



CONNECTING BUSINESS, MILITARY & COMMUNITY

Honoring the Best of our Community



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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

FEBRUARY

Tellers Truss Realty

1700 Country Club Rd, Jacksonville NC Ms. Marie Clarke Real Estate

East Coast Allstars

P.O. Box 1724, Jacksonville NC Mr. James Jordan@ 203-707-3398 Non-Profit Organizations

Milestones Academy

443 Liberty Drive, Jacksonville NC Ms. Elizabeth Elks @ 910-455-6928 Schools, Colleges & Education

ALPHA Performance & Recovery

103B Middle Street, Jacksonville NC Mrs. Rita Chorba @910-518-6040 Health and Wellness

Anicetus Solutions

200 Valencia Drive, Jacksonville NC Mr. Bryan Fishel @ 910-242-4998 Cybersecurity

Concentrix

4329 Western Boulevard, Jacksonville NC Ms. Veronica Perez @ 910-937-6149 Customer Service Center

US Army Recruiting Station

1150 Western Blvd. Suite D, Jacksonville NC SSG Zackary Orr @ 910-455-7900 Recruiting

Hope Moore Legal Nursing, LLC

2724 Wavell Street, Camp Lejeune NC Ms. Hope Eleison Moore @ 831-917-5751 Legal Nurse Consultant

Member Since

2/17/2017

1/29/1986

2/6/2014

11/15/2016

3/7/2005

1/27/2015

2/20/2014

1/9/2003

2/6/2015

12/16/1998

12/18/2015

Member Renewals

FEBRUARY

Member Since

Coastal Diagnostic Imaging	9/13/2002	National University
Curtis Media, Inc.	2/26/1998	Pro-Type Staffing Services
Farm Bureau of Jacksonville	2/10/2004	Secure Background Screeners
Freddy's Frozen Custard & Steakburgers	1/31/2018	SgtMaj Bill Oldenburg, USMC (Ret)
Habitat for Humanity, Crystal Coast	2/26/2010	Southern Leisure Builders, Inc.
Hampton Inn & Suites Jacksonville	1/20/2012	St. Regis HOA of Onslow County
J & T Siding Inc.	2/16/2006	The Flame Catering and Banquet
LeBleu Bottled Water	6/12/1998	Union Bank, Inc.
M & S Sanitation	3/24/2011	WNCT-Channel 9
Mainstay Suites	4/3/2013	Zaxby's
Montford Point Marine Association	2/14/2006	Zeta Phi Beta Sorority, Inc.









March•28,•2019•10am•4pm• JACKSONVILLE•COMMONS•RECREATION•CENTER•



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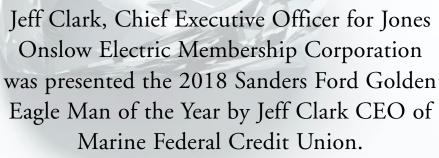




The 75th Annual Membership Celebration of the Jacksonville • Onslow Chamber of Commerce

February 1, 1944 40 community leaders came together at the Onslow County Courthouse to establish a Chamber of Commerce. Now, 75 years later the chamber is continuing the legacy of building a better business community for Jacksonville and Onslow County.







Cindy Edwards, Owner of 17Blue Digital was presented the 2018 Marine Chevrolet Cadillac Woman of the Year Award by Mike Hoopes, General Manager of Marine Chevy Cadillac.



Dr. Ken Morgan, owner Morgan Family Dentistry received the Civic Honoree Award, sponsored by Coastal Carolina Community College, from David Heatherly, College President.



Shannon Hobbs-Silva, Instructor/Paddle
Guide for Swansboro Paddle Boarding
receives the Onslow County's 2018
Hospitality Person of the Year from
Onslow County Tourism Manager Donna
Hammonds.



Terri Bock, Business Advocate and Founding Member of Beyond is presented the Ambassador of the Year Award by Kacie Crocker, Account Executive for WNCT 9 and the Chamber's 2017 Chamber Ambassador of the Year.



As part of the Chamber's 75th Diamond Anniversary, Bradley's Jewelers gave away a diamond to one lucky attendee at the Annual Meeting. Owners Brad Padgett and Susan Sweeny presented Alison Castillo of Possumwood Acres with the grand prize.

THANK YOU TO OUR SPONSORS

























MODERN EXTERMINATING

TINA GLOVER, STATE FARM

MARINE FEDERAL CREDIT UNION





Ribbon Cutting





Anew Hearing Care Grand Opening 445 Western Blvd Suite C, Jacksonville, NC 28546



Tint World Grand Opening 125 Wilmington Hwy, Jacksonville, NC 28540



Onslow County Court House 602 Anne Street, Jacksonville, NC 28540



Dix Crisis Intervention Center 215 Memorial Drive, Jacksonville, NC 28546

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

Мо	nthly Repo	ort of	Taxable Sa	ales
17-18	Taxable Sales	17-18	Taxable Sales	% Change
Jul-17	\$176,001,283	Jul-18	\$194,582,338	10.56%
Aug-17	\$175,923,030	Aug-18	\$191,474,148	8.84%
Sep-17	\$170,773,046	Sep-18	\$179,899,105	5.34%
Oct-17	\$166,205,341	Oct-18	\$162,662,167	-2.31%
Nov-17	\$158,839,850	Nov-18	\$205,477,971	29.36%
Dec-17	\$166,147,995	Dec-18	\$209,559,140	26.13%
Jan-18	\$190,951,446			
Feb-18	\$145,494,737			
Mar-18	\$157,865,496			
Apr-18	\$184,676,634			
May-18	\$172,895,493			
Jun-18	\$177,433,672			
YTD Total	\$1,038,693,996	YTD Total	1,143,654,869	12.8%

*YTD Total does not include numbers in Italic

0	ccupancy	Tax Repo	rt
	2017-2018	2018-2019	%
July	\$391,718.29	\$462,461.06	18.06%
August	\$345,186.90	\$353,283.12	2.03%
September	\$184,118.54	\$203,610.20	10.25%
October	\$123,496.32	\$196,372.41	58.38%
November	\$96,428.37	\$179,777.01	86.41%
December	\$69,491.16	\$151,254.46	117.28%
January	\$81,254.97	\$139,425.68	%
February	\$85,695.58		%
March	\$110,256.28		%
April	\$120,142.13		%
May	\$150,439.80		%
June	\$324,830.51		%
Total:	\$1,210,439.58	\$1,543,991.24	21.6%

UTILITIES

Utilities: Sources: City of Jacksonville & ONWASA

City of Jacksonville & ONWASA Water						
	Con	nects	Disconnects			
	2018	2019	2018	2019		
1st Qtr	4,953	546	3,821	529		
2nd Qtr	4,953		4,983			
3rd Qtr	3,800		4,058			
4th Qtr	1,775		1,911			
YTD Total	15,906*	546	14,773*	529		
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*Numbers from ONWASA were unavailable at press time *YTD Total does not include numbers in *Italic*

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

Emergency Room Visits 2018 2019 1st Quarter 15,280 4,823 2nd Quarter 15,462

Onslow Memorial Hospital

 2nd Quarter
 15,462

 3rd Quarter
 14,824

 4th Quarter
 14,731

 YTD Total
 60,297
 4,823

Onslow Memorial Hospital Live Births

	2018	2019
1 st Quarter	307	105
2 nd Quarter	303	
3 rd Quarter	357	
4 th Quarter	348	
YTD Total	1,315	105

*YTD Total does not include numbers in Italic

Naval Hospital Camp Lejeune Emergency Room Visits

2018

	2010	2019
1 st Quarter	13,134	4,337
2 nd Quarter	13,393	
3 rd Quarter	13,686	
4 th Quarter	11,582	
YTD Total	50,018	4,337

Naval Hospital Camp Lejeune Live Births

	2018	2019
1 st Quarter	480	159
2 nd Quarter	459	
3 rd Quarter	499	
4 th Quarter	449	
YTD Total	1,887	159
	•	

TRANSPORTATION

Public transportation: Source: OUTS, JTS

ALBERT ELLIS AIRPORT: SOURCE: ALBERT J ELLIS AIRPORT

Public Transportation Riders - 2018-19 System January Fiscal YTD Onslow United Transit 49,201 7,746 System Jacksonville 9,038 64,279 System Military 1,762 7,687 Express Total 18,546 121,167

Albert J	Ellis Airpo	rt Total Pa	ssengers	
	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	18,324	-27.0%	
October	27,400	26,168	-4.0%	
November	25,138	27,468	9.0%	
December	24,586	26,451	7.0%	
YTD Total	314,005	308,660	-1.7%	
*YTD Total does not include numbers in Italic				

Housing

ONSLOW ABSORPTION RATES: SOURCE: JACKSONVILLE NC MARKET CENTER

Onslow County Absorption Rates 2019

Information provided by Coldwell Banker Fountain Realty, William Sanders. As of 1/31/19, 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	77	77.00	69	0.90
\$150,001 - \$200,000	1	66	66.00	86	1.30
\$200,001 - \$250,000	1	41	41.00	59	1.44
\$251,001 - \$300,000	1	10	10.00	34	3.40
\$300,001 +	1	8	8.00	66	8.25
TOTAL		202		314	

New Construction Price	# of Months	# Sold	Sales Rate Per Month	# Currently Active*	# of Month's Of Inventory
≤ \$150,000	1	0	0.00	4	12.00
\$150,001 - \$200,000	1	15	15.00	78	5.20
\$200,001 - \$250,000	1	19	19.00	116	6.11
\$251,001 - \$300,000	1	11	11.00	48	4.36
\$300,001 +	1	12	12.00	47	3.92
ΤΟΤΔΙ		57		293	

BUSINESS STATS

COUNTY PERMITS: SOURCE: ONSLOW COUNTY
CITY PERMITS: SOURCE: CITY OF JACKSONVILLE

City of Jacksonville Building Permits

Dec 2018	#	Value
Residential	27	\$1,074,380
Commercial	40	\$1,161,805
Other	265	\$857,429
Total	338	\$3,093,614

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
FY Totals	2,977	621	\$140,297,183
FY2018-19	Res BPs	Com BPs	Total Value
1st Qtr Totals	779	135	\$26,959,313
2nd Qtr Totals			
	1,257	163	\$40,163,911
3rd Qtr Totals	1,257 352	163 52	\$40,163,911 \$13,652,886
3rd Qtr Totals 4th Qtr Totals			

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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UNEMPLOYMENT FIGURES

Source: NC Dept of Commerce

Unemployment rates from NC Works - NC Dept of Commerce Area Name **Onslow County** 2018 Year Month December Labor Force 64.701 **Employed** 61.786 Unemployed 2,915 **Unemployment Rates** 4.5%

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

Assume	d Names		Dea	iths
2016	560		2016	812
2017	580		2017	804
2018	556		2018	863
	2016 2017	2017 580	2016 560 2017 580	2016 560 2016 2017 580 2017

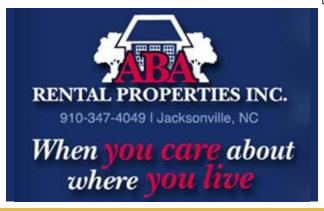
Bir	ths	Marr	iages
2016	3,519	2016	2,677
2017	3,535	2017	2,629
2018	3,267	2018	2,698

EDUCATION

Source: Onslow County Partnership for Children

Onslow County: Child Care Snapshot Jan 2019 (State Regulated for children birth to 12)

License Type	# facilities	# slots	# enrolled	Capacity	# staff
NC 5 star	22	2,924	2,818	96%	434
NC 4 star	10	336	271	81%	50
NC 3 star	18	536	485	90%	94
NC 2 star	2	16	6	75%	2
NC 1 star	7	133	133	100%	16
NC Religious	6	460	438	95%	71
NC Temporary	3	217	186	86%	20
NC Provisional					
NC Probationary					
Totals	68	4,622	4,337	94.0%	687





The 2018-19 Leadership Class from the Jacksonville-Onslow Chamber of Commerce is raffling off a

\$3,000

vacation in order to fund a science exhibit at the Zing Zumm Children's Museum in Jacksonville.

Winner will choose between any Disney destination vacation or Universal Orlando Resort package.

Prizes will be distributed in the form of a gift card within 30 days of drawing. Free vacation planning courtesy of Neverland & Main Travel (up to \$500 value).

/ Tickets can be purchased at: 🖊

The Daily News, 724 Bell Fork Road in Jacksonville

Jacksonville-Onslow Chamber of Commerce, 1099 Gum Branch Road in Jacksonville

First Bank, 4110 Western Blvd. in Jacksonville

For more information, contact Amanda Humphrey at **amanda.humphrey@gatehousemedia.com.**

EN:7932574



MILITARY AFFAIRS COMMITTEE

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

February's Service Member of the Month Sergeant Andrew Meltz, USMC

By Pat Gruner Lifestyles Writer at The Globe

Second Lt. Daniel Linfante, with Communications, Strategy and Operations, 2nd Marine Division, contributed to this story.

Sgt. Andrew Meltz, a team leader with Force Recon Company, 2nd Recon Battalion, 2nd Marine Division, was named the 2018 Service Member of the Year by the Military Affairs Committee (MAC) of the Jacksonville-Onslow County Chamber of Commerce, Feb. 11.

The Service Member of the Year Award is given to a Marine in the Camp Lejeune/New River area and is "based on the attributes of exceptional professional performance, particularly valuable or unique service, and/or participation in community projects, services and/or affairs" according to the chamber website.

Meltz was the recipient of the MAC's Service Member of the Month Award in February of 2018, making him eligible to be the 2018 Service Member of the Year. In the packet recommending Meltz for the award, the Louisiana native was described as "a force multiplier and an invaluable asset to 2nd Reconnaissance Battalion and the Marine Corps as a whole. He [Meltz] exhibits a level of initiative and mission-focused foresight far beyond his years. ... A strong leader with unquestioned MOS proficiency, Sgt. Meltz sets the standard for other Service Members to emulate. ... Furthermore, Sgt. Meltz has dedicated himself to the Marine Corps as an institution and upholds the highest values."

The MAC hosted an awards ceremony at the Officer's Club on Marine Corps Base Camp Lejeune to congratulate Meltz, who is currently deployed with the 22nd Marine Expeditionary Unit. Meltz's wife, Meghan Meltz, accepted the award on his behalf at the ceremony.

In correspondence, First Sgt. Michael Brown, who is also currently deployed with the 22nd MEU, had nothing but praise for Meltz. He described the sergeant as "perceptive, humble, loyal and hardworking."

"Sgt. Meltz speaks bluntly, often colorfully, and cares more about his Recon community than anyone I've ever come across," said Brown.

"Through his willingness to listen to the ideas and opinions of his junior Marines, he fosters an environment of openness and mutual respect that has built seamless cohesion and a strong team spirit in his reconnaissance team. This in turn has allowed them to accomplish even the most difficult of tasks during their pre-deployment work-up, and continues to serve them well on their deployment with the 22nd MEU," added Brown.

In an email, Meltz said he was honored to be recognized as the MAC's Service Member of the Year.

"Being awarded Service Member of the Year is truly an honor and a humbling experience. I am beyond grateful for this opportunity," said Meltz.

Of course, Meltz realizes that such honors are not bestowed solely from the merit of an individual. He made sure to credit his role models and influencers in the Marine Corps.

"All my success I have to owe to my first team leader, Gunnery Sgt. King Ritchie. He showed me how a true leader should lead — not just leading from the front but also working alongside your Marines to help inspire them," said Meltz.

Meltz has further been described by his fellow Marines as a humble professional and consummate student of his profession. He leads by example and inspires the Marines under his charge through his bold initiative and common sense decision-making.

As for advice for Marines moving forward, Meltz felt that leading by example was a high priority.

Following his recognition, Meltz has continued to shine as a leader and a Marine. In addition to leading his team through various courses, including urban reconnaissance and surveillance (R&S), he also led his team in a four-day R&S mission in support of a battalion landing team and another four-day mission in support of a battalion landing team amphibious assault.

As for advice he would pass on to his Marines, Meltz made sure to focus on leading by example.

"I would say always make yourself assets to the team and the Marine Corps," Meltz said. "Get as many schools as you can and become a master at your job. Be the Marine others want to emulate."

The purpose of the chamber's Military Affairs Committee "is to maintain and continually improve the relationship between the military and civilian communities," according to Military Affairs Manager Lisa Murabito.



Learn the simple but powerful strategies you need to solve your worst workplace problems, energize your people and

"Be the Manager Other Managers Envy and **Bosses Can't Wait to Reward"**

Move beyond simply managing to truly leading your team.

Dear Chamber Member:

You know who I'm talking about. She's the one who turns other managers green with envy... the one they're talking about when they say things like:

- "Hey, if my team were like his team I could work wonders
- "Of course she always meets deadlines. HER people actually care about results."
- "I don't get it. I've got a bunch of difficult people and he doesn't have a single one."
- "It's not fair. Her team never makes her look bad."

So how do they do it? Sheer good luck? Not likely. Exceptional talent? Not always.

Nope. What sets these "Superstar" managers apart is a couple of absolutely essential things - they've learned how to turn EVERY employee into an asset (even the really difficult ones) AND they've learned how to turn ALL their people into an enthusiastic, committed, well-led team.

If THEY Can Doit, So Can YOU

Look, every manager gets stuck with difficult employees from time to time - employees who gossip, cry at the drop of a hat, bring personal problems to work, challenge authority, miss deadlines and generally make life a burden.

The best managers, though, have discovered how to deal with problems like that without missing a beat. And now you can, too, during a short, intensive and (amazingly enough) enjoyable seminar that will show you how to effortlessly

- defuse tension.
- derail toxic behavior and
- defang even the most malicious employees.

So you can manage those difficult people effectively, bring them solidly into the team and get them producing the way they should

"Glenn's seminar is responsible for turning around my whole organization. Įt's like a different company now!"

First step -

-- Ginger Bogle Take Control Community Hospices of America, Joplin, MO

Make Yourself a Hero (and Have a Ball Doing it)

Believe it or not, managing effectively can be a blast - I know that from doing it myself as the owner of a very successful business

To make it fun, though, YOU have to be in control - ready to pounce on problems before they take hold and empowered with the skills to lead people to success. Skills like the ones I teach in my seminar, including:

- The one strategy you MUST know to fix bad attitudes. Use it and watch problem employees turn into stars.
- How to keep employees from challenging you with just five perfectly polite but almost magically powerful words.
- Two simple things that actually motivate people more than money. A plus under any circumstances but a HUGE blessing if your company or organization is on a tight budget. (If you're NOT on a tight budget in today's world, please invite me to come to YOUR seminar.)
- · A quick and easy action you can take to end gossip.

• How to fire without fear - because you know what you're doing is not only necessary but totally and completely legal. I admit it, even my strategies can't fix every situation. There ARE times when you need to fire someone before he or she sets you up for a lawsuit.

How to recognize the line between helping employees and enabling them -- and keep from crossing it. If kindness comes naturally to you, you need this information NOW.

And that's just for starters. You'll also learn how to deal with tattletales, whiners, office hypochondriacs (and others who think having a hangover or tickets to the game entitles them to sick leave), folks who throw temper tantrums, bosses who don't back you up and lots more.

"Glenn understands how to solve the challenges of managing people better than anyone.'

- Nancy and Ted Heaton, State Farm, Austin, TX

Real World Solutions

In short, I've packed this program with the real world strategies you need to improve your skills, build a happier, more productive workplace and impress the sox off your superiors.

So how do I cram it all into just 5.5 hours? Experience counts - and I've coached literally thousands of managers over the years. I know what strategies have allowed them to dramatically increase their income, status and personal satisfaction. And those are exactly the strategies I'll lay out for you - simply, clearly and with YOUR needs in mind.

Learn to Lead Nothing is more important!!

But managing effectively is only part of the story. Because the top managers don't just manage, they LEAD their teams to success.

According to President Dwight D. Eisenhower -- who had more leadership experience than just about anybody I can think of -- that means they're skilled in "the art of getting someone else to do something you want done because he wants to do it."

Think about that for a moment. Any good manager can get people to give 100% - after all, if they don't routinely do so you can simply fire them. But getting them to give 110% (or more) every day takes something more. It takes the ability to motivate people, excite them and get them to commit to you... in short it takes

As part of this seminar I'll let you in on the key principles those "star" managers use every day – and show you how to unlock your leadership potential by using them yourself.

"I've been using Glenn's material for two years now, and they've been the best of my career!"

Randy Jameson Adorn LLC, Elkhart, IN

Get to Great Faster With Three Big Bonuses

As I mentioned before, I've coached thousands of managers and I've got a pretty good idea what issues are holding you back.

So to speed your trip from where you are today to where you want to be, I've also included three important bonus modules in my presentation - information that will solve some of your biggest problems and earn you a reputation for exceptional performance.

Bonus #1: Starting With the Best People

In this section, I'll give you the tools you need to find and hire the very best employees. These are the strategies the big headhunters don't want you to know - roadmaps to where the bright, motivated people you need are hiding.

You'll learn:

- How to find people who truly WANT to work (as opposed to the all-too-plentiful folks who just want a paycheck.)
- How to spot red flags on job applications virtually instantly - the kind of signals that fairly scream "don't waste your time interviewing this one."
- Hiring techniques that absolutely slash turnover letting you avoid unnecessary recruitment and training that costs money and makes you look bad.
- The most revealing interview questions. Use these when you really need to know what kind of person you're talking
- A special "Truth Serum" that will give you the power to tell when people are lying.

-Crucial for Boomer Bonus #2: Managing Generation Y& Gen X Managers

They're energetic, tech savvy and full of potential. Unfortunately, these young employees are also so used to being showered with constant praise they tend to wilt (or bristle) if you criticize them for the slightest thing.

They were raised in a world where gratification was instant, rules and dress codes nonexistent and everyone got a trophy just for

Manage them right and they'll bring creativity and enthusiasm to your team. Ignore the important ways they differ from Boomer and Gen X workers and they'll job hop at a moment's notice.

Bonus #3: Delegating Your Way to Success

Inspiring your team doesn't count for much if you don't actually let them DO WHAT NEEDS TO BE DONE.

I'll show you:

- why doing it yourself only looks easier.
- · how to "backbrief" so effectively your employees always know exactly what's expected of them.
- · a strategy for setting deadlines that absolutely assures the job gets done on time.
- why planning for failure is the best way to avoid it.

"I learned more in Glenn's program than in ten years as a supervisor!"

--Rosemary Galayda, Lake Country Prosecutor

PLUS – It's Guaranteed! Why THIS Seminar? My Experience and Your Convenience

Or phone reservation to: (910) 347-3141

You want to lead, make a difference and, quite frankly, be a star. So you're more than ready to learn the most successful management strategies on the planet.

But where? And from whom?

May I suggest that the seminar I'll be holding in partnership with the Jacksonville Onslow Chamber of Commerce on April 9 is your very best choice.

Not only have I walked a ton of miles in your shoes as a business owner with plenty of people to manage, I'm also the best-selling author of four books on management.

What's more, supervisors in 17 countries look forward eagerly to my weekly management newsletter and literally thousands of managers say the skills I've taught them have made them - and their organizations - happier and more productive. So when I say I'm experienced, I mean it - and I'm willing to back up that claim with this rock-solid GUARANTEE:

If you aren't completely satisfied with the tools, strategies and tactics you learn at my seminar, I'll refund 100% of your tuition - no questions asked.

Plus, I'm bringing all that experience right to your neighborhood - so you won't waste a single drop of that precious gas. And you can be stingy with your organization's budget and your own valuable time - because this seminar takes only 5.5 hours and costs just \$197

So there you have it - the strategies and tools you need to take charge, make things happen and become the kind of manager people admire, consult and, yes, envy. All available at a location near you for a price you can afford.

P.S. If you're ready to move up from being a good manager to being a star YOU NEED THIS PROGRAM - because I'll show you how to build and lead a team that gets things done, impresses the higher ups and make you look good day after day after day.

P.P.S. My private clients pay \$500 per hour to consult with me and tell me I'm worth every penny. So this seminar is one heck of a bargain.

P.P.S. Keep in mind that there is zero risk to attending this seminar because if you're not totally satisfied I'll refund ALL your money.

We'll see you on Tuesday, April 9 Chamber office We'll start at 8:30 a.m. and end at 3:00 p.m.

Yes! I want to be the manager other man	agers admire (and bosses throw money at) and I can hardly wait for all of
Glenn's leadership tips and tools. What's more, I und	lerstand that if I'm not completely satisfied I'll get all my money back
with no questions asked. Please copy this form for additional at	tendees.
Name	Tuition: \$247 Only \$197 for Chamber members When 3 or more enroll, the 4th person attends for FREE Lunch is on your own and will break from 11:30 a.m. to 12:30 p.m.
Company	☐ Check enclosed payable to Jacksonville•Onslow Chamber of
Address	Commerce
City/St/Zip	☐ Charge to □Visa □MC
Phone Fax	Card # Exp /
Email	Security Code:
Mail this form to: Jacksonville•Onslow Chamber of Commerce	Cardholder Name
1099 Gum Branch Rd.	Signature
Jacksonville, NC 28540	This program has been approved for 5.5 (General) recertification credit hours toward PHR, SPHR and

NOMINATION OF CANDIDATE FOR THE 2019 ADMINISTRATIVE PROFESSIONAL OF THE YEAR

Tuesday, April 23, 2019 - Marston Pavilion, MCB Camp Lejeune 8:30am Registration - 9:00am Program Begins

	mpany name nominee is employed by:
	The Administrative Professional nominated must be present at the 16th 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.
	What unique qualities do you feel are important to your administrative professional's performance?
	What has been your administrative professional's involvement in self-improvement programs and seminars, and/or education this year?
	What has been your administrative professional's involvement in community service, professional organizations, church organizations or civic organizations?
	Please give any additional reasons you feel your administrative professional should be chosen "Administrative
	Please give any additional reasons you feel your administrative professional should be chosen "Administrative Professional of the Year:"
	Professional of the Year:"
	Professional of the Year:" Please complete and return this nomination form by Monday, April 1, 2019 to: Jacksonville Onslow Chamber of Commerce

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

BRINGINGYOU LOCALNEWS WEEKDAYS AT 5PM, 6PM & 11PM



Half Marathon | 10K | 5K | 1ST Mile | Adaptive Cycling

Register or Volunteer RunForTheWarriors.org

*Register by March 18TH to guarantee your race shirt

Saturday, April 6

6:00 AM Check-In

Riverwalk Crossing Park

421 Court Street Jacksonville, NC 28540





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From the desk of Donna Hammond

When visitors join us here in Onslow County, can go one of two ways: great or not so good. Warm bright smiles and offerings of useful sciences "were" a calling. information can go a long way to ensure that our out of town guests have an extraordinary experience during their stay with us.

Program is a crown jewel in our program of to face. Through our Service Reward Program, that makes the biggest difference in a consumer water are positive and memorable. and visitor's experience.

assistant, Melissa Maloney, runs this program throughout the year. Local residents and nominations to Melissa of frontline staff whom they feel exceled in demonstrating outstanding customer service. Out of these nominations, three worthy honorees are chosen each month, between January to November. All thirtythree honorees are contacted during December in which they are quizzed to share as many suggestions of things to see and do as if they were pitching our area to a visitor highlighting attractions, festivals and events, restaurants

The honoree with the highest score is deemed our Hospitality Person of the Year.

A "notable" item to mention, this year's winner was the highest scoring since the programs' inception.

After years of working in the laboratory science they patronize a wide array of establishments industry, this year's winner traded in her safety throughout their stay. Their visitor experience googles, rubber gloves and bunsen burner for sunglasses, a paddle and sunscreen - nature's

She glides on water, standing and sitting... assists with finding buried treasure that once belonged to coastal sea creatures and mammals... Onslow County Tourism's Service Rewards provides history lessons of Swansboro and its folk lore...man's a watercraft with precise work. Tourism is constantly striving to tell our precision navigating the channel marker buoys area's story as a destination to discover. However, with her ponytail flying in the wind...all the we are rarely able to greet those visitors face while watching over her clients with tender care, a bright smile, kinds words and patience, we can highlight and honor the front-line staff insuring their safety and experiences on the

During my travels representing Onslow County, My wonderful and very spirited administrative there's often engaging conversation of what folks did when they visited our area. While attending a conference in Greenville, SC this years' winners visitors alike are consistently submitting name was mentioned in passing as a great guide and the family had such an amazing time on the water during their visit to Swansboro and it was a highlight for their trip.

> Again, during a trip to the Visit NC Call Center in Raleigh for a presentation on Onslow County, one of my traveling companions from Mike's Farm again brought up her name as an excellent guide and they along with friends make the trek over to Swansboro monthly during the season for kayaking and paddle boarding excursions.

> Then came my experience during a press trip in which I was hosting two travel writers from Atlanta, GA. While out on the water one of the writers experienced complications from overheating and issues from a recent surgical procedure. Shannon was quick with her response to aid his needs and did it in such a way making

him feel special and included, not a burden for the remainder our of trip. Just doing her job, but she was awesome!

Swansboro Paddle Boarding's clientele is largely visitors vacationing in the area, military families and their guests, and many from inland counties that boarder Onslow. With Swansboro serving as one of Onslow County's front doors, Shannon's demonstration of leadership, outstanding customer service and commitment to excellence are invaluable resources to the identity of Onslow County as a caring community of smiling faces with beautiful and historical places.

Shannon is currently finishing up her EMT certification at Coastal Carolina Community College and plans to further her degree in the "sciences" to Paramedic Sciences in the fall. Her job title may change in the upcoming future, but her impeccable frontline people skills learned during her tenure with Swansboro Paddle Boarding will transfer over and aide in her new journey serving Onslow County in a whole new way.

It is with pleasure and honor to announce Shannon Hobbs-Silva, Instructor/Paddle Guide for Swansboro Paddle Boarding as the Onslow County's 2018 Hospitality Person of the Year.

