

Chamber News

Burgaw Area Chamber of Commerce

*A newsletter for members of the Burgaw Area Chamber of Commerce,
P. O. Box 1096, Burgaw, N.C. 259-9817*

Kiln-direct.com honored as the Burgaw Area Chamber of Commerce's Entrepreneur of the Year

The Burgaw Area Chamber of Commerce is pleased to announce Niels Jorgensen Company dba Kiln-direct.com as the 2007 Entrepreneur of the Year. The award was presented at the 11th Annual Coastal Small Business Awards Breakfast at UNCW on Friday, June 8. The decision was based on number of years of operation, stable employee base and continuing sales growth. All of these criteria contribute to the health of the Pender County economy. Also, taken into consideration was the fact that Kiln-direct.com is truly an international company that chose to locate in Burgaw, North Carolina and shares their portion of the global economy with us.

Niels Jorgensen first came to the United States as an exchange student in 1987 as part of a Rotary Exchange Program. He returned back to Denmark for three-and-a-half years to attend business school and to join the Danish Army in the Queen's Guard.

Realizing his love for America, he returned in 1992 as a lumber kiln operator and manager of a lumber operation in Currie before starting his own company in 1994 from a tiny apartment in Wilmington.

Niels based his new company on the knowledge and principles learned from working in his Dad's company in Denmark. Eventually, he moved his business to Burgaw in what is now Stover's Auction House. In 1999, he bought four acres in the industrial park on Progress Drive where he built a manufacturing plant to run his lumber equipment business.

In 2002, Niels and his father merged their companies under the umbrella of Kiln-direct.com

in order to provide better service and support at a lower price to their customers worldwide. Expansion took place again in 2004 with another building thereby tripling their production space.

In order to facilitate future expansions, Jorgensen purchased additional acreage. Today, Kiln-direct.com has become the leading producer of pallet kilns throughout the United States. The company continues to develop new products and recently produced a new line of small to medium sized lumber kilns in a modular construction, which represents a new approach in the lumber kiln industry.

In order to manage the growth of his company, Niels developed web-based business administrative software. The software is now being sold and marketed under the trade name OmniAdministrator.

The company's founder, Niels Jorgensen, along with wife Betsy and his parents, enhance the community with their business and personal investment of time and resources. Whether it's giving out Halloween candy at the annual Trunk-O-Treat or presenting their business at the annual Business Expo – the Jorgensens' dedication and enthusiasm is apparent.

Please join us in congratulating Niels Jorgensen of Kiln-direct.com.

*By Donna Best-Klingel,
Executive Director of the
Burgaw Area Chamber of
Commerce.*



Valde, left, and Betsy and Niels Jorgensen after receiving the Entrepreneur of the Year Award for Kiln-direct.com

Burgaw Area Chamber of Commerce

President, Vicki Foster
Vice-President, Julie Woodcock
Treasurer, Angie King
Secretary, Amanda Hatcher

Executive Director
Donna Best-Klingel

Advertising Guidelines

This newsletter is distributed to members of the Burgaw Area Chamber of Commerce, distribution approximately 300.

Approved advertising should be received by the first of the month preceding publication.

Ad Sizes

1/8 pg. 3 1/2"x2 1/4" \$25
1/4 pg. 3 1/2"x5" \$45
1/2 pg. 7"x5" or
3 1/2x10" \$85

Full page inserts \$100
Ad Design available \$35/hr.

Member Notice

The Chamber Board Meetings for July & August will be held at Four County EMC, Hwy 53 West, Burgaw. Contact the chamber office for more information, 259-9817.

Contributions to Newsletter

Please send to Julie Woodcock
jjwoodcock@bellsouth.net or
call 471-3193

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RaymondEarlMoore@
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Burgaw Area Chamber of Commerce Scholarship

Joshua Davis, a 2007 graduate of Heide Trask High School, and Omar Jacobs, a 2007 Pender High School graduate are recipients of the 2006-2007 Burgaw Area Chamber of Commerce Scholarships.

While a student at Heide Trask High School, Joshua was a dedicated and focused student, athlete, and member of the community. He received numerous academic honors and awards and has a superior record of community and volunteer service. Joshua's scholastic efforts include: symphonic, marching, and pep bands; captain of the soccer team, and member of the Quiz Bowl and Math-leates teams. Most recently, he was employed by Food Lion in Rocky Point.

Joshua is the son of Raymond and Regina Davis of Rocky Point. He plans to attend North Carolina State University to pursue a degree in Biology/Pre-Med.

Omar Jacobs is involved in numerous leadership roles within the school and community. He has earned numerous awards and recognition for school and community involvement which include: academic awards, music awards, Perfect Attendance awards for grades 9, 10, 11, and 12, and black belt Taekwondo 1st and 2nd degree.

Omar served as Senior Class President, participated in marching and symphonic band and winter color guard. Additionally, he served on the Teen Court and served as Captain. Omar gives back to the community by sharing his musical talents and through his service as a volunteer martial arts instructor showing youth alternatives to violence and teaching moral values.

Omar lives in the Willard Community with his mother, Mrs. Deloris Bethea. He plans to attend UNC Chapel Hill to pursue Pre-law, with a minor in music.

"The Chamber is proud to recognize these outstanding students for their academic excellence and commitment to their communities," said Chamber president Vicki Foster. "We hope that these \$500 awards will plant a seed that helps students reach their goals of higher education."

Many thanks

To the following businesses and individuals who contributed to the Burgaw Area Chamber of Commerce Blueberry Car, Truck and Motorcycle Show:

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Samantha Foster
Chris Price
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Blueberry Festival Window Decorating Display Contest 2007

1st Place – Bullard's Sports Club & Billiards
2nd Place – Harrell's Department Store
3rd Place – Old Savannah, L.L.C.

Employment Reference Phone Script

A previous employer can be a valuable source of information regarding someone you are considering hiring.

While some may refuse to provide any information, many will be happy to share their thoughts and opinions with you. Your goal in talking to a former employer should be to obtain the maximum amount of relevant information in the minimum amount of time.

Here is a sample phone script with the questions that can be adapted to your particular needs. But don't be afraid to depart from your prepared script if the conversation takes a different, but *useful* turn. In that case, the script can serve as a checklist to record information and to ensure that no topics of interest are left unexplored.

✓ [Applicant] has applied for a position with our business, and you were listed as a former employer. [Applicant] has signed a release that authorizes you to give us the following information. [Give identifying information they ask for to help them find the applicant's file. You may have to offer to send a copy of the applicant's release to the former employer in order to get the information.]

✓ Would you please verify that [Applicant] worked for your company from [date] to [date]?

✓ What was [Applicant's] job title?

✓ Could you give me a brief description of the duties [Applicant] performed?

✓ Please verify that [Applicant's] final rate of pay was \$ [amount] hourly/weekly/biweekly/monthly/annually.

✓ Was [Applicant] reliable?

✓ Was the work [Applicant] performed satisfactory?

✓ Did [Applicant] get along with coworkers and supervisors? [If relevant, with customers or clients?]

✓ What was the reason given for leaving your employ?

✓ Would you rehire [Applicant]?

✓ Would you recommend [Applicant] for a position as [whatever position you are trying to fill]?

✓ Thanks for taking the time to speak with me. Is there anything else that you think I might find helpful in making a hiring decision with respect to [Applicant]?

Source: U.S. Chamber of Commerce

New Member

NC Blueberry Council, Inc.

Julie Woodcock

PO Box 244

Atkinson, NC 28421

jjwoodcock@bellsouth.net

www.blueberrycouncil.org

Non-profit growers organization

Pender Adult Services

Fitness Fusion, the brand-new state-of-the-art facility at Pender Adult Services, extends an invitation to all chamber members to visit this important addition to the community.

Featuring advanced equipment that rivals high-end clubs, experienced instructors, and reasonable fees, members enjoy use of the machines and attending classes in Pilates, Yoga, Cardio Blast, Fit Over 50, Beginners' Step, Body Pump, Kickboxing, Waist Down, Sit and Be Fit and others. This is a truly well-rounded program with an opportunity for all ages to become fit. Add zip to your life and join us.

You can also add to the recognition of your business by sponsoring a prominent segment of the center. In the treadmill section, we provide television sets to keep members alert as they walk. Everyone will see the sign that proclaims, "Courtesy of _____" -reminding them of your company's interest in the health of our community.

Call Wes Davis at 259-9119 to learn more about this opportunity and for a tour of our facilities. We feel you will be impressed and motivated!

Small Business Drives The U.S. Economy

Small business accounts for 50% of U.S. private nonfarm gross domestic product (GDP), according the Small Business Administration.

"This study confirms the vital role of small businesses in the U.S. economy," says Bruce Josten, U.S. Chamber executive vice president, Government Affairs. "We must make

sure that government policies are shaped to help small businesses do what they do best-innovate, create jobs, and grow the economy."

The study, which compiled data on 16 industry sectors from 1998 to 2004, found strong small business growth in health and social services, arts and entertainment, and food services. 2004 data are the most recent available.

According to the study, small business contributions amounted to more than 50% of GDP in 5 of the 16 sectors and more than 80% of output in 2 sectors-construction and "other" services. SBA defines "other" as such things as equipment repair and dry cleaning. Small business share of total GDP peaked at 50.7% in 2004.

Source: U.S. Chamber of Commerce

Workers' Compensation Answers to Know

Q: I am a general contractor. Do I have to have workers' compensation insurance?

A: Yes, if you have three (3) or more employees. However, you may want to contact the builder's permit licensing department to see if you must carry coverage regardless of the number of employees you have in order to obtain a builder's permit.

Q: What are the penalties for not carrying workers' compensation insurance coverage?

A: Pursuant to N.C. Gen. Stat. §97-94(b), employers not in compliance with the Act may be subject to penalties between \$50.00 to \$100.00 for each day of non-compliance until proper coverage is obtained.

Source: NCgov.com

Burgaw Area Chamber of Commerce
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Burgaw, N.C. 28425

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Shannon Pearce - First Citizens
Traci Roberts - Wellcare
Sherry Ward - Edward Jones



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