

**JEFFERSON COUNTY CHAMBER OF COMMERCE**  
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**BULLETIN NO: 571**

**FEBRUARY 1, 2008**

**MEMBERSHIP MEETING – FEBRUARY 28, 2008**

The monthly membership meeting of the Jefferson County Chamber of Commerce will be held on Thursday, February 28, 2008, at 12:00 noon at the **Anvil Restaurant** in Harpers Ferry. A member of the 2007-2008 Leadership Jefferson class will speak on their trip to Charleston for the State Legislature session. The menu will be: Tossed Salad with Homemade House Dressing, Spaghetti Bolognese (marinara and meat sauce), Bread and Butter, Dessert Bars, and Iced Tea for \$10.00 per person including tax and gratuity. Please contact your Chamber by February 22 to RSVP.

**LEADERSHIP JEFFERSON**

Leadership Jefferson held its Economic Development Module on January 9, 2008, beginning the day with leadership training provided by Paul Kostreski of **Blue Ridge Community and Technical College**, a co-sponsor of Leadership Jefferson. Jane Peters, Executive Director of the **Jefferson County Development Authority**, then spoke on the history of Economic Development with group discussion following. Dr. Russ Sobel, Professor of Economics at West Virginia University and author of over 75 books and articles on economic policy, including his recent book on West Virginia policy reform entitled Unleashing Capitalism, Why Prosperity Stops at the West Virginia Border, spoke to the class and other invited guests on economics in West Virginia. The day continued with informative tours of **BizTech** and **Royal Vendors**. All Chamber projects are made possible through the support from its members and the success of this module was made possible through additional support from the following: Eric Lewis, **Ours Lawyer Lewis & Company**, and Peter Corum, **The Corum Team-Wells Fargo**, who earlier provided each class member with a copy of Dr. Sobel's book; **Bank of Charles Town** (module sponsorship); **Panera Bread** (lunches); **Washington House Inn** (hosting Dr. Sobel); and Jefferson County government (meeting room). Leadership Jefferson, sponsored by the Jefferson County Chamber of Commerce and chaired by Andrew Skinner, **Nichols & Skinner Attorneys-at-Law** is a 10-month program with 24 class members who are learning more about various facets of Jefferson County. The February module will be on State Government and will include a trip to Charleston on February 10-12, 2008. For further information on Leadership Jefferson or any other activity sponsored by the Jefferson County Chamber of Commerce, please contact the office at (304) 725-2055 or email at [chamber@jeffersoncounty.com](mailto:chamber@jeffersoncounty.com).

**NEWSLETTER INSERTS**

Your Chamber is pleased to enclose information from members in these monthly bulletins on a first-come, first-served basis. Due to the increasing number of members who request this service, please notify your Chamber 2-3 months in advance of your requested date. Enclosures should be standard size (8 ½"x11"), standard paper weight, and folded in Z-form. No business cards! If you have reserved a space and then are unable to have the insert ready, please call your Chamber office. We keep a waiting list and can call someone to fill your slot.

**MEMBERSHIP REPORT**

We are pleased to welcome the following new members:

**The Neighborhood Welcome, LLC**

Selina Meehleib, Representative  
142 N. Queen Street  
Martinsburg, WV 25401  
(304) 596-2430  
[www.neighborhoodwelcome.net](http://www.neighborhoodwelcome.net)  
Service

**The Kohlhepp Agency, LLC**

Ray Kohlhepp, Representative  
59 Ruland Road, Suite I  
Kearneysville, WV 25430  
(304) 725-7100  
[www.allstate.com/39925](http://www.allstate.com/39925)  
Insurance & Financial Sales

As of this date, we have 451 members who have paid their fair share investments for a total of \$47,852.50 for fiscal year 2007-2008.

**NEWS FROM CHAMBER MEMBERS**

Paul Espinosa was named **Frontier's** General Manager in Charles Town, according to Mike Swatts, area general manager for West Virginia. In his new role, he will be responsible for the overall operations in **Frontier's** service territory in eastern West Virginia, including Charles Town, Romney, Petersburg, Moorefield and Parsons. Prior to joining **Frontier**, Mr. Espinosa worked for **BB&T** as manager of its Shepherdstown and Ranson financial centers and later as a business services officer in Jefferson County. He also worked for **Frontier** as a Sales Associate in Charles Town from 2001-2003, where he ranked among the top 10% nationally in sales, and was a recipient of the company's Council of Leaders Award. Mr. Espinosa received a Bachelor of Arts degree from West Virginia Wesleyan College. He is a past president of the **Charles Town Rotary Club**, is currently Second Vice President of the Jefferson County Chamber of Commerce, and is heavily involved in other community activities. He has strong business and community ties in Jefferson County and throughout the eastern portion of West Virginia. To contact Mr. Espinosa, call (304) 725-1520 or email him at [Paul.Espinosa@frontiercorp.com](mailto:Paul.Espinosa@frontiercorp.com).

The following classes will be offered by the **Small Business Development Center of Blue Ridge CTC**: "Let's Go Marketing Your Business" will be held from 2:30 – 4:30 p.m. on Tuesday, February 26 at the **Clarion Hotel & Conference Center** in Shepherdstown, and "Managing Your Business by Managing Your Cash" will be held from 2:30 – 4:30 p.m. on Wednesday, February 27 at The Country Inn in Berkeley Springs. The **SBDC** will also host a Free Advertising Expo from 1:00 – 5:00 p.m. on Thursday, February 28 at the Holiday Inn in Martinsburg. As part of the Celebration on National Entrepreneurship Week, the **SBDC** is inviting attendees to a free catered reception immediately following both workshops and the advertising expo. Pre-registration is required for the workshops by February 20 and there is a \$29 fee to cover the costs of materials. To register, please call the **SBDC** at (304) 260-4385 or download the Workshop Enrollment Form from their website at [www.BlueRidgeCTC.edu/sbdcweb](http://www.BlueRidgeCTC.edu/sbdcweb).

Simon Chen of **The UPS Store** announces that black and white copies are available on Thursdays only at a discounted price of \$.03 per copy. He also offers color copies at \$.35. **The UPS Store** is located at 217 Oak Lee Drive, Suite 10, Potomac Marketplace, Ranson, WV. For more information, call (304) 724-2006.

**NEWS FROM CHAMBER MEMBERS (cont.)**

**Girl Scouts of Shawnee Council** is proud to announce that the 2008 Girl Scout Cookie Program is underway. Individual orders will continue through February of 2008. Cookies will be delivered in March, and booth sales will be conducted throughout the Council during the month of March and April. "The Girl Scout Cookie Program is about much more than just cookies," said Maggie Witherbee, CEO of **Girl Scouts of Shawnee Council**. "The Girl Scout Cookie Program has long been the nation's premier entrepreneurship program for girls, enabling them to develop a number of lifelong skills." All profits from the sale stay in Shawnee Council to support girls. A portion stays at the council level and is used for council programs, adult training, scholarships and more. The remaining portion goes directly to the troops to be used at their discretion for troop activities and programs. To place an order for Girl Scout cookies, contact a Girl Scout Troop in your area and they will be happy to match you with cookies. If you can't find a Troop, contact the **Girl Scouts of Shawnee Council** office at (888) 263-8834 and they will match you with a troop in your area.

David W. Decker, CPA and Member of **Decker & Company PLLC**, announced recently that Elizabeth A. Jones, Senior Accountant, has successfully completed the QuickBooks® 2007 Certification Course. This certification demonstrates that Ms. Jones has the knowledge, education, and experience to understand and explain Intuit's QuickBooks® to clients. She is qualified to provide set-up, training and support of Intuit's financial accounting software used by numerous small businesses. Beth is a 1997 Graduate of **Shepherd University** with a degree in accounting. She has 10 years of experience in public accounting and has been a certified ProAdvisor since 2003. Beth is also an associate member of the West Virginia Society of Certified Public Accountants. **Decker & Company PLLC** specializes in business and individual tax planning and preparation; audited, reviewed, and compiled financial statements; business advisory services; new business setup; and bookkeeping training and assistance, including QuickBooks®.

Appealing to a broader base of students online, the **American Public University System (APUS)** has launched two new master's degrees in education. The new programs, Master of Education (M.Ed.) in Administration and Supervision and Master of Education (M.Ed.) in Teaching with a concentration in Instructional Leadership, are designed to advance career options for teachers, school administrators, and others who would like to pursue an advanced degree in education. The M.Ed. programs are available at member institutions American Military University and American Public University. For more information on education degrees, call (877) 777-9081 or go to [www.amuonline.com/education](http://www.amuonline.com/education).

**American Public University System (APUS)** has become a selected member of the Higher Learning Commission's (HLC) Academy for Assessment of Student Learning. The Academy for Assessment of Student Learning offers HLC member institutions a four-year program focused on student learning to accelerate and advance efforts to assess and improve student learning, and build institution-wide commitment to student learning. **American Public University System** completed a formal application to participate in the Assessment Academy, requiring demonstration of their commitment to student learning and ongoing assessment initiatives. The application asked **APUS** to discuss its readiness, goals, capacity, past efforts, and desired results for participating in a program that focuses intensely on assessing and improving student learning. Upon review, the HLC accepted **American Public University System** into the Assessment Academy for 2008, along with 47 schools also accredited by the HLC.

**NEWS FROM CHAMBER MEMBERS (cont.)**

Calling all seniors who want to be OWLS (Older, Wiser, Living Stronger!): A new program just for you. OWLS is a new program from **West Virginia University Hospitals-East** made possible by a grant from the WV Bureau of Senior Services. The fitness program is designed for seniors 55+ who want to age healthfully to live stronger and wiser as they grow older. OWLS is being developed by **WVUH-East** with support from Berkeley County Senior Services, Martinsburg-Berkeley County Parks and Recreation, Jefferson County Parks and Recreation, WVU Extension and the Martinsburg Mall. Physical activity and health education programs will be held in both Berkeley and Jefferson County. Look for information soon about exercise classes for seniors to be held at Berkeley and Jefferson County Parks and Recreation programs. The FREE OWLS Kick-Off Event will be Wednesday, February 6, 2008 (snow date February 13) at the Martinsburg Mall from 8:00 a.m. – 12:00 noon. The event will include free screenings, physical and mental assessments, physical activities and health information. Participating agencies include The Wellness Center, **WVUH-East**, AIDS Network, Clarion Fitness Center, **Gold's Gym Charles Town**, Martinsburg-Berkeley County Parks and Recreation, Berkeley Senior Services, **Audiology Hearing Care Services**, **American Cancer Society**, WVU Extension, Berkeley County Health Department and the Rural Health Education Consortium. You will learn the 10 keys to healthy aging, determine your health status and ways to incorporate the 10 keys into your lifestyle. It will be a HOOT! The FREE OWLS Healthy Aging Series will be presented at Berkeley Senior Services March 4 through April 8, every Tuesday from 11 a.m. – 12 noon. The OWLS Healthy Aging Series is a 6-week lecture series covering topics such as overall wellness, physical activity, heart disease, nutrition, mental health and living independently. You can come to all 6 or sign up for 1. Pre-registration is required. Register by calling (304) 264-1000, ext 1814 or e-mail [ddejarnett@cityhospital.org](mailto:ddejarnett@cityhospital.org).

City Hospital Foundation officials recently announced that applications for the 2008 Judge Gray Silver, Jr. Health Professions Scholarship Program are now available. The Judge Gray Silver, Jr. Health Professions Scholarship Program was established by the City Hospital Foundation in 2001 to offer financial assistance to area students interested in pursuing health professions. Named after the late Judge Gray Silver, Jr., a charter member of the City Hospital Board of Trustees and City Hospital Foundation Board of Directors, the awards are \$500 per year for a maximum of four years, and the students must reapply each year. Applications are available in the Guidance Departments at all area high schools or may be obtained by calling the City Hospital Foundation at (304) 264-1223. The deadline for submitting an application is March 31, 2008. For more information, contact the City Hospital Foundation at (304) 264-1223. The City Hospital Foundation is a member of **West Virginia University Hospitals-East**.

**DATES TO REMEMBER**

February 8-10 *Rumors* – **Old Opera House**, Charles Town  
15-17

February 18 Office Closed – Presidents' Day

February 28 Monthly Membership Meeting – **Anvil Restaurant**, Harpers Ferry – 12:00 noon

March 8 **Good Shepherd Caregivers** Potters' Bowl Fundraiser – War Memorial Building, Shepherdstown – 6-8 p.m.