

2014 Eastern Panhandle Entrepreneurs Forum Sponsors



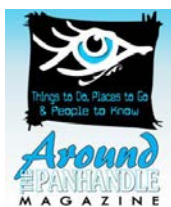
Accurate Systems has been helping small businesses, municipalities, utilities, and counties for over a decade. We develop and build IT infrastructure to do more. Installation and management of servers and workstations are what we do best! Accurate Systems will create, design and implement ideas to keep your network safe and secure.
<http://www.accurate-systems.com/>



American Public University System (APUS), which operates through American Military University (AMU) and American Public University (APU), is a leading provider of relevant, affordable and accessible distance learning to more than 100,000 working adults worldwide. It offers more than 180 online degree and certificate programs in areas including education, technology, business administration, liberal arts, national security, military studies, intelligence, homeland security and criminal justice. APUS is accredited by the Higher Learning Commission, and is a member of the North Central Association of Colleges and Schools. www.apus.edu.



A local U.S. Cellular agent with locations in Ranson, Inwood, and Romney. The experienced Retail Wireless Consultants at ANW Wireless can help with all of the mobile needs for your company. ANW Wireless is not just a cellular phone carrier, we also offer mobile hotspots, wireless modems, home phone service, and vehicle monitoring devices. Visit us on facebook:
<https://www.facebook.com/anwwirelessranson>



Around The Panhandle Magazine is published bi-monthly. Copies are available at all Rocs Stores for those who haven't yet subscribed. Stay in touch with what is happening throughout Berkeley, Jefferson, Morgan, Washington, Hampshire, Grant & Frederick Counties. www.aroundthepanhandle.com.



From its humble beginnings shortly after the Civil War, the **Bank of Charles Town** has grown to nearly \$300 million in assets and employs close to 100 people in the tri-state area. BCT has a long tradition of providing personalized and responsive service to its customers and the communities it serves. Although we have changed over the years, we still embrace the principals that got us to where we are today. Our employees never forget that our

main product is service, and we are judged not by what we say about it, but how we deliver it. It represents the basic way we do business at BCT, The Bank to Live By. <https://www.mybct.com/>



Bath Fitter happily offers our one-day bath remodeling solution in the Winchester area! Bath Fitter offers a wide variety of products that focus all on one goal- providing you a simple bathroom solution. Our Winchester location has been in operation since 2008, and it serves as one of our satellite offices extending from our corporate Harrisburg, PA location. Recently, Qualified Remodeler Magazine awarded Bath Fitter as the #1 Bathroom Remodeler in the country. This is the tenth year in a row that we have been awarded this title! Nationwide, Bath Fitter is ranked #5 in the overall top 500 list of remodeling companies. <http://www.bathfitter.com/>



Building on a tradition of excellence in community banking that stretches back to 1872, **BB&T** continues to offer clients a complete range of financial services including banking, lending, insurance, trust and wealth management solutions. We invite you to learn more about us, our company and our philosophy. <http://www.bbt.com/>



Blue Ridge Community and Technical College offers more than 40 associate degree and certificate programs, as well as workforce development training. Blue Ridge Community and Technical College is conveniently located on Route 45 West past the Commons Center, at 13650 Apple Harvest Drive. For more information on Blue Ridge Community and Technical College, please call 304-260-4380 or visit our website at www.BlueRidgeCTC.edu.



For more than 20 years, **City National Bank** has been serving the Eastern Panhandle with offices throughout the Eastern Panhandle in Charles Town, Berkeley Springs, Inwood, Ranson's Potomac Marketplace and three locations in Martinsburg. City actually operates 20 branches along the I-81 corridor. In the immediate area in addition to the Eastern Panhandle, City has branches in nearby Winchester, Stephens City, Strasburg, Front Royal, and Woodstock, Virginia. In addition to the Bank's 83 branch locations across Virginia, West Virginia, Eastern Kentucky and Southern Ohio, City National Bank operates CityInsurance Professionals, an insurance agency offering a full range of insurance products and services. City's product menu is diverse and includes checking and savings accounts, personal and commercial loans, mortgages, insurance and trust services. But the key to City National Bank's success for more than 20 years has been its ability to develop and retain a team of local bankers who go beyond what customers expect to provide unique banking relationships that are dependable coupled with the bank's sincere commitment to being deeply involved and invested in the communities it serves. <https://www.cnb.com/>



Diehl Law is Pointing Business Forward® for its clients. Whether starting up a new business structure, refining company policies and documents, assisting with employment matters, or just advising clients on any one of the myriad of issues faced in the business world, Diehl Law is committed to small and mid-size business in West Virginia and is here to help you make yours the best that it can be. At Diehl Law, the focus is on helping your business grow at the right pace and with the right legal resources. In an era where our society looks to small and medium size businesses to create jobs and stimulate the economy, Diehl Law understands how much is at stake. With real world experience in the corporate world, Diehl Law can provide insight into how, by working with the community a business serves, it helps to increase prosperity for all. Diehl Law uses modern technology to reduce costs and increase productivity for you and your business. The firm focuses on business law including business formation, writing contracts geared toward small and medium-sized businesses, developing brands, planning for business growth and working with business owners who need legal counsel as they develop their companies but who cannot afford to have a lawyer in-house. <http://www.diehlaw.net/>



HBS helps businesses and individuals achieve their business and individual financial goals. For over 15 years, this local business, under the direction of owner Brett Hersh, EA, MBA, has assisted businesses and in achieving these goals in four unique ways:

1. **Bookkeeping and Payroll Services**

By providing business management tools & the training to interpret them.

HBS Bookkeeping and Payroll Services provide business owners with a real-time scorecard that measures the effectiveness of their business decisions, and allows them to invest their resources in what matters:

- 1) Making current customers happy (profitably), and
- 2) Getting new customers.

Uniquely, as a part of its service, HBS also provides coaching sessions to clients to assist them in interpreting the scorecard and its financial implications for their business, and making wise choices in the use of scarce business resources.

2. **Federal and State Tax Returns**

By correctly **Preparing their Federal and State Tax Returns**, legally minimizing their tax obligations, and ensuring they remain in compliance with the ever-changing tax code.

3. **Professional Tax Representation**

By providing **Representation for Taxpayers Experiencing Tax Problems** before the IRS. As licensed and certified Enrolled Agents (EA), HBS provides assistance to those facing audit, back taxes, liens, levy, or non-filing penalties.

<http://hbsbusiness.com/>



HMS TECHNOLOGIES, INC. is an advanced IT systems integrator with business lines in Technology Integration, Business Process Optimization, Enterprise Solutions, and Health Services. Headquartered in a historic facility in Martinsburg, WV, HMS is a certified Service-Disabled Veteran-Owned Business built upon the principles of duty, honor, and commitment to excellence. Since 2003, HMS has experienced significant growth and is engaged in multiple government and commercial contracts with projects that span program management services, imaging and record management services, and health study implementations for large Federal contracts. The company is continually recognized for award-winning quality and the value of its work. HMS' awards include the first-ever SDVOSB of the Year award, SBA Small Business of the Year, DHS Small Business Achievement Award, and the Nunn-Perry Award.

www.hmstech.com

HOWARD SHOCKEY & SONS, INC. is one of the region's largest general contracting and construction management companies. Shockey provides construction and pre-construction services for new and renovated structures throughout Virginia, West Virginia, and Maryland. The firm is also licensed in North Carolina. Privately held and financially independent, Shockey offers a depth of construction experience in healthcare, corporate, commercial, industrial, educational, and public-sector projects. Shockey is certified to assist clients with U.S. Green Building Council's Leadership in Energy and Environmental Design (LEED) projects and is a demonstrated leader in the delivery of innovative public-private-partnership (PPP) projects through Virginia's Public-Private Education Facilities and Infrastructure Act. Founded in 1896, Howard Shockey & Sons is one of the largest continuously operating construction companies in Virginia.



<http://www.howardshockey.com>



Mid-Atlantic ProTel is your premiere AT&T retailer in the Eastern Panhandle and beyond. We have AT&T locations across four states including West Virginia, Virginia, Pennsylvania, and Maryland. We also operate InTouch Communications, a 24-hour Call Center, providing services to many businesses both locally and across the country. For more information visit our website at www.myprotel.com;

call 304-264-3600 or visit us on Facebook at www.facebook.com/myprotel.



Panorama at the Peak, Farm Fresh Dining with a View - Eat Fresh! Eat Local! Eat Organic! One of WV's iconic views – it easy to imagine all that came before us in the Potomac River Valley for the past 12,000 years. Add a peak into American history - the George Washington Heritage Trail, and the Civil War Heritage Trail stop here." Panorama is a self-described 'Farm-centric' restaurant. The exceptional food is local and/or organic. The

original native stone and timber 1929 building is warm and charming, the fireplace burns in the winter. The 'quirky-elegant' Main Dining room provides a window into sunset over the WV Mountains. And, if that's not enough, "we have a few ghost stories." Located on WV9 - 3.5 miles west of the Town. **Available for meetings and workshops 7 days a week. Private room available. Full Service/Open** to the public **Thursday – Sunday**. Reservations Please: call 304-258-0050 or visit online, www.PanoramaAtThePeak.com.



Re/Max 1st Realty-The Haymaker Team is your Jefferson and Berkeley County Expert Realtor Team located in Charles Town, West Virginia serving as your gateway to Eastern Panhandle Real Estate and nearby Loudoun, Clarke, and Frederick Counties in Virginia. We are a team comprised of three industry leading companies; RE/MAX 1st Realty of West Virginia, RE/MAX 1st Realty of Virginia, and West Virginia Commercial Realty all conveniently located in Downtown Charles Town, the fastest rising area of Jefferson County, WV, combining over 60 years of real estate, legal and customer service experience. The Haymaker Team is under the direct supervision of Jeff Haymaker, Broker/Owner. Let us show you why we are the first choice for buyers, sellers, developers, and investors in the Eastern Panhandle and Northern Virginia. www.thehaymakerteam.com



Specialized Engineering was established in 1992 and provides diversified engineering consulting services in the areas of construction materials testing and inspection, laboratory testing and analysis, geotechnical analysis and design, and environmental and

geophysical services. Now in their third decade of service, Specialized Engineering offers clients the right combination of engineering and management expertise, stability and integrity to consistently perform quality services within specifications, timeframes and budgetary constraints. Specialized Engineering's extraordinary team offers the skill of over 90 engineers, geologists, scientists and inspectors operating in three full-service regional locations; including Ranson, WV. Specialized Engineering is a successful ESOP company (Employee Stock Ownership Plan) with an ownership culture enhancing company responsibility and accountability resulting in benefits for the employee and company, and most importantly, the client. In keeping with their commitment to the communities in which they work, members of the Specialized Engineering team are proud to be involved in numerous business, construction, industry, and community organizations. For more information about Specialized Engineering, please contact Jerry Ross (jross@specializedengineering.com) at: 301-748-5472, or 304-724-2159. Please visit their website at www.SpecializedEngineering.com



Triad Engineering, Inc. (Triad) is a full-service engineering firm specializing in the areas of geotechnical engineering, environmental services, civil engineering design, land surveying, construction inspection and testing, drilling, laboratory testing, and other earth-science related disciplines. Triad was formed in 1975

and has steadily grown to become one of the largest engineering firms in the mid-Atlantic. Triad is 100% employee-owned. At Triad, we pride ourselves on our ability to perform top-quality work for our clients, which is both on schedule and within budget. Our company is small enough to be responsive to the needs of our clients, and large enough to remain at the forefront of the engineering practice. Projects have included design engineering, topographic and boundary surveys, subsurface explorations, construction monitoring, inspection and testing, environmental assessments and remediation, and preparation of contract documents. Triad currently maintains offices in West Virginia, Virginia, Maryland, Pennsylvania and Ohio. For more information please visit our Web site at www.triadeng.com or call us at 540-667-9300 or 301-797-6400.



University of Charleston-Martinsburg focuses on meeting the educational needs of working adults. Students can earn advanced credit through transfer credit from other regionally accredited institutions, our portfolio process assessment from work and life experience, military service and through credit by examination such as [CLEP](#) and [DANTES](#).
<http://www.ucwv.edu/Martinsburg/>



The **West Virginia Manufacturing Extension Partnership (WVMEP)** is the West Virginia affiliate of the national MEP program within the Department of Commerce and is based at West Virginia University's Statler College of Engineering and Mineral Resources. The WVMEP is dedicated to helping businesses in West Virginia by providing information, decision support, and implementation assistance in adopting new, technologies, techniques, and business practices. Expert in their individual disciplines, WVMEP's team works directly with your organization, to improve production, marketing, quality systems, information systems, health and safety, manufacturing management, product design and development, industrial engineering, and general manufacturing. We work with any size business, no one is too small or too large. Contact the WVMEP at 304-293-3800 Ext 2 or 304-290-8425. Our website is www.wvmep.com and we are on LinkedIn, at LinkedIn groups: WVMEP

****2014 EPEF SPONSORS – with no paragraph featured - Comcast Business Division**

HONORARY EPEF SPONSORS



The **Berkeley Springs-Morgan County Chamber of Commerce** is a non-profit civic organization devoted to the encouragement and development of area businesses and the general economic climate. Currently there are more than 180 business, organization and individual members. Chamber staff and volunteers develop and manage community-wide annual events including the Apple Butter Festival, new teacher welcome, golf tournament and Community Volunteer Day. www.berkeleyspringschamber.com



The **Jefferson County Chamber of Commerce**, "the front door to your community", is a non-profit organization serving Jefferson County for over 50 years with a Board of Directors representing a cross section of the economic life and the geographic area of Jefferson County and its surrounding areas. The Chamber's role in the community is to help promote the businesses and individuals that become members and inform new community members of local members and their businesses. The Chamber is host to several banquets each year. New and expanded businesses in Jefferson County are recognized at our **Annual Banquet**. In the fall the Chamber recognizes the unsung heroes of the community; law enforcement, firefighters, emergency medical services, and dispatchers are recognized at our **Public Service Recognition Banquet**. In August the new educators in Jefferson County Schools are recognized at the **New Teacher's Luncheon** in their honor. For "**Right Hands Day**" the Chamber will host a special lunch for members that would

like to honor the right hands to their business. Each year the Chamber partners with the Jefferson County Farm Bureau for a joint picnic at a different business location. All banquets are open to the public and offer good opportunities for networking - good food and good fellowship. Your Chamber also encourages businesses to "Sponsor" any Chamber events to help promote your business within the community. For more information visit our website at www.jeffersoncountywvchamber.org and click on "benefits".

Spearheading the County's economic vitality, the **Martinsburg-Berkeley County Chamber of Commerce** is a voluntary nonprofit organization composed of more than 500 businesses and



1500 dynamic men and women. The Mission of the Chamber is to facilitate the economic progress of its members. Benefits of membership include involvement in Berkeley County's leading business organization giving a unified voice to local business and industry, networking

and advertising opportunities, information to members on vital issues, legislation, Chamber activities and community updates through monthly newsletters and emails, information about members in the form of referrals for products and services, leadership opportunities and training through the Chamber's **Leadership Berkeley** program, and a professional, full-time staff working for your business and community interests. www.berkeleycounty.org



The **Small Business Development Center (SBDC) of the Eastern Panhandle** serves Morgan, Berkeley and Jefferson county residents with professional assistance in starting a business, business management issues, accessing capital, exporting, federal procurement, and training. Call, e-mail or visit our website at www.wvsbdc.org.

The EPEF organization was started in 2001 by the Eastern Panhandle Development Authority Executive Directors. The meetings each month are organized by the Berkeley, Morgan, and Jefferson County Development Authorities along with key steering committee members.



The **Berkeley County Development Authority** is charged with the mission of attracting and retaining jobs and tax base for the county and its citizens. Our job is to help you discover the many opportunities that our county has to offer. We work with businesses of all sizes and all inquiries are kept confidential. The Berkeley County Development Authority can help you identify property options and assist with site selection; assist in obtaining the necessary permits and licenses; locate workforce development and customized training programs; determine financing options and incentives. You'll find a wide variety of attractive industrial and business sites at very competitive prices. Sites range in size from one acre to three hundred acres with infrastructure including public water and sewer, natural gas, electricity, telecommunications, railroad access, and industrial access roads. For additional information please visit our website, www.developmentauthority.com, or contact: Stephen L. Christian, Executive Director, Berkeley County Development Authority, Tel. 304 267-4144, Fax 304 267-2283, email: schristian@developmentauthority.com



Jefferson County
Development Authority
304-728-3255
www.jcda.net

A pro-business attitude, certified business sites, and an unsurpassed quality of life, combined with a lower cost of doing business relative to the adjacent metropolitan areas, make Jefferson County an ideal

location for almost any company. We invite you to take a closer look at what we can offer to your business. The mission of the **Jefferson County Development Authority** is to provide an increased and diverse tax base for Jefferson County, and to provide new employment opportunities for our citizens through the attraction of various types of business, and through the retention and expansion of existing businesses. Established in 1979 and governed by a 15 member Board of Directors appointed by the County, the Jefferson County Development Authority is available on a confidential, no cost basis, to assist business and industry in making the decision to come to Jefferson County and be a point of informational contact for the business already here. Please visit www.jcda.net for more information or contact the office at 304-728-3255.



Economic Development Authority

The **Morgan County Economic Development Authority** is the authorized entity to provide support and access to funding for community development projects and develop the infrastructure to attract business, commercial and technology based companies. The group encourages and assists with the growth of our existing business base. Attracts new job opportunities and supports the effort to further

tourist related activities throughout Morgan County. Morgan County is located in West Virginia's Eastern Panhandle, less than 100 miles northwest of Baltimore-Washington metropolitan area and 150 miles southeast of Pittsburgh, Pennsylvania. It is the westernmost of the three counties in the Panhandle, which includes Berkeley and Jefferson counties and which forms a wedge between Maryland to the north and Virginia to the south. The county has an area of 230 square miles with a population of roughly 16,000 people. There are two incorporated municipalities, the Town of Bath, which is included in the larger area of Berkeley Springs, and the Town of Paw Paw.

www.morgancountywv.gov/eda