



## Letter from the President,

As we enter April and the season begins to change from winter to spring it is time to dust some things off for a little spring cleaning. Take your business cards out and dust them off for some of your Networking Opportunities with the York County Chamber of Commerce. Benefits such as Business After Hours, the Chamber Leads Networking Groups & Educational Workshops the Chamber puts together for its members and guests are great ways to get connected or reconnected to people with whom you want to do business.

**The BAH program** is held monthly at a different location to promote that particular host's business. It has been and will continue to be a great social networking opportunity for people. We have many great ways to help you generate more business at every BAH, such as the referral minute and the education moment. The referral minute is an opportunity to write down a specific or general business and/or individual for whom you are looking. If you are a chamber member, your referral request is read aloud during the BAH to hopefully make a referral for you that evening. If you're not a member then we will place the request on a board for attendees to review. The education moment provides tips and ideas on various topics such as business networking and member benefits.

**The Chamber Leads Networking Group** is designed to develop a trust circle of individuals from various industries, building a network of relationships to share referrals and sales leads within that circle. There are two Groups, one in the lower part of the county and one that meets in the upper part. Membership in the York County Chamber is mandatory to be a part of one of the Groups. Both are excellent ways to network with other people to create beneficial business relationships to grow your own business and to increase your center of influence.

**The Lower County Networking Group** meets on the Second and Fourth Thursday of every month at the Vineyard Church on Route 17 near the reservoir. If you are interested in more information about this group, contact *Chuck Marcotte* at 757-595-4100. **The Upper County Networking Group** meets on the First and Third Tuesday of every month at the George Washington Inn on Merrimac Trail. If you are interested in more information about this group, contact *Tim Meyer* at 757-342-4357.

**The Chamber has a handful of Educational Workshops** it puts on through the year on a variety of topics. All of these workshops are

### April Newsletter Sponsor



5030 Geo. Wash. Mem. Hwy.  
Yorktown, Virginia 23692  
(757) 833-5970



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### Member Highlights

#### *February New Members*

Accurate Mechanical, Inc.

Computer Concepts of  
Williamsburg

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#### *February Renewing Members*

Celebrate Yorktown  
Committee

Chesapeake Bank

Chick-Fil-A

Fairfield Kingsgate

First Command Financial

open to the public for a small fee; however as a member you receive either a preferred rate or free admission (Tier 3 members). Please visit the chamber website for more information about these workshops and other benefits the chamber offers.

So get to your spring cleaning and hopefully you will come to experience some of the exciting things the York County Chamber has to offer.

- **Chuck**

## April Events:

### Board & Committee Meetings

- Board of Directors Meeting, April 7th at 5:30pm, 1st Advantage FCU, 110 Cybernetics Way
- Marketing & Communications Committee Meeting, April 23rd at 9am, County Admin. Conference Room, 224 Ballard Street in Historic Yorktown
- Events Committee Meeting, April 9th at 9am, Long & Foster 5007 Victory Blvd.
- Membership Committee Meeting, April 13th at 8:30am, TowneBank, 1 Old Oyster Point Rd., 3rd Floor, in Newport News

### Networking Groups

- Upper York/Williamsburg Group, April 6th at 8am, George Washington Inn, 500 Merrimac Trail
- Lower York Group, April 15th at 8am, Peninsula Vineyards Church, 6912 George Washington Mem. Hwy.
- Upper York/Williamsburg Group, April 20th at 8am, George Washington Inn, 500 Merrimac Trail
- Lower York Group, April 29th at 8am, Peninsula Vineyards Church, 6912 George Washington Mem. Hwy.

### Events

- Business After Hours, April 12th at 5:30pm, TowneBank, 6515 George Washington Mem. Hwy.

### Planning

Focusing on Solutions, LLC

Jones, Blechman, Woltz  
& Kelly, P.C.

Peninsula Council for  
Workforce Development

The Natural Health  
Consultant, Inc.

### Monthly Member Benefit Highlight

Chamber Members can save  
up to 80% on OFFICE  
SUPPLIES!

Click on the image below  
to begin saving ...



### Business Resource of the Month

York BIZ



**York County Chamber of Commerce**

757-877-5920 | admin@yorkcountycc.org | www.yorkcountycc.org