

# CHAMBER NEWS

A Newsletter for Members of the Burgaw Area Chamber of Commerce

March 2009

## Welcome New Members

**Cowan Street Cakes & Confections**  
114 North Cowan Street, Burgaw  
910-259-3859

*Deliciously Designed Muffins, Cakes & Cupcakes*

**Duplin Music Academy**  
4223 US Hwy 117 South, Rose Hill  
910-282-0700

*Offering Suzuki Violin, Guitar, Piano,  
Organ and Kindermusik*

**Leland Copy Center**  
324-Q Village Road, Leland  
910-383-2235  
*Printing Services*

**WWAY TV3**  
615 North Front Street, Wilmington  
910-762-8581  
*ABC Broadcast Television Station*

**Wells Pork Products**  
750 Crooms Bridge Road, Burgaw  
910-259-2523  
*Market & Butcher Shop*

## American Cancer Society Canine Relay For Life

Saturday, March 14, 2009  
9:00 am - Noon

Foy Nature Trail at  
Poplar Grove Plantation

\$10 Registration Fee per Canine  
(one bandana for each registered dog)

Visit [www.pendercountyfl.com](http://www.pendercountyfl.com) to  
print your pre-registration form.

All Proceeds go to the American  
Cancer Society Relay For Life.

## Highlights from the 2009 Annual Banquet by Donna Best-Klingel, Executive Director

The Burgaw Area Chamber of Commerce held its annual banquet on Thursday, February 19 at the Mad Boar Restaurant. It was a night of ceremony and celebration, as the Chamber welcomed its members and honored several citizens and a business.

Martin Beach, Interim Town Manager earned the 2008 Citizen of the Year Award, while Shannon Pearce of First Citizens Bank took 2008 Volunteer of the Year. The 2008 Business of the Year went to Pender County Farm Bureau. All three awards are the Chamber's most prestigious awards given to individuals and businesses that meet high standards of community involvement and social responsibility.

In presenting the awards, Kay Warner, Volunteer Coordinator for Pender Adult Services talked about the importance of volunteering. "Volunteers are truly one of America's greatest resources. Volunteering gives you an opportunity to enact change, make your community a better place to live, and visibly promote your business".

Master of Ceremonies Mayor Pete Cowan provided a progress report on the chamber's 2012 Strategic Plan. Chamber Accomplishments for 2008 include:

- New Mission Statement
- Full-time Director
- Partnership formed with the Burgaw Tourism Development Authority and the North Carolina Blueberry Festival Association
- Quarterly General Membership Meetings
- Education Page Sponsor
- Increased Membership

Michael McWhorter, CEO, Mojo Musical Supply gave an overview of the 2009 Entrepreneur of the Year Award. McWhorter, the 2008 recipient of this award encouraged all members to either nominate themselves or another company.

Johnnie Westbrook of Burgaw Antiqueplace shared activities regarding the Downtown Business District and

*Continued on Page 2*



Pictured left to right: Jimmy Tate - Pender County Commissioner, Martin Beach - 2008 Citizen of the Year, Michael McWhorter - Mojo Musical Supply



## Place Your Bid! Silent Auction Winners

Jason Johnson, Broker, Realty World won four tickets and a parking pass to the UNC vs. NCSU game on February 18th.

Myrna Fountain Fusco, General Manager, Cape Fear Newspaper won four tickets and a parking pass to the NCSU vs. Boston College game on March 4th.



*Proceeds Benefit the Burgaw Chamber*

*Continued from Page 1*

the chamber's involvement to increase awareness and contribute to the success of local businesses.

Scott Satterfield, President and CEO of Wilmington Industrial Development was the guest speaker. He spoke on the benefits of economic development and appropriate use of infrastructure which serves a community's residential, commercial and industrial sectors. In addition, Satterfield emphasized the importance of organizations working together as a coalition to provide support and resources to new and existing businesses.

Closing remarks by Mayor Pete Cowan summed up the evening "Through all of the challenges and trials of the past twelve months, the Burgaw Chamber continuously exceeded its goals. This banquet was a wonderful event and a fitting tribute to a very productive 2008".

Special thanks to our Volunteers: Pender County Education Foundation - Karen Burton, Joyce Keith, Bobby Hudspeth, and Tiffany Smith; Nancy Neill - Heide Trask Career Development Coordinator; Pam Batten - Applewhite Designs; John Armstrong - Student, Harrells Christian Academy; and Barry Klingel - US Postal Service.



Mayor Pette Cowan congratulates Myrna Fountain Fusco, winner of the NSUS vs. Boston College tickets



Pictured left to right: Chantel Lane - First Citizens, Shanon Pearce - 2008 Volunteer of the Year, and Barry Klingel - US Postal Service



Ronnie Williams, General Manager, Farm Bureau 2008 Business of the Year

### Silver Sponsors:



### Bronze Sponsors:



*Burgaw Area Chamber of Commerce  
2009 Entrepreneur of the Year Award*

We invite you to participate in the annual selection process to name Burgaw Area Chamber of Commerce's Entrepreneur of the Year.

What is an Entrepreneur? For the purpose of this award entrepreneur is being broadly defined. It could be a new business or an existing business. The entrepreneurial activity could come from a start-up based in a home or part of a larger organization.

**Eligibility:** Any company that is a member of the Burgaw Chamber is eligible for the Entrepreneur of the Year Award. The company must be actively engaged in entrepreneurial activity - creating new products or services for people. Companies can nominate themselves or be nominated by others.

**Deadline:** March 20 (Applications can be sent via mail, fax or email.)

**2009 Judges:** Niels Jorgensen, President Kiln-direct.com (2007 Entrepreneur of the Year recipient), Michael McWhorter, CEO, Mojo Musical Supply (2008 Entrepreneur of the Year recipient), Donna Best-Klingel, Executive Director, Burgaw Area Chamber of Commerce

**Nomination:** Please submit typed answers to the following questions:

1. Brief description of business (less than 100 words).
2. Describe the need of the business and the value of its offering (less than 200 words).
3. Describe why you believe this business is entrepreneurial (less than 200 words).
4. Describe the company's competitive advantage and why it will continue to be successful even during an economic downturn (less than 200 words).

Please include your contact information in case we need additional information. Incomplete nominations will not be considered. The winner will be honored at the Coastal Entrepreneur Awards on May 14 at UNCW's Burney Center.

**Questions:** Donna Best-Klingel, 259-9817 or info@burgawchamber.com. Nominations can be faxed, mailed or emailed:

Fax: 910-259-5071

Burgaw Area Chamber of Commerce

PO Box 1096, Burgaw, NC 28425

Email: info@burgawchamber.com



*Doodlefish Trading Ribbon Cutting held Friday, January 30, 2009*

*Small Business Can Face Economic Cycles With Confidence  
by SCORE*

Dealing with an uncertain economy is never easy, especially for small businesses. Unlike their larger counterparts, small businesses rarely have the resources to monitor and take corrective action for every trend and issue. And even those owners who have weathered numerous business cycles may be faced with new circumstances that confound their otherwise successful instincts and knowledge.

While there is no crystal ball that accurately predicts the future, small business owners can take a number of steps that will help their enterprises endure the worst of times, and position them for success when conditions inevitably improve.

- **Consult your bank about your business's financial status.** Lenders have vast experience in economic cycles, and can advise you on issues specific to your business and industry. It may also be helpful to arrange a line of credit. You may not need it for several months or at all. But if a lag in

cash flow occurs, you will have a ready source of bridge money in place.

- **Make sure you have good relations with your creditors.** You may find it necessary to renegotiate terms, but overdue bills and inconsistent payment practices will not help your position. What's more, your creditors may be experiencing financial difficulties as well. Any flexibility will hinge on whether they perceive you as a reliable partner, or a risk.
- **Similarly, keep a close watch on your receivables.** Follow up with whoever owes your company money and make sure they are meeting their terms. Be firm when dealing problem accounts, but also be willing to negotiate where appropriate. It may take only a matter of months for a struggling customer can become a highly stable source of income. If you can accommodate such situations without adversely affecting your company's financial position, everybody wins.

**PRE-PAID LEGAL SERVICES, INC.**  
& Subsidiaries

**IdentityTheft SHIELD** "When Bad Things Happen To Good People"

**910.619.4812**  
Marilyn & Terry Blair

Independent Associate  
**PPD LISTED NYSE** Find Us On the Web at [www.blairteam.info](http://www.blairteam.info)

**"Are Your Legal Rights Protected?"**

Burgaw Area Chamber of Commerce  
Post Office Box 1096  
Burgaw, NC 28425

PRFRT STD  
U.S. Postage  
PAID  
Burgaw, NC  
28425  
Permit No. 3



### *Blueberry Open Golf Tournament*

The Blueberry Open Golf Tournament is fast approaching. The tournament will be held on Friday, June 12, at River Landing Golf Club. Registration and a continental breakfast will begin at 9 am followed by a shotgun start at 10 am. After golf, there will be a luncheon held at the new clubhouse. The cost is \$100 per golfer.

The committee has already begun planning this year's event and they are dedicated to making this the best one yet. To ensure the success of this year's outing, we are counting on the support of members like you! Sponsorship not only helps your chamber, but it is a great way to promote your business.

For sponsorship information contact John Lyon at 910-341-7622 or Donna Best-Klingel at 910-259-9817.

### **odds and ends**

Curves of Burgaw is proud to announce the hiring of Pat Berg. Pat has been a member of Curves for about two years which makes her a great asset to the Curves Family!

Congratulations to Dock Street Printing for receiving Best Print Shop Award for 2009. This makes the 4th consecutive year Dock Street has been voted #1 by *Encore* readers.

### *Burgaw Area Chamber of Commerce*

President - Pete Cowan  
Vice-President - Martin Beach  
Treasurer - Cindy Jones  
Secretary - Rosemary Pittman  
Executive Director - Donna Best-Klingel

Board meetings take place on the second Thursday of each month at 8:30 a.m. in the Burgaw Town Hall located at 109 N. Walker Street.

### *Advertising Guidelines*

This newsletter is distributed to members of the Burgaw Area Chamber of Commerce, distribution approximately 300. Approved, camera-ready advertisements should be received by the first of the month preceding publication.

#### Ad Sizes

1/8 pg. (3.5" x 2.25") - \$25      1/2 pg. (7" x 5") or (3.5" x 10") - \$85  
1/4 pg. (3.5" x 5") - \$45      Full Page Insert - \$100

### *Contributions to the Newsletter*

Please send to [info@burgawchamber.com](mailto:info@burgawchamber.com) or call 910-259-9817.

[www.burgawchamber.com](http://www.burgawchamber.com)

Newsletter printed by Dock Street Printing

[www.dockstreetprinting.com](http://www.dockstreetprinting.com)

910-763-8476