12/4/2017
Buglisi Eyecare	1/15/2016	MOJJJO: Mayfields Martial Arts Academy	5/1/2012
CAPT Efren S. Saenz, USN (Ret)	12/17/2012	Movement Mortgage	5/17/2012
Carolina Convention Services and Rentals	1/5/2012	Mr. Dan T. Oliver	8/23/2012
Class Act Catering	9/25/2007	Mr. Jason Harris	7/21/2016
Coastal Carolina Orthodontics	9/25/1979	Mr. John Ligato III	12/20/2012
Col Bill Garrett, USMC (Ret)	11/28/2016	Mr. Ralph Leeds	1/4/2016
Col Jerry Yanello, USMC (Ret)	7/18/2014	Mr. Woody Myers	10/10/2005
Col John B. Sollis, USMC (Ret)	3/12/2015	Ms. Riley Eversull	12/4/2017
Col John Kopka, USMC (Ret)	12/22/2005	Museum of the Marine	11/12/2010
Col Michael Williams, USMC (Ret)	5/18/2010	Office Park Eye Center	1/11/1994
Duke Energy	1/1/1979	Onslow County Administration	9/8/1988
Emerald Coast Construction and Home Inspections	11/11/1991	Orkin	10/26/2015
Final Touch Models	12/15/2014	SgtMaj Scott T. Booth, USMC (Ret)	4/7/2015
First Bank	1/19/2006	SgtMaj William F. Squires, USMC (Ret)	6/25/2012
First Command Financial Planning	9/12/1996	Smithfield’s Chicken ‘N Bar-B-Q	10/10/1994
Foster’s Military Shop	1/27/2010	The Arbors at Carolina Forest	6/23/2011
H. Donald Scott, C.P.A. PA.	12/1/2010	The Jones Companies, Inc.	12/22/2009
Hilton Garden Inn Jacksonville	1/18/2017	Tina Glover, State Farm	7/24/2012
Industry One Janitorial	9/8/1998	TownePlace Suites by Marriott	1/3/2008





Jacksonville • Onslow

CHAMBER OF COMMERCE



# Governmental Affairs Committee State of the Community Breakfast

Friday, February 1st, 2019

8:00 a.m. Breakfast

8:30 a.m. Program

\$20.00 Members

\$25.00 Nonmembers

MCAS NEW RIVER

OFFICERS' CLUB

Reservations:

Phone: 910-347-3141

Fax: 910-347-4705

coordinator@

jacksonvilleonline.org

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Our Invited Speakers:

Brigadier General Benjamin T. Watson

Commanding General, MCI East - MCB Camp Lejeune

Col Russell Burton, Commanding Officer, MCAS New River

Mayor Sammy Phillips, City of Jacksonville

Dr. Penney Burlingame Deal, CEO, Onslow Memorial Hospital

Mr. David Cotton, Onslow County Manager

Superintendent, Onslow County Schools

Mr. David Heatherly President, Coastal Carolina Community College

An excellent opportunity for business professionals at any level to learn about the "state" of our community.

*Sponsored By:*

**JOEMC**

**Jones-Onslow Electric  
Membership Corporation**

A Touchstone Energy® Partner





## Annual Membership Celebration

Now Accepting Nominations for the Chamber's Annual Meeting Awards

### *About the Awards*



#### **Jacksonville•Onslow Woman of the Year**

This award is presented to a female who has demonstrated excellence in her profession and has devoted time and energy to the community. This award is sponsored by Marine Chevrolet.



#### **Jacksonville•Onslow Golden Eagle Man of the Year**

This award is presented to a male who has demonstrated excellence in his profession and has devoted time and energy to the community. This award is sponsored by Sanders Ford.

### **2019 Nomination Form**

Please check the award you are choosing for the honoree.

\_\_\_\_\_ Jacksonville•Onslow Woman of the Year

\_\_\_\_\_ Jacksonville•Onslow Golden Eagle Man of the Year

### **Nominee:**

Mrs. / Ms. /Mr.: \_\_\_\_\_

Company: \_\_\_\_\_

Business Address: \_\_\_\_\_



**THURSDAY•FEBRUARY•28•2019**

**Ceremony & Dinner: \$30**  
**Marston Pavilion, Camp Lejeune**

**6•00•COCKTAILS••7•00•CEREMONY**

**SANDERS**  
 Savings, Service, Sanders.



**MODERN  
 EXTERMINATING**



**MARINE FEDERAL  
 CREDIT UNION**



**TINA GLOVER,  
 STATE FARM**

*Join us as we celebrate 75 years as your Jacksonville-Onslow Chamber of Commerce!*

We will be honoring the Golden Eagle Man of the  
 Year, Woman of the Year, Civic Honoree, Hospitality and  
 Ambassador of the Year

*First 100 guests to purchase a champagne toast during our cocktail hour will be in the running to receive our 75th Anniversary Diamond, courtesy of*



**Jacksonville • Onslow**  
**CHAMBER OF COMMERCE**

**BRADLEYS JEWELERS**  
 •YOUR PREFERRED FINE JEWELER•

•Seats•are•limited•BASE•PASS•IS•REQUIRED•

RSVP•by•February•8•2019•

910•347•3141•or•SpecialEvents• JacksonvilleOnline•org



# *A Message from The President*



The Jacksonville Onslow Chamber of Commerce has adopted guiding principles that will keep our organization effective and relevant into the future. Nearly 1,100 votes were cast by various chamber members, committees and boards to establish these principles. As the Chamber enters its 75th year of operation, we will focus on these five guiding principles to assure that the Chamber staff and Board of Directors do our very best for you, our members. I want to take this opportunity to thank you for your investment, your encouragement and your allegiance to the Jacksonville Onslow Chamber of Commerce.



## Guiding Principles

- Operates with the highest standards of ethics and honesty
- Inspires the community to achieve greatness
- Encourages community partnership and collaborations
- Actively pursues diversity, inclusion, collaboration and equitable treatment of the members
- Produces measurable results from our programs, services and activities

# Ribbon Cutting



*November 30th*

## Cuts and Motors

100 Fall Creek Drive Unit C Jacksonville NC 28540

## Councilmember Brian Jackson Appointed to National League of Cities Committee

Jacksonville City Councilmember Brian H. Jackson, has been appointed to the 2019 Finance, Administration & Intergovernmental Relations Committee of the National League of Cities.

This committee has the lead responsibility for developing NLC's federal policy positions on issues involving national economic policy, general financial assistance programs, liability insurance, intergovernmental relations, census, municipal bonds and capital finance, municipal management, antitrust issues, citizen participation and civil rights, labor relations, Native American sovereignty and municipal authority. The appointment was announced by NLC President Karen Freeman-Wilson, mayor, Gary, Indiana.

"I'm excited to continue the involvement of Jacksonville in the National League of Cities," said Councilmember Jackson. "Councilmember Dr. Washington has led the way with several appointments, and now on the leadership board. This committee can help with keeping us informed, and giving our opinion about important topics such as the Census."

"Our federal advocacy committees help ensure that

policymakers in Washington know what's happening on the ground in our communities – and what is needed from our federal partners," said Karen Freeman-Wilson, mayor of Gary, Indiana, and president of the National League of Cities. "I am proud to have Councilmember Brian Jackson join NLC's Finance, Administration and Intergovernmental Relations committee on behalf of his residents. Together with a team of local leaders from around the country, we will work to solve the most pressing challenges facing our communities."

The leadership of this year's committee will consist of Chair Chris Brown, City Controller, Houston, Texas, Vice Chair Leondrae Camel, City Manager, South Bay, Florida, and Vice Chair Catherine Dauler, Councilmember, State College, Pennsylvania.

Councilmember Jackson is an honorably discharged disabled veteran who works with veterans' issues. He is serving his first term on the Jacksonville City Council. He was previously involved in the City's Weed and Seed program and has been active in many community issues as well as being a poet, writer and playwright.





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*.

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MONTHLY TAXABLE SALES: SOURCE: NC DEPARTMENT OF REVENUE  
OCCUPANCY TAX: SOURCE: ONSLOW COUNTY

Occupancy Tax Report			
	<u>2017-2018</u>	<u>2018-2019</u>	%
July	\$391,718.29	\$462,461.06	15.29%
August	\$345,186.90	\$352,178.40	1.7%
September	\$184,118.54	\$202,988.75	9.2%
October	\$123,496.32	\$195,594.90	36.8%
November	\$96,428.37	\$179,777.01	46.3%
December	\$69,491.16		%
January	\$81,254.97		%
February	\$85,695.58		%
March	\$110,256.28		%
April	\$120,142.13		%
May	\$150,439.80		%
June	\$324,830.51		%
<b>Total:</b>	<b>\$1,140,948.42</b>	<b>\$1,393,000.12</b>	<b>18.0%</b>

	<u>2017-2018</u>	<u>2018-2019</u>	%
July	\$391,718.29	\$462,461.06	15.29%
August	\$345,186.90	\$352,178.40	1.7%
September	\$184,118.54	\$202,988.75	9.2%
October	\$123,496.32	\$195,594.90	36.8%
November	\$96,428.37	\$179,777.01	46.3%
December	\$69,491.16		%
January	\$81,254.97		%
February	\$85,695.58		%
March	\$110,256.28		%
April	\$120,142.13		%
May	\$150,439.80		%
June	\$324,830.51		%
<b>Total:</b>	<b>\$1,140,948.42</b>	<b>\$1,393,000.12</b>	<b>18.0%</b>

**UTILITIES: SOURCES: CITY OF JACKSONVILLE & ONWASA**

## 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

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

Naval Hospital Camp Lejeune Emergency Room Visits		
	2017	2018
1 <sup>st</sup> Quarter	13,326	13,134
2 <sup>nd</sup> Quarter	11,538	13,393
3 <sup>rd</sup> Quarter	13,686	11,582
4 <sup>th</sup> Quarter	13,925	7,926
YTD Total	<b>38,550</b>	<b>46,035</b>

  

Naval Hospital Camp Lejeune Live Births		
	2017	2018
1 <sup>st</sup> Quarter	514	480
2 <sup>nd</sup> Quarter	483	459
3 <sup>rd</sup> Quarter	<b>542</b>	499
4 <sup>th</sup> Quarter	<i>350</i>	295
YTD Total	<b>997</b>	<b>1,733</b>

\*YTD Total does not include numbers in *Italic*

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**PUBLIC TRANSPORTATION: SOURCE: OUTS, JTS**  
**ALBERT ELLIS AIRPORT: SOURCE: ALBERT J ELLIS AIRPORT**

Albert J Ellis Airport Total Passengers			
	2017	2018	% Change
January	22,039	19,905	-9.6%
February	22,607	21,064	-6.8%
March	25,629	27,481	6.7%
April	26,552	26,425	-0.5%
May	28,701	28,587	-0.4%
June	27,482	26,867	-2%
July	28,753	29,082	1%
August	29,818	30,838	3.4%
September	25,210		%
October	<b>27,400</b>		%
November	25,138		%
December	24,586		%
YTD Total	<b>211,581</b>	<b>210,249</b>	<b>- 0.6%</b>
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ON SLOW ABSORPTION RATES: SOURCE: JACKSONVILLE NC MARKET CENTER

New Construction Price	# of Months	# Sold	Sales Rate Per Month	# Currently Active*	# of Month's Of Inventory
≤ \$150,000	11	6	0.55	7	12.83
\$150,001 - \$200,000	11	220	20.0	84	4.20
\$200,001 - \$250,000	11	268	24.36	133	5.46
\$251,001 - \$300,000	11	114	10.36	55	5.31
\$300,001 +	11	70	6.36	49	7.70
<b>TOTAL</b>		<b>678</b>		<b>328</b>	

Information provided by Coldwell Banker Fountain Realty, William Sanders  
As of 11/30/18, info obtained from the Jacksonville Board of Realtors MLS  
These numbers do not include: REO, Short Sales, & Townhomes.

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## BUSINESS STATS

COUNTY PERMITS: SOURCE: ONSLOW COUNTY

CITY PERMITS: SOURCE: CITY OF JACKSONVILLE

### City of Jacksonville Building Permits

Oct 2018	#	Value
Residential	20	\$1,075,533
Commercial	88	\$13,957,079
Other	230	\$1,221,800
<b>Total</b>	<b>338</b>	<b>\$16,254,412</b>

### 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	713	143	\$34,061,981
4th Qtr Totals	889	181	\$34,853,330
<b>FY Totals</b>	<b>2,977</b>	<b>621</b>	<b>\$140,297,183</b>

FY2018-19	Res BPs	Com BPs	Total Value
1st Qtr Totals	779	135	\$26,959,313
2nd Qtr Totals	877	131	\$25,352,810
3rd Qtr Totals			
4th Qtr Totals			
<b>FY Totals</b>	<b>1,656</b>	<b>266</b>	<b>\$52,312,123</b>

## CAMP LEJEUNE & MCAS

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

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

Location	3/15/2018	10/15/2018
Camp Lejeune	31,243	31,172
MARSOC	2,287	2,258
New River	6,535	6,374
TECOM Schools	4,800	4,817
Total	44,865	44,621
USMC Deployed Total	5,638	3,829

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Wilmington Area 910-686-4442

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## UNEMPLOYMENT FIGURES

SOURCE: NC DEPT OF COMMERCE

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

Area Name	Onslow County
Year	2018
Month	November
Labor Force	64,420
Employed	61,723
Unemployed	2,697
Unemployment Rates	4.2%

## 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 Nov 2018 (State Regulated for children birth to 12)

License Type	# facilities	# slots	# enrolled	Capacity	# staff
NC 5 star	22	2,919	2,716	93%	431
NC 4 star	9	264	225	85%	42
NC 3 star	19	544	498	92%	95
NC 2 star	3	21	17	81%	3
NC 1 star	7	99	95	96%	13
NC Religious	6	504	482	96%	71
NC Temporary	2	209	168	80%	19
NC Provisional					
NC Probationary					
<b>Totals</b>	<b>68</b>	<b>4,560</b>	<b>4,201</b>	<b>92.0%</b>	<b>674</b>

# Save The Date

**State of the Community Breakfast**  
February 1, 2019 New River Air Station O'Club

**Chamber Annual Membership Awards Dinner**  
Celebrating our 75th Anniversary  
February 28, 2019 Marston Pavilion

**Bridal Expo**  
March 8 & 9, 2019 Jacksonville Commons

**Trades Days**  
March 23, 2019 Coastal Carolina Community College

**Business Expo**  
March 28, 2019 Jacksonville Commons

**Glenn Shepherd Leadership Training Day**  
April 9, 2019 The Commerce Center

**Administrative Professionals Breakfast**  
April 23, 2019 Marston Pavilion

**Small Business Week**  
Duke Energy Luncheon Tentative- Monday  
May 6, 2019

**Small Business of the Year Breakfast**  
Friday May 10, 2019 Onslow Memorial Hospital

**Education Golf Tournament**  
May 31, 2019 Jacksonville Country Club

**Minority Enterprise Development Week**  
October 14-16  
MED Mingle  
Tuesday October 15, 2019  
MED Week Luncheon

**Christmas Parade**  
November 23, 2019 Western Blvd

**Commerce Center Christmas Party**  
December 5, 2019 The Commerce Center



**ABA**  
RENTAL PROPERTIES INC.  
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**910.455.2977**

**PREMIER OFFICE**

# The Premier Bridal Expo in Eastern North Carolina

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onslow™

**SATURDAY,  
MARCH 9TH, 2019**

## THE ULTIMATE GIVEAWAY

JACKSONVILLE COMMONS  
RECREATION CENTER  
100 Recreation Lane  
Jacksonville, NC 28546



### **TICKETS: \$25 FOR FRIDAY & SATURDAY EVENTS**

Includes: Friday Rehearsal Dinner Tour & Saturday Expo Admission

### **SATURDAY ONLY: \$10 ONLINE; \$12 AT DOOR**

#### **FRIDAY, March 8th**

Vendor Mixer

Taste Test Your Rehearsal Dinner Tour

#### **SATURDAY, March 9th**

Bridal Fashion Show

Door Prize Giveaways

Pre-registered bride, cruise giveaway

The Ultimate Giveaway

Engagement Photoshoot Giveaway

Register online for

## THE ULTIMATE GIVEAWAY

**\$2,500 Prize!**



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Jacksonville • Onslow  
CHAMBER OF COMMERCE





# Chamber's Governmental Affairs Committee & Leadership

The Guest speaker for the December Governmental Affairs Committee was Carter Wilbur, Foreign Policy Advisor (POLAD), MARSOC. He was accompanied by Maj Mann Weiler, Public Affairs Officer, MARSOC. Carter has served as an Economic Officer for the State Department. He work with US businesses to compete with Foreign Nations for overseas business. He has served in several foreign US Embassies. The GAC will be presenting the Twenty-fourth Annual State of the Community Breakfast on February 1, 2019.



The Chamber's Leadership group worked on their project in December. They will complete a science station at the Zing Zumm Children's Museum. Pictured from left to right: Jessica Coston, Paula Webb, Amy Davis, Janis Steele, Amanda Garrett, Sabrina Thomas, Amanda Humphrey, Jeb Brown, Terri Campbell, Rosh Foskey, Joe Duane, Jennifer Kellum and Teresa Miller.



Pictured left to right: Jeff Wilke, Bob Dickerson, Sharon Russell, Carter Wilbur, Sheila Knight, Maj Mann Weiler, and Ron Massey.

# Commerce Center Christmas Party

The Commerce Center partners and tenants celebrated the holiday with their traditional Christmas luncheon and the Ugly Christmas Sweater Contest. Congratulations to Michelle Mangual of Brown Properties for her Over-the-top holiday attire!







**To register or for more information go to the CCCC Small Business Center Website or call to 910-938-6302 or 910-938-6322**

**• Jan-14-2019 How Business Owners Can Manage Their Cash Flow Effectively 6:00 PM- 9:00 PM**

Positive cash flow can be one of the biggest challenges for entrepreneurs. Knowing the basic concepts of cash flow can help you plan for the unforeseen. Come get the tools to build better budgets and learn how to practice good cash flow management in order to start your small business right and keep it strong.

**• Jan-15-2019 How to Write a Business Plan 6:00 PM - 9:00 PM**

A business plan can be the most important tool for a small business owner. Learn how to turn your ideas into a solid plan for financing and long-term success. This seminar teaches you the important components of a business plan and helps you lay the foundation for a winning plan. Find out how marketing, operations, and finance are interrelated. Discover how a business plan is used by potential lenders, the dos and don'ts of writing a plan, and steps for making the process easy. This seminar is designed for new and established business owners.

**• Jan-16-2019 The Best Small Business to Start Right Now! 6:00 PM- 9:00 PM**

If you think the time is right for you to start a business - you're right! This program will help you get started in the right way. The program will focus on: How to create a business idea that fits you, Businesses you can start on a limited budget, and "Hot" businesses that will grow in coming years. This seminar will list over 30 types of businesses with growth potential so if you know you want to start a business, but have not decided the best route yet, this seminar is for you!

**• Jan-17-2019 Introduction to Facebook Business Pages 6:00 PM- 9:00 PM**

This seminar is aimed at small business owners interested in creating a Facebook business page. We will cover why a Facebook business page is important vs. using a personal Facebook profile for your business, how your business page works, and all the settings to get your page up and running by the end of the seminar.

**• Jan-23-2019 Small Business Roundtable with Pete Ellis 6:00 PM- 8:00 PM**

Fans of Pete Ellis should mark their calendars for Pete's final roundtable in January. Come January 23rd from 6-8 pm to learn about tools every small business owner should know about. We all know about Facebook and LinkedIn, but what about tools like EchoSign, Odesk- just to name a couple? Pete will share with the group information about 20 tools for small business owners and then facilitate a discussion with the group about their favorite tools so everyone can leave more equipped to run full steam into 2019!

**• Jan-24-2019 Small Business Taxes 6:00 PM- 9:00 PM**

To successfully operate your business, you need to understand Federal and State tax reporting requirements. This 3-hour seminar will cover the following: applying for a Federal Identification Number (FEIN); forms

of business organization; choosing a paid tax preparer; keeping good business records; accounting methods; bookkeeping systems; understanding the Form 1040 Schedule C.

**• Jan-29-2019 Business Networking for Artists & Crafters with Leslie Lewis 7:00 PM - 9:00 PM**

Calling all Artists & Crafters! Want to turn your passion into a real business, or build upon the existing business you already have, while networking with other creative and passionate people? Come learn best practices and secrets of success for effectively operating an arts and crafts business. Topics for each monthly session are selected to enable participants to gain knowledge and experience. Come learn about things like trends in marketing and showcasing art and craft products; best practices for networking; increasing sales; pricing products; exhibiting in art and craft shows and festivals; website marketing and so much more. Mark your calendar for this session and come learn in a collaborative environment! Come early for networking which begins at 6:30pm and stay for instruction that begins at 7:00pm.

**• Jan-30 to Jan-31-2019 Boots to Business 8:30 AM- 5:30PM**

This class will provide participants with an introduction to business ownership and guide them through the start-up process. Topics include: entrepreneurship assessment, business feasibility, the business plan, understanding your market, business legal structure, and sources of funding. Participants will be provided with a number of resources and tools to compliment the training topics. This is a special program offered by the Small Business Administration and the Department of Defense in cooperation with Marine Corps Base Camp Lejeune and New River Air Station for active duty military, veterans, and their immediate family members only.





# Jacksonville • Onslow

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## CHAMBER OF COMMERCE

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Dear Chamber Member:

The Jacksonville • Onslow Chamber of Commerce is proud to announce the new edition of our **Resource Guide & Membership Directory**, celebrating the Chamber's 75th Anniversary.

This publication helps tell our story about all of the wonderful amenities our area has to offer including our superior educational systems, top-notch recreational opportunities, and first-class healthcare professionals and facilities to name a few. As the voice of the business community, the Chamber boasts many member companies and organizations offering an array of products and services that are also a very important piece of our message. We encourage you to become part of the Chamber's 75<sup>th</sup> Anniversary Celebration and participate in our Resource Guide & Membership Directory to help solidify our message and maximize your marketing potential.

*This publication offers:*

- Completely *revamped* and *revised* for 2019
- One year of printed & online exposure for your business
- A targeted distribution aimed at individuals and other companies you want to reach
- Several advertising sizes, rates & opportunities so any Chamber Member can participate



2018 Issue

A sales representative from our *new* publishing partner and *fellow Chamber Member*, **PSP Group**, will be in our area and will contact you soon. Please schedule a short meeting with them to discuss the project and available opportunities. **To secure a prime location or be one of the first to learn more, please send your interest via email to Laurette Leagon at the Jacksonville • Onslow Chamber at [president@jacksonvilleonline.org](mailto:president@jacksonvilleonline.org).**

Thank you for supporting your community and your Chamber. We look forward to serving you further as we continue to bring new businesses, visitors, and residents to Onslow County!

Sincerely,

Laurette Leagon, *President*



# MILITARY AFFAIRS COMMITTEE

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

## December's Service Member of the Month

### Sgt Dominique J. Battle, USMC

Sgt Dominique Battle is distinguished as the Service Member of the Month (SMOM) for the month of December by the Jacksonville Onslow Chamber of Commerce Military Affairs Committee.

Sgt Battle was born in Detroit, MI, where she attends Northwestern High School and graduated in June of 2007. After high school, she relocated and worked for the Department of Corrections in the state of South Carolina. While living in South Carolina, she enlisted in the United States Marine Corps to become a Foodservice Specialist, MOS 3381. She graduated from Marine Corps Recruit Depot Parris Island on August of 2015.

Upon completion of boot camp, PFC Battle attended School of Infantry East for Marine Combat Training (MCT) in Jacksonville, NC. Once she completed MCT on September 9, 2015, PFC received orders to Fort Lee, VA for her Military Occupational Specialty (MOS) training. Upon graduating from MOS training PFC Battle was promoted to Lance Corporal on January 1, 2016. LCpl Battle received orders on January 13, 2016 to Headquarters and Headquarters Squadron Marine Corps Air Station New River, Jacksonville, NC.

While serving at Headquarters and Headquarters Squadron, LCpl Battle worked at AS-4013 Dining Facility (DFAC) where she became proficient as a baker and a cook on watch. LCpl Battle was promoted to Corporal on February 1, 2017. After being promoted to the Corporal, Cpl Battle was assigned to the billet of Chief Cook. Cpl Battle was handpicked to attend Combat Marksmanship course and

graduated on April 14, 2017. Cpl Battle graduated Corporals Course on August 18, 2017.

Cpl Battle was promoted to Sergeant on August 1, 2018. Sgt Battle since has established herself as a pillar in the DFAC. She has quickly assumed many roles as a coach, leader, and mentor; along with teaching Professional Military Education in Lance Corporals and Corporals. Over the last quarter, Sgt Battle has volunteered in her spare time to assist with Hurricane Florence victims with American Red Cross.

Sgt Battle's future ambitions and goals are to finish her degree in Nursing. She also plans to become an officer and retire in the Military.

Sgt Battle and her husband Malcolm reside in Jacksonville, NC. Sgt Battle personal awards include (1) Good Conduct Medal, (5) Letters of Appreciation, and a Meritorious Mast.

Congratulations to the Jacksonville Onslow Chamber of Commerce Military Affairs Committee December Service Member of the Month, Sgt Dominique J. Battle, USMC.





# **Hire With Confidence, Fire Without Fear, Tame Toxic Employees and Put Your Team on the Fast Track to Record-Shattering Success**

2019 Business Seminar  
“How to Supervise People and Lead a Team”  
With Glenn Shepard



This is a world class professional development course designed specifically for supervisors on the front line, who directly manage two or more employees. It's for managers who are "in the trenches", like the restaurant manager who can't open tonight because three of his servers didn't show up for work, the dentist who spends as much time dealing with her employees as treating patients, etc.

In this full day seminar, these top 9 modules will be covered:

**Module 1: How to Find Good People when the Labor Market is Tight**

**Module 2: How to Manage, Motivate, and Communicate with Millennials**

**Module 3: Behavioral Psychology for Managers**

**Module 4: How to Do Performance Evaluations**

**Module 5: How to Reduce Tardiness and Absenteeism**

**Module 6: How to Motivate People**

**Module 7: Advanced Supervisory Skills for Managers**

**Tuesday, April 9, 2019  
8:30 a.m. to 3:00**

**Tuition: \$197 for chamber members,  
\$247 for non-members**

**Also, when 3 or more enroll  
from the same company, the  
4th person attends for free.**

# From the desk of Donna Hammonds

## Happy New Year!

As Onslow County Tourism rings in the New Year welcoming 2019, I'd like to share a few late 2018 happenings.

My administrative assist Melissa Maloney and I had the pleasure of doing a presentation for Swansboro High School's career day, showcasing the many wonderful tourism opportunities within Onslow County and the busy schedule/duties that a tourism office handles on a daily basis. We even chose a Hospitality Student for each class. These students remembered the most details from our presentation and shared information on attractions, dining and things that a visitor might like to do while visiting our area.

It's always a pleasure to be asked to participate as I myself learn new things, especially on the technical side and what's trendy for this age demographic. An interesting nugget that I took away from this year's presentation, out of the three classes we spoke with, there were only a hand full of students that ever glance at printed materials such as magazines, rack cards etc., and one, just one young gentleman that actually reads



the local newspaper with his dad each morning at the breakfast table.

Times have definitely changed over the past ten to fifteen years regarding how people receive/find information. For the most part, it's gleaned online via mobile devices and computers. Which is the reason why it's so very important that our tourism partners make sure their information whether it be on facebook, a website or other platforms be as accurate as possible.

Tourism begun the process of developing a new website during December. This task will take several months to complete and will be current with the newest travel trend needs, photography, mobility, booking opportunities for the County's accommodations and much more. Having your information up-to-date will be key as we begin compiling our tourism assets.

We ended the year with a bang at the Association Executives of North Carolina (AENC) Conference Showcase & Exhibits in Raleigh. Tourism partnered with the Hilton Garden Inn, Courtyard by Marriott, and the Jacksonville/Onslow Chamber of Commerce to represent Jacksonville and Onslow County as a

conference destination. Many thanks to all that helped John Foran, Sales Director for the Hilton, Kelsey Branigan, Event Coordinator and Tydrea Russell, Sales Director/Booth Decorator Extraordinaire from the Courtyard and Laurette Leagon, President JCOC. We collected information on eighty-four potential clients to recruit for their 2019/2020 events.

Last, but not least, we said goodbye to our 2018 Tourism Advisory Committee's Chairman, Mr. Anthony Harvey during our December meeting. Mr. Anthony served our TAC committee superbly, supporting our endeavors and being a voice for tourism. He passed the gavel to incoming Chairman, Mrs. Cindy Edwards. I look forward to working with Cindy and the committee during 2019.

It's going to be a great year for tourism in 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!



**Angela Needham**  
Swansboro High School



**Caitlyn Withey**  
Swansboro High School



**Tara Lepore**  
Swansboro High School