

# Chamber CONNECTION

CONNECTING BUSINESS, MILITARY & COMMUNITY

## *Networking Tips for Future Leaders*



SEE PAGE  
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For Details



# Our Chamber Staff

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**Tiffany Choice**, Chair

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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.

# Are You Getting Our Emails?

The Jacksonville Onslow Chamber of Commerce uses mass email services to communicate with its members about upcoming events and special offers.

If you are not seeing Chamber emails, check your spam or junk folder. Certain email servers block communications based on certain red flags. For example, mass emails sent to over 100 hundred people can be a sign of spam. Our email list spans over 1,000 users – which may be a red flag for your email service.

## How to unblock our emails:

1. Check your junk email or spam folder for emails from auth.ccsend.com or constantcontact.com.
2. If you find mail from these addresses or from “Jacksonville-Onslow Chamber of Commerce,” right click the message and select “Junk” then “Not junk/spam.”
3. If you're an Outlook user, you have the option to block or unblock certain senders. Select “Never block this Sender” to make sure you get our email communications!
4. You can also unblock based on a domain name, meaning any email sent from our mass emails will be allowed. Right click the message then select “Junk” > “Never Block Sender's Domain” through Outlook.

# Google vs. Outlook Users

- Our name on Google appears: Jacksonville - Onslow Chamber of Commerce membership@jacksonvilleonline.org via auth.ccsend.com
- Our name on Outlook appears: Jacksonville - Onslow Chamber of Commerce <NAME@jacksonvilleonline.org>

## If you use a quarantine service or a third party spam folder

1. Log into your quarantine account
2. Select any email you wish to unblock or receive to your inbox.
3. Select the option to “Release and Allow” and then “Allow Domain.” This lets any email from that group of addresses to enter your inbox.



# Networking with Future Leaders

**By Kelsey Stiglitz, Business Services Manager Jacksonville Onslow Chamber of Commerce**

The Jacksonville Onslow Chamber of Commerce teamed up with the Sturgeon City Institutes to offer a Business Before Hours event June 28. Held at the newly opened Sturgeon City Education Center in Jacksonville, about 100 students and Sturgeon City staff participated, as well as over 30 businesses, chamber members and city employees. Some of the local organizations represented included NC Works, Onslow County library, Jacksonville police and Possumwood Acres.

At the Sturgeon City Institutes, students studied one of four disciplines: science, Marine biology, public safety and art. At the Business Before Hours, students exchanged business cards with local professionals and chamber staff.

Samantha Miller-Barnes, a Jacksonville High School student in the public safety institute, said she was interested in all aspects of public safety, but said she is drawn to behind-the-scenes work like dispatching. David Sinanon, a Northside High School student, also attended the public safety institute and said he'd like to be a police officer one day. Others, like Mariah Cox and Chloe Henderson, attended the science academy and were interested in marine biology. Kira McDowell, a two-year art institute student, admitted she was shy but was learning a lot about Jacksonville and the community by attending the institutes.

Paula Farnell, director of development and operations of Sturgeon City, wrote in an email about the sense of community and responsibility

taught during the week-long institutes program.

"We hope they learn that they have a voice and can truly make an impact," Farnell wrote. "While participating in the Institutes, the students learn the story of how one community took responsibility and came together to clean up the rivers and waterways."

Students received a briefing on networking beforehand and encouraged to smile, shake hands and use eye contact before trading business cards. Additionally, they were required to trade off at least three cards before joining in on complimentary breakfast treats. The selection included 15-dozen donuts generously provided by Krispy Kreme, Starbucks coffee donated by the Starbucks store No. 90801, and other goodies. The chamber would like to thank these businesses for their support and all those who attended the event.

About the Sturgeon City Environmental Education Center: The center officially opened in June but has been in the works for almost 20 years as part of an effort to clean up the New River and re-use the facility that once housed the Jacksonville water treatment plant. The Environmental Education Center is open to the public for rentals and can hold up to 400 people. Amenities include a catering kitchen, restrooms and video services. For more information about event rentals, visit <https://www.sturgeoncitiy.org/facility-rental>.





# PUBLIC SAFETY AWARDS

**11:30 a.m. • August 29, 2019**

**\$15 lunch**

Registration: [www.jacksonvilleonline.org](http://www.jacksonvilleonline.org) or call 910-347-3141.

Nominations: Send to [specialevents@jacksonvilleonline.org](mailto:specialevents@jacksonvilleonline.org)




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Government Center  
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Jacksonville

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# *Ribbon Cuttings*



**SarahKait Boutique**  
3040 Henderson Dr, Jacksonville, NC 28546



**Guardian Ad Litem**  
521 Mill Avenue, Jacksonville, NC 28540



New Members

Atlantic Marine Corps Communities, LLC : Asset Management

5401 Maryland Avenue, Camp Lejeune  
Ms. Eden Hill @ 910-219-6385  
Military

Primerica

Jacksonville NC  
Mr. Gerald Pierre @ 910-787-1769  
Financial Planning

SheServes2 LLC

Jacksonville NC  
Ms. Carlet Wilson @ (910) 554-6963

Ascend Business Consulting

PO Box 542, Swansboro NC  
Ms. Krystal Bennett @ (910) 708-2613  
Business Services

Puratech Restoration

1283 NC -HWY 210, Jacksonville NC  
Mr. Duane Hughes  
Water Treatment

Doctors Park Psychological Center

200 Doctors Dr, Jacksonville NC  
Ms. Virginia Diaz @ (910) 968-0018

Copper Rose Tattoo

461 Western Blvd, Jacksonville NC  
Mr. Nick O'Neill @ (910) 333-9956  
Tattooing/Piercing

Jacksonville Automotive Group LLC

2400 North Marine Blvd, Jacksonville NC  
Ms. Angela Southerland @ (910) 347-4087

Bluewater Financial Advisors, LLC

100 Marlene Dr, Jacksonville NC  
Mr. Walton Whitehurst @ 910-347-1220

Public Radio East

800 College Court, New Bern NC  
Mr. Ben Donnelly @ 252-638-3434

Tradewind Flight Services

820 Aviation Drive, New Bern NC  
Ms. Audrey Kress @ 252-636-0716

Cram Roofing Company, INC

PO BOX 690265, San Antonio TX  
Ms. Cherie Foerster @ 210-694-7815

Gause Glass Company

117 Branchwood Dr, Jacksonville NC  
Ms. Christeen Hyden @ 910-455-2232

Kimbrells Home Furnishing

1370 Western Blvd, Jacksonville NC  
Mr. David Khuong  
1 (843) 471-5672

Member Renewals

JUNE

ABA Rental Properties Inc.  
Advantage Gold Realty  
Alpha Mortgage Corporation  
Ashlie Fortune Agency - Nationwide Insurance  
Atlantic Construction, Inc.  
Bank of America - Country Club  
Biotest Plasma Center  
Bluewater Financial Advisors, LLC  
Brigade Boys & Girls Club  
Candlewood Suites  
Carla's Custom Carvings  
Century 21 Champion Real Estate  
Chick-fil-A  
Coastal Enterprises, Inc.  
Coldwell Banker Alliance Group Realty  
Cooper Investment Company  
CRE Town Center Apartments LLC  
Davis Heating & AC  
DeRossett Payment Consultant  
Discovery Church International  
Dixon Foods Group, Inc. McDonalds of Jacksonville & Richlands  
Don Williamson Nissan  
Family Eye Care  
Four Seasons Pet Care  
Gaylor, Edwards & Vatcher  
Holden Temporaries  
Home Credit Corporation, Inc.  
Home2 Suites by Hilton  
Integrated Family Services, PLLC  
J. Milton Uzzell CPA, PA  
Jacksonville Board of REALTORS, Inc.  
Jacksonville OB/GYN & Infertility  
Jacksonville Rotary Club  
Jon Douglas Lesan, D.D.S., R.Ph, PA  
Jones Funeral Home  
Kona Ice of Coastal Carolina, LLC  
Law Offices of John Drew Warlick, P.A.  
Lejeune Service Center  
Liberty Commons  
Lower Cape Fear Human Resources Association Jacksonville  
Lowe's Western Blvd  
Marine Chevrolet Cadillac  
May Exterminating Company  
Moore Buick, GMC Truck  
Morgan Family Dentistry  
Museum of the Marine  
NAPA Auto Parts of Jacksonville  
Office Park Eye Center  
Omni Financial  
Onslow Animal Hospital  
Onslow County Partnership for Children  
Onslow Medical Specialties Clinic  
Parker & Associates, Inc.  
Profile Displays  
Pruitt Health  
Quality Roofers-Guttering  
Rose Brothers Furniture  
Sanders Ford, Inc.  
SIA Group  
Smithfield's Chicken 'N Bar-B-Q  
Sonic Drive In # 5324  
Sonic Drive In #3983  
Southeastern Building Supplies, Inc.  
St. Julia A.M.E. Zion Church

Member Since		Member Since
10/12/1990	State Employees' Credit Union	3/31/2010
2/3/1987	Synergy Physical Therapy & Sports Medicine	5/15/2013
6/3/2014	The N.C. Dept of Commerce Division of Workforce Solutions	3/1/1983
5/7/2012	Thomas W. Bell, Jr., D.D.S, and Edward G. Covert, D.D.S	11/1/1989
7/22/1999	Thompson, Brown and Company	7/8/2013
9/12/1979	Tina Glover, State Farm	7/24/2012
9/20/1990	True Justice International	4/5/2018
6/26/2019	Twin Peaks Restaurant Jacksonville	4/10/2015
10/29/1992	United Way of Onslow County, Inc.	6/1/1983
1/31/2012	US Cellular	10/27/1992
7/14/2014	Vidant Family Medicine	7/18/2016
9/30/1978	Walgreens #07748	12/18/2006
9/30/1994	Williams•Scarborough•Gray, LLP CPAs	7/25/1986
4/1/1983	WITN-TV	11/8/1984

JULY

Member Since		Member Since
	Advanced Office Solutions Inc.	3/10/2005
	Arlington West	8/22/2008
	Armstrong & Tant General Dentistry	5/1/1995
	Axis Physical Therapy	9/12/1986
	Berkshire Hathaway HomeServices	11/4/2011
	Blalock Insurance Services Inc.	5/1/1987
	Carolina Home Medical, Inc.	7/20/2000
	Carolina Place Apartments	7/22/2011
	Coastal Carolina Community College	9/12/1979
	Coastal Dry Cleaners Group	1/1/1984
	Coastal Equipment Company	11/1/1983
	Col Bruce A. Gombar, USMC (Ret)	5/10/2011
	Culligan Water	8/16/2018
	Curtis Media, Inc.	2/26/1998
	Dick Broadcasting Company, Inc.	10/1/2008
	Excel Body Works Inc.	5/15/1984
	High Point Furniture	4/30/1993
	Jacksonville Breakfast Rotary Club	6/21/1989
	Johnson Funeral Home	7/1/1995
	Legal Shield Craig Wilson	7/8/2016
	Longley Supply Co.	9/22/1978
	Martin Marietta Materials	8/22/2007
	McPic, Inc. dba Great Clips	3/2/2015
	Milestones Preschool & Enrichment Center	9/13/2016
	Miller-Motte College	7/2/2010
	Ms. Annie L. Chivers	8/15/2013
	Olive Garden	6/19/2008
	Omega World Travel	9/16/1991
	Onslow County Schools	9/25/1979
	Onslow Memorial Hospital	9/24/1979
	Puller Place at Carolina Forest	8/4/2005
	Robert A. Brown, An Aflac Agent	7/30/2012
	Semper Fi Fund	6/29/2009
	Southern Auto Parts	9/27/1979
	St. Barbara's Anglican Catholic Church	7/22/2011
	Stanadyne Automotive Corporation	9/26/1979
	The Daily News	9/1/1979
	Town of Richlands	3/15/2005
	W.T. Humphrey, Inc.	7/7/1994
	Window Ninjas	7/1/2013
	Z.E.C.A. School of Arts and Technology	7/14/2015



# MILITARY AFFAIRS COMMITTEE

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

## July's Service Member of the Month Sergeant Matthew A. Fleming

Sergeant Matthew A. Fleming was born and raised in Gresham, Oregon. He graduated from Sam Barlow High School in 2012. He enlisted in the United States Marine Corps in September 2012, where he reported to Marine Corps Recruit Depot San Diego, CA. Recruit Fleming graduated from Third Recruit Training Battalion, Lima Company, in November of 2012.

Private (Pvt) Fleming transferred to Camp Pendleton, CA where he attended Marine Combat Training (MCT) in January 2013. Upon completion of MCT, Pvt Fleming then reported to MOS school at Center for Naval Aviation Technical Training New River. There Pvt Fleming was promoted to Private First Class (PFC), and graduated as a 6116 MV-22 Flight-line Mechanic. Upon completion, he reported to VMM-764 MCAS Miramar, CA.

While assigned to VMM-764, PFC Fleming served as a MV-22 Flightline Mechanic and aided with the standup of the nation's first MV-22 Marine Corps Reserve Squadron. Shortly after arrival, PFC Fleming was promoted to Lance Corporal (LCpl) in 2013. LCpl Fleming's motivation allowed him to quickly gain qualifications and serve as a Plane Captain and Collateral Duty Inspector in the Flightline Division. LCpl Fleming's advancements helped the squadron achieve Mission Operational Capability and then Full Operational Capability, leading to his recognition as Marine of the Quarter on two separate occasions.

In October 2015, LCpl Fleming was promoted to the rank of Corporal (Cpl). During Cpl Fleming's tour, he detached to Brazil in 2015 to support exercise UNITAS as a Collateral Duty Quality Assurance Representative (CDQAR). At the time, Cpl Fleming aided VMM-764 in achieving the record for the longest transcontinental MV-22 flight ever. While deployed, Cpl Fleming served as the squadron's Phase Maintenance Coordinator. Cpl Fleming was later promoted to the rank of Sergeant (Sgt), in December 2016.

In 2017, Sgt Fleming deployed to Moron, Spain in support of Special Purpose Marine Air Ground Task Force (SPMAGTF) Crisis Response Africa. There, he managed night crew as a CDQAR and ensured the success of the revamped six plant Split Detachment Program, ultimately leading to the highest MV-22 mission capable percentages

the Marine Corps V-22 Program had achieved at SPMAGTF Crisis Response Africa. After the deployment, Sgt Fleming reported to Center for Naval Aviation Technical Training New River in January 2018, where he currently serves as a MV-22 Flightline Instructor Evaluator.

Sgt Fleming's advancements at CNATT New River led him to become an Instructor Evaluator and teach multiple upcoming instructors. Sgt Fleming's collateral duties include; Instructor Evaluator, Sexual Assault Prevention and Response Uniformed Victim Advocate, Advance Skills Management Unit Fleet Administrator, CDQAR, and High Intensity Tactical Training Instructor. Sgt Fleming is currently progressing in the qualification syllabus to become one of the few Master Training Specialists within the Flightline Division, and is currently attending Embry Riddle Aeronautical University.

Sgt. Fleming's personal awards include (2) Navy and Marine Corps Achievement Medal, (2) Marine Corps Good Conduct Medals, (1) National Defense Service Medal, (1) Global War on Terrorism Medal, (1) Sea Service Deployment Ribbons, (1) Certificate of Commendation, (2) Meritorious Mass, and (5) Letters of Appreciation.





# 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				
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	Jan-19	\$221,950,803	16.23%
Feb-18	\$145,494,737	Feb-19	\$183,143,879	25.88%
Mar-18	<i>\$157,865,496</i>			
Apr-18	<i>\$184,676,634</i>			
May-18	<i>\$172,895,493</i>			
Jun-18	<i>\$177,433,672</i>			
YTD Total	<b>\$1,184,188,733</b>	YTD Total	<b>1,548,749,551</b>	<b>14.69%</b>
*YTD Total does not include numbers in <i>Italic</i>				

Occupancy Tax Report			
	<u>2017-2018</u>	<u>2018-2019</u>	%
July	\$391,718.29	\$462,461.06	18.06%
August	\$345,186.90	\$353,283.12	2.35%
September	\$184,118.54	\$203,610.20	10.59%
October	\$123,496.32	\$196,372.41	37.11%
November	\$96,428.37	\$179,777.01	86.41%
December	\$69,491.16	\$151,254.46	117.66%
January	\$81,254.97	\$139,425.68	41.72%
February	\$85,695.58	\$139,912.25	63.26%
March	\$110,256.28	\$169,653.98	35.00%
April	\$120,142.13	\$171,338.39	30.00%
May	\$150,439.80	\$206,013.03	37.00%
June	\$324,830.51	\$337,169.01	4.00%
Total:	<b>\$2,083,058.85</b>	<b>\$2710,270.60</b>	<b>30.50%</b>

UTILITIES				
UTILITIES: SOURCES: CITY OF JACKSONVILLE & ONWASA				
City of Jacksonville & ONWASA Water				
	Connects		Disconnects	
	2018	2019	2018	2019
1st Qtr	4,953	4,550	3,821	4,513
2nd Qtr	5,378	5,242	4,983	4,983
3rd Qtr	<i>3,800</i>		<i>4,058</i>	
4th Qtr	<i>1,775</i>		<i>1,911</i>	
YTD Total	<b>10,331</b>	<b>9,792</b>	<b>8,804</b>	<b>9,496</b>
*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		
	2018	2019
1 <sup>st</sup> Quarter	15,280	13,547
2 <sup>nd</sup> Quarter	15,462	13,497
3 <sup>rd</sup> Quarter	<i>14,824</i>	
4 <sup>th</sup> Quarter	<i>14,731</i>	
YTD Total	<b>30,742</b>	<b>27,044</b>
Onslow Memorial Hospital Live Births		
	2018	2019
1 <sup>st</sup> Quarter	307	313
2 <sup>nd</sup> Quarter	303	333
3 <sup>rd</sup> Quarter	<i>357</i>	
4 <sup>th</sup> Quarter	<i>348</i>	
YTD Total	<b>610</b>	<b>646</b>
*YTD Total does not include numbers in <i>Italic</i>		

Naval Hospital Camp Lejeune Emergency Room Visits		
	2018	2019
1 <sup>st</sup> Quarter	13,134	13,036
2 <sup>nd</sup> Quarter	13,393	12,326
3 <sup>rd</sup> Quarter	<i>11,582</i>	
4 <sup>th</sup> Quarter	<i>11,909</i>	
YTD Total	<b>26,527</b>	<b>25,362</b>
Naval Hospital Camp Lejeune Live Births		
	2018	2019
1 <sup>st</sup> Quarter	480	458
2 <sup>nd</sup> Quarter	459	390
3 <sup>rd</sup> Quarter	<i>499</i>	
4 <sup>th</sup> Quarter	<i>449</i>	
YTD Total	<b>939</b>	<b>848</b>

TRANSPORTATION		
PUBLIC TRANSPORTATION: SOURCE: OUTS, JTS		
ALBERT ELLIS AIRPORT: SOURCE: ALBERT J ELLIS AIRPORT		
Public Transportation Riders - 2019-20		
System	June	Fiscal YTD
Onslow United Transit System	6,625	85,891
Jacksonville Transit System	7,842	108,854
Military Express	1,252	15,967
Total	<b>15,719</b>	<b>210,712</b>

Albert J Ellis Airport Total Passengers			
	2018	2019	% Change
January	19,905	23,549	18%
February	21,064	22,739	8%
March	27,481	28,582	4%
April	26,425	28,667	8%
May	28,587	29,202	2%
June	26,867		%
July	29,082		%
August	30,838		%
September	18,324		%
October	26,168		%
November	27,468		%
December	26,451		%
YTD Total	<b>123,462</b>	<b>132,739</b>	<b>7%</b>
*YTD Total does not include numbers in <i>Italic</i>			

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 6/30/19, 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	6	577	96.17	134	1.39
\$150,001 - \$200,000	6	689	114.83	155	1.35
\$200,001 - \$250,000	6	364	60.67	113	1.86
\$251,001 - \$300,000	6	95	15.83	34	2.15
\$300,001 +	6	107	17.83	128	7.18
TOTAL		<b>1832</b>		<b>564</b>	

New Construction Price	# of Months	# Sold	Sales Rate Per Month	# Currently Active*	# of Month's Of Inventory
≤ \$150,000	6	3	0.50	0	0.00
\$150,001 - \$200,000	6	98	16.33	54	3.31
\$200,001 - \$250,000	6	173	28.83	124	4.30
\$251,001 - \$300,000	6	76	12.67	59	4.66
\$300,001 +	6	58	9.67	70	7.24
TOTAL		<b>408</b>		<b>307</b>	



Business Stats		
County Permits: Source: Onslow County		
City Permits: Source: City of Jacksonville		
City of Jacksonville Building Permits		
June 2019	#	Value
Residential	14	\$580,824
Commercial	72	\$4,079,356
Other	281	\$266,422
Total	289	\$168,925

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	1,078	164	\$44,634,113
4th Qtr Totals	1,094	220	\$50,139,085
FY Totals	4,208	682	\$161,896,422

Camp Lejeune & MCAS	
NR Government and External Relations (GER) Camp Lejeune, NC.	

Camp Lejeune Area Active Duty USN/USMC Statistics		
Location	10/15/2018	04/15/2019
Camp Lejeune	31,172	31,374
MARSOC	2,258	2,330
New River	6,374	6,325
TECOM Schools	4,817	6,010
Total	44,621	46,039
USMC Deployed Total	4,914	



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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	2019
Month	May
Labor Force	65,815
Employed	62,673
Unemployed	3,142
Unemployment Rates	4.8%

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	
2016	560	2016	812
2017	580	2017	804
2018	556	2018	863

Births		Marriages	
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 June 2019 (State Regulated for children birth to 12)					
License Type	# facilities	# slots	# enrolled	Capacity	# staff
NC 5 star	20	2,593	2,446	94%	402
NC 4 star	9	363	345	95%	51
NC 3 star	17	495	457	92%	90
NC 2 star	1	8	8	100%	1
NC 1 star	6	125	113	90%	15
NC Religious	6	450	408	91%	70
NC Temporary	3	59	45	76%	18
NC Provisional					
NC Probationary					
Totals	62	4,093	3,822	93.0%	647



**ABA**  
RENTAL PROPERTIES INC.

910-347-4049 | Jacksonville, NC

*When you care about  
where you live*

Marketing Division Report	
Source: Facebook Analytics	
Social	
Facebook	4,335
Followers are women (Engaged Onslow page followers are 95% women)	78%
Followers are men	22%
Average posts per week	14
People reached through photo post	457
People reached through regular post this month	604
Followers in Jacksonville	1,715
Followers on Instagram (following 289 users on Instagram)	213

From July 1- July 29, 5,601 people were reached through the chamber’s Facebook page. This is up 16% from last month’s post engagement statistics. The page received 2,416 engagements, which is a 24% decrease compared to last month. Video posts were also down this month. Facebook tracks 30-second videos and the page did not share many videos in July. The chamber page continues to rank No. 2 against other non-profit pages in the area, with the Onslow County Partnership for Children at No. 1. *Goals for next month: Continue posting status shares without photos but share at least three videos in August. \* These numbers are based on organic visitors to the chamber’s Facebook page and website, without the use of paid promotions.*

Website	
Page views from July 1-29 (13% decrease)	5,657
Web visitors are new members	76%
Returning Visitors	24%

A total of 1861 (18% decrease) website sessions were reported by Monster Insights for jacksonvilleonline.org in July.

Popular pages this month were the home page, business directory and leadership pages. The chamber’s Leadership in Action class begins this August. The second largest source of referrals for the website in July was the chamber Facebook page. This is achieved by posting links to our site via Facebook for different campaigns, such as the leadership class. *Goals for next month: Continue linking website to campaigns for events. Improve visibility and usage of events page by posting member events and encouraging members to submit events.*



# Leadership Project



During the Zing Zumm Children's Museum's ribbon cutting the Jacksonville.Onslow Chamber of Commerce Leadership 2019 group unveiled the two exhibits they have provided as their community project. Thank you to WNCT Channel 9 for the weather exhibit they sponsored and designed. Thank you for the sponsors of the space exhibit: 910 Signs, Kanics Inclusive Design Services, John Starz Electric, Watkins Floor Covering, Kell Medical, Stephen Z Metal Designs, Neverland & Main Travel and Larry Campbell. Participants pictured in the Weather Station: Sabrina Thomas, Joe Duane, Paula Webb, Jeb Brown, Jennifer Kellum, Teresa Miller, Rosh Foskey, WNCT Meteorologist, Marquis Media, Janis Steele, Amy Davis, Jessica Coston and Amanda Humphrey.

Thank you to our program sponsor:





# JOED News

July 25, 2019



## In this issue:

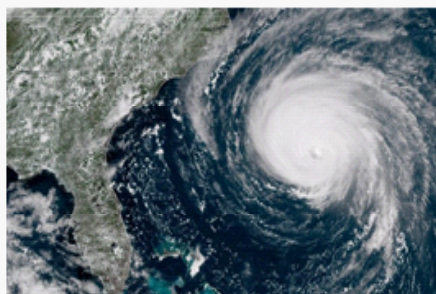
Looking Back

Looking Ahead

*Because we operate on a July-June fiscal year, we are starting a "New Year". Please join us for a quick look back and a small glimpse into our plans for the upcoming year!*

## Looking Back

### We supported our Existing Industries.



We provided support and resources to our industries as they *grew* in employee numbers and *outgrew* facilities. Between just 2 companies, nearly 100 new jobs were created! We assisted in 3 Building Reuse grant applications to upfit old buildings. Nearly all our work immediately after Hurricane Florence focused on assisting local industries with recovery and getting back to business.

### We welcomed these businesses to Onslow County.



### We helped our communities build capacity.

JOED hosted multiple sessions with state and regional economic development leaders, sponsored a half-day ECU Honors Seminar in Economic Development, and brought a panel discussion on storm recovery & resilience to the JOED Annual Investors meeting. We assisted in grant application processes for Albert J. Ellis Airport, ONWASA, City of Jacksonville and Town of Holly Ridge and provided guidance to the Town of Swansboro with strategic plan implementation.

### We realigned our talents.

In March, the JOED Board of Directors approved the transition of Deputy Director Mark Sutherland into the role of Executive Director. Executive Director Sheila Knight would then transition into the role of Project Director. The change in roles allows each to focus on specific areas of expertise, providing a greater breadth of service to our business community.

## Looking Ahead

### We are energized.

We welcomed new members to the Board of Directors. (L-R) Scott Riggs, Cowanda Bazile, Ray Evans, Wendy Fletcher-Hardee, and Richard Jefferson, (not pictured, Jeff D. Clark)

Our Executive Officers for 2019-2021 are Susan Edwards, Chairman; Jeff T. Clark, Vice Chairman; Matt Ray, Treasurer; and Joey Carter, Past Chairman



### We are committed.

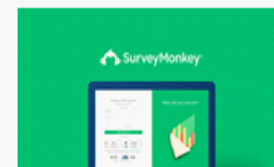
Last spring, the Board of Directors created a new vision for the organization: **JOED provides comprehensive economic development leadership to our Onslow community.** The result of the work sessions was the adoption of a new Strategic Plan to guide our work for the next 5 years. The Plan is far-reaching and innovative, and [you can read it here!](#)

### We are focused.



Finding skilled, qualified employees is the **#1 concern** for employers in Onslow County and throughout the USA. Working with partners from Coastal Carolina Community College, Onslow County Schools, Miller-Motte College, Jacksonville Onslow Chamber of Commerce, and NCWorks, we are constructing an innovative approach to meet the needs of our local companies. (L-R) Gerry Cruz, Laurette Leagon (hidden), Chris Bailey, Tammy Childers, Natalie Williams, Sheila Knight, Steve Gill, Mark Sutherland

We are also addressing workforce needs by interacting with military spouses and our transitioning Service members. Our military spouse survey will be open through August 31. If you know spouses and significant others of **ACTIVE DUTY** service members **CURRENTLY ABOARD** Camp Lejeune and New River, you can help us by sharing this. To reach the survey, click the green Survey Monkey image.



### We are delighted...



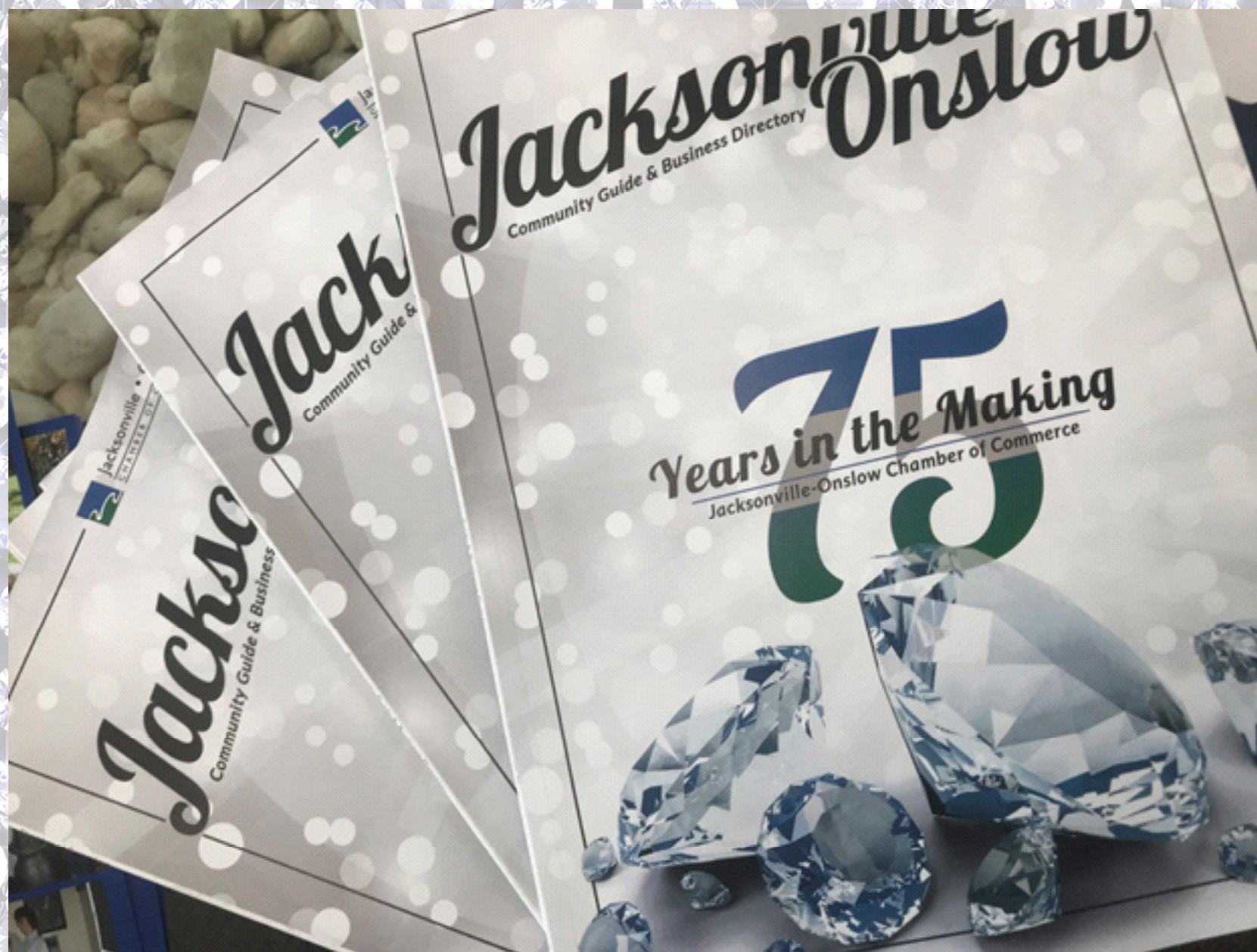
to promote businesses that "make" things in Onslow County. We love sharing good news like this: [Read about High Speed Gear's big contract with the Marine Corps!](#)

We created a fun little kiosk at Albert J. Ellis Airport to promote items made in Onslow County, which can be seen near the baggage claim area. Plans are underway to change the display in early Autumn. Aren't you curious to see what we will do next?



# Chamber 75th Directory

The 75th Anniversary edition of the Chamber's Community Guide and Business Directory is now available for pick up at the Commerce Center (1099 Gum Branch Road, Jacksonville). Stop by to get your copies or call 910-347-3141 to ask about distribution at your business.







**Jacksonville • Onslow**  
CHAMBER OF COMMERCE



In recognition of the achievements and contributions of this local minority business owner/leader,  
I would like to nominate the following person for consideration for

**2019 Fairfield Inn & Suites Minority Entrepreneur of the Year or the  
2019 Linda L. Richardson Minority Business Advocate of the Year**

Eligibility Criteria	Former Award Recipients		
	<u>Male</u>	<u>Female</u>	<u>Advocate</u>
<ul style="list-style-type: none"> <li>Minority Owned: Women, African-Americans, Hispanic Americans, Native Americans, Asian Pacific Americans Subcontinent Asian Americans, and Disabled.</li> <li>Business Accomplishments</li> <li>Chamber of Commerce Involvement</li> <li>Community Service</li> <li>Other Memberships, Achievements &amp; Awards</li> <li>Personal Information &amp; Your Recommendation</li> </ul>	2007 Hank Thomas		
	2008 Pete Burgess	Jackie Barton	John Rouse
	2009 Jim Roddy	LaDonna McAllister	Linda Richardson
	2010 Anthony Harvey	Cindy Edwards	Anne Shaw
	2011 Hubert Saunders	Vel Chapman	Naomi Thompson
	2012	Deborah Georges	Mona Padrick
	2013	Adrienne James	Billy Sewell
	2014	Dr. Gina Francis	Junie Christian
	2015 Brennan Williams		Houston Shinal
	2016	Tiffany Choice	Mayor McKinley Smith
	2017	Katrina Carrington	Diana King Barnes
	2018	Barbara Holder	Carobell

**Check Appropriate Award Nomination (*Please use additional paper*)**

**\_\_\_\_\_ Minority Business Entrepreneur of the Year**

**Nominee Information:** \_\_\_\_\_ **Business Name:** \_\_\_\_\_

Share your thoughts why you chose this nominee.

\_\_\_\_\_

**\_\_\_\_\_ Linda L. Richardson Minority Business Advocate of the Year**

**Nominee Information:** \_\_\_\_\_ **Business Name:** \_\_\_\_\_

Share your thoughts why you chose this nominee.

\_\_\_\_\_

**Nominator Information**

**Name** \_\_\_\_\_ **Phone Number** \_\_\_\_\_

**Business Name** \_\_\_\_\_ **Email** \_\_\_\_\_

**Email completed forms with attachment no later than August 31, 2019to:**  
**Lashea Cavers membership@jacksonvilleonline.org**



## Jacksonville-Onslow Sports Commission Annual Report

Our fiscal year runs from July 1 through June 30. Therefore, we just wrapped another year and so it is time to review fiscal year 2018-19 to see how we did. The two major factors for us are room nights and economic impact. With both, we attempt to track every sporting event that happens in Onslow County that we hear of, and can get some numbers on. For example, we don't track local high school football games, but larger tournaments and events. We aren't trying to take credit for every event but we are trying to be the reporting agency for the impact sports has on our area.

### Room Nights

Our estimated number of room nights for last fiscal year was 5,984. That number was down 678 from the previous year. The x-factor there of course was Hurricane Florence. Weather forced the cancellation of five events and caused one to move from last fiscal year to this fiscal year. Those events should have resulted in approximately 1,700 room nights which would have put us over 1,000 room nights above the previous year.

### Economic Impact

Our estimated economic impact for last fiscal year was \$3,619,676. Even with those events being cancelled, that is up \$674,119 over previous year. You may ask, "how can that be?" There were new events, growth in several events and we were also able to capture some numbers for events that we weren't able to capture in the past.

**Additional highlights** for us included starting the JOSC Race Series, adding new events such as the Sledgehammer Beach Run, Freddy's Frozen Custard Challenge & 5k, and taking over Beat the Bridge 10k/5k. With the race series, we launched a new website (racejosc.com) and a monthly race series e-newsletter. We were also able to grow our Friends of the Sports Commission campaign.

**All-in-all, it was a great year! We love serving Onslow County.**



**Aug-14-2019** How to Finance Your Business 6:00 PM 9:00 PM

**Aug-20-2019** How to Start a Small Business, MCB Camp Lejeune 9:00 AM 4:30 PM

**Aug-21-2019** Small Business Roundtable: Bookkeeping for Business Made Simple 6:00 PM 8:00 PM

**Aug-22-2019** You Have the Skills! Put Them to Work! Attend 50 Home Based Businesses for Start Up Entrepreneurs! 3:00 PM 5:00 PM

**Aug-27-2019** Business Networking for Artists and Crafters 7:00 PM 9:00 PM

**Aug-29-2019** How to Plan and Execute a Successful Business Event in Onslow County 9:00 AM 11:00 AM

**Aug-29-2019** How to Plan and Execute a Successful Business Event in Onslow County 6:00 PM 8:00 PM

**Sep-03-2019** Small Business Success Stories Featuring: Eli Patino of Sweet Spot 6:00 PM 8:00 PM

**Sep-05-2019** Day-to-Day People Management for Small Business Owners 6:00 PM 9:00 PM

**Sep-10-2019** The ABC's & XYZ's of Starting and Growing Your Own Small Business 10:00 AM 12:00 PM

**To register please visit the Small Business Center at Coastal Carolina Community College [www.ncsbc.net](http://www.ncsbc.net) or call (910) 938-6302/6389**



# Conference Room Rental Information



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

## Need a room?

The Jacksonville Onslow Chamber of Commerce has rentable rooms that can provide a comfortable environment to fit your business needs.

Almost every room is customizable. We have conference, classroom, and theater style set up available.

Each room comes with free Wi-Fi. Complementary soda, coffee, and ice vary by room.

### Sports Hall of Fame Room

1-4 hours Member Rate: \$75  
Non-member Rate: \$150  
5-8 hours Member Rate: \$150  
Non-member Rate: \$300  
Seats: 28-68

### Past Chairman's Room

1-4 hours Member Rate: \$30  
Non-member Rate: \$65  
5-8 hours Member Rate: \$60  
Non-member Rate: \$130  
Seats: 8

### Executive Room

1-4 hours Member Rate: \$50  
Non-member Rate: \$110  
5-8 hours Member Rate: \$100  
Non-member Rate: \$220  
Seats: 20-40

### Virtual Office

Member Rate: \$7 per hour  
Non-member Rate: \$14  
Complementary beverages are not included  
Seats: 4

### Storm Room

1-4 hours Member Rate: \$40  
Non-member Rate: \$90  
5-8 hours Member Rate: \$80  
Non-member Rate: \$175  
Seats: 16

For more information or to reserve a room, please contact the Commerce Center Coordinator at (910) 347-3141 ext. 221 or [coordinator@jacksonville-online.org](mailto:coordinator@jacksonville-online.org)

## Save the Date for These Signature Events

### Public Safety Awards Luncheon

August 29, 2019 Onslow Government Center

### Administrative Professionals Celebration

April 21, 2020 Marston Pavilion

### Minority Enterprise Development Week

October 14-18, 2019

### Small Business Week

May 3-9, 2020

### Christmas Holiday Parade

November 23, 2019 Western Blvd.

### Business Expo

May 15, 2020 Jacksonville Commons

### Annual Membership Celebration

February 20, 2020 Marston Pavilion

### Education Golf Tournament

May 29, 2020 Jacksonville Country Club

# From the desk of Donna Hammonds



## Military Reunion Planners receive “A Hero’s Welcome,” right here in Jacksonville/Onslow County!

Having recently attended the 2019 Your Military Reunion Connection (YMRC) Conference in Providence, Rhode Island, along with the Jacksonville/Onslow Chamber of Commerce’s new Military Affairs Committee Manager, Meggie Cook, we were both filled with such a great sense of pride pitching our area as a reunion destination. The reunion planners we met expressed a genuine sense of excitement about the experiences and unique qualities and attributes that Jacksonville/Onslow County has to offer. It’s no wonder that our area has become a hot-spot for hosting military reunions!

While at the Your Military Reunion (YMRC) Conference, we competed against destinations much larger than Onslow County such as New Orleans, LA, Virginia Beach, VA, Daytona Beach, FL, St. Louis MO, Branson, MO, and Providence, RI just to name a few. Onslow’s coastal setting as well as our historic places and smiling faces along every path to include Lejeune Memorial Gardens, our museums, historic townships, Jacksonville’s USO, in addition to our suggested itineraries paired with our outstanding complimentary services package stood strong against our competition. Meggie and I look forward to hosting some of our new acquaintances in the coming years!

Jacksonville and the Onslow County community are grateful for the heroes that live among us who serve our country. They enrich our lives by their presence and enhance the fabric of our community,

inspiring a unique sense of pride and heartfelt patriotism. Like only a military community can, we come together in times of need to lend a helping hand to our military families. It’s written in our history and is part of our heritage.

Onslow County’s passion for our military roots and cultural diversity are reflected in the many ceremonies and observances that take place in our community that both locals and visitors alike take part in each year.

When Jacksonville received the designation as an All-America City, we also became affectionately known as “a caring military community.” We are honored to have so many retired veterans return to our area to make Onslow County their permanent home.

Many of you reading this article may be a retired service member residing in the Jacksonville/Onslow County area. Do you travel for military reunions? I encourage you to consider bringing your reunion group here, to Onslow County. You’ve done your tour of duty, now let us treat you to a new tour. As your planning gets underway for next the military reunion, let us assist in making your gathering better than ever. We’ll worry about the details while you make the memories receiving your “hero’s welcome,” right here at home!

For more information on how you can take advantage of the expertise Meggie and I can provide please email us at [Mac@JacksonvilleOnline.org](mailto:Mac@JacksonvilleOnline.org) or call (910) 347-3141 ext. 226. Please visit the Jacksonville/Onslow Reunion website at [www.JacksonvilleOnline.org/Reunions](http://www.JacksonvilleOnline.org/Reunions).

## Service Awards

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 four individuals, representing four 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!

**Heidi Noble**  
Townplace  
Suites,  
Jacksonville



**Josh Parrish**  
Deli Works,  
Holly Ridge

**Loretta Lesin**  
Through the  
looking glass,  
Swansboro



**Theresa  
Peterson**  
Hampton  
Inn,  
Jacksonville