



CHAMBER
of
COMMERCE
OF THE PALM BEACHES

BUSINESSwatch

January 2017

401 N. Flagler Drive, West Palm Beach | (561) 833-3711 | www.palmbeaches.org

UPCOMING EVENTS

To Sell is NOT to Sell

When: Wednesday, Jan. 11; 8:30-10:30 a.m.
Where: Chamber Boardroom
Cost: Free to members
Speaker: Greta Schulz, Schulz Business SELLutions

Power Networking @ Lunch

When: Wednesday, Jan. 11; 11:30 a.m.-1 p.m.
Where: Holiday Inn-Palm Beach Airport
Cost: \$35, members (in advance), \$40 after deadline; \$45, future members (in advance), \$50 after deadline

Starting off on the Right Foot, Staying in Step Along the Way Seminar

When: Thursday, Jan. 12
Where: Chamber Boardroom
Cost: \$15, members (in advance)/ \$20 after deadline; \$25, future members (in advance), \$30 after deadline
Presented by: Ford Harrison LLP

Business Builder

When: Friday, Jan. 13 and Thursday, Jan. 26; 8:30-9:30 a.m.
Where: Chamber Boardroom
Cost: Free

YPOP Hotspot

When: Wednesday, Jan. 18; 5:30-8 p.m.
Where: South Florida Fair
Cost: Free for YPOP members

Network for a Cause

When: Thursday, Jan. 19; 5:30-7:30 p.m.
Where: McMow Art Glass, Inc.
Cost: \$15, members (in advance), \$20 after deadline; \$30, future members

One on One 101

When: Friday, Jan. 20; 8:30-9:30 a.m.
Where: Chamber Boardroom
Cost: Free

YPOP Connect

When: Monday, Jan. 23; 5:30-7:30 p.m.
Where: Table 26
Cost: Free for YPOP members only

Confessions of a Sales Building Master Mind Seminar

When: Tuesday, Jan. 24; 8:30-10:30 a.m.
Where: Chamber Boardroom
Cost: \$15, members (in advance), \$20 after deadline; \$25, future members (in advance), \$30 after deadline
Presented by: Power Marketing Academy

State of the City Breakfast

When: Friday, Jan. 27; 7:30-9:15 a.m.
Where: Palm Beach County Convention Center
Cost: \$45, members (in advance), \$50 after deadline; \$50, future members (in advance), \$55 after deadline
Presented by: Good Samaritan Medical Center

STATE OF THE CITY BREAKFAST



Mayor Jeri Muoio PHOTO BY CAPEHART PHOTOGRAPHY

West Palm Beach Mayor Jeri Muoio will focus in on the future of West Palm Beach in her annual State of the City address, presented by Good Samaritan Medical Center, on Friday, Jan. 27 at 7:30 a.m. The event will be held at the Palm Beach County Convention Center. A \$45 pre-registration discount price for Members is good through Jan. 20, and the cost will be \$50 thereafter. Non-Member tickets are \$50 before the Jan. 20 deadline and \$55 after. Corporate table sponsorships are available for \$550. Free parking will be sponsored by Hedrick Brothers Construction. Special thanks to our host sponsor, GL Homes.

Arrive early and network with elected officials and other community leaders, and enjoy coffee sponsored by Aqua Marketing & Communications. In response to requests from our members, a limited number of table-top displays are available for \$300. This includes a 6-foot skirted table, two chairs and two breakfast admissions. This is a great opportunity to show your wares in front of nearly 1,000 of West Palm Beach's business and community leaders. Register at www.palmbeaches.org, or e-mail Marissa Kosiec at mkosiec@palmbeaches.org with any questions.

Good Samaritan
Medical Center

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TICKETS ON SALE NOW

The Annual Baseball Bash is scheduled for Thursday, Feb. 16 at Roger Dean Stadium from 6-8 p.m., rain or shine.

Select players and coaches from the St. Louis Cardinals and Miami Marlins will sign autographs between 6-7 p.m. from the field level. There is a maximum of one autograph from each player, per person, so that all attendees will have the opportunity to meet the players.

The participating players will not be announced prior to the event. Cardinals General Manager, John Mozeliak will give

the 2017 forecast at 7:15 p.m. There will also be a silent auction, including a Cardinals and Marlins autographed team jersey with a letter of authenticity. Dinner on the party deck is included.

Tickets are limited and will sell out. Individual tickets range from \$40-\$90. Please bring your confirmation with you. No tickets will be mailed.

For more information or to purchase tickets to the Baseball Bash, contact Marissa Kosiec at (561) 833-3799 or e-mail mkosiec@palmbeaches.org.

The Palm Beach Post
REAL NEWS STARTS HERE

Roger Dean Stadium
JUPITER, FLORIDA

FEBRUARY 16, 6 - 8 P.M.

BASEBALL
M
MIAMI
BASH



Holiday Business After Hours at Hyatt Place-West Palm Beach

Chamber members celebrated the holiday season at the December Business After Hours, hosted by Hyatt Place West Palm Beach.

Business After Hours gets makeover

The Chamber has moved toward including a charity element in the regular monthly mixer by partnering with local nonprofits. The goal in 2017 is to increase members' awareness of the needs that exist in our community by introducing them to local nonprofits and encouraging them to get involved.

"We have restructured Business After Hours and renamed it NETWORK FOR A CAUSE," said Marissa Kosiec, Special Events Coordinator. "It is our

intention to promote and support our growing businesses while advocating for our local charities and non profits."

Each month, a portion of the proceeds will be donated to the partnered charity.

The first Network for a Cause mixer kicks off on Jan. 19, hosted by McMow Art Glass. We will be partnering with the Quantum House. For more information about Network for a Cause, contact Marissa Kosiec at (561) 833-3799 or mkosiec@palmbeaches.org.



Chamber's Publisher hires group editor

Passport Publications & Media Corporation is proud to announce the hiring of John Thomason as its group editor. Thomason will oversee content and workflow, writing and editing for Passport's stable of publications, including the Chamber of Commerce of the Palm Beaches' annual Guide to the Palm Beaches, the Business Development Board of Palm Beach County's Profile magazine, Discover the

Palm Beaches' Official Visitor's Guide, the official in-room publication of PGA National Resort & Spa, and 10 other signature magazines.

A graduate of the University of Central Florida, Thomason arrives with extensive experience in newspaper and magazine publishing, having risen through the ranks of JES Media and its flagship publication, Boca Raton, from 2011 through 2016 after obtaining the position of managing editor. His knowledge of Palm Beach County culture, events and infrastructure places him in an ideal position to pilot Passport's custom media products into the future.

YPOP is FREE to members in 2017

Eligible Chamber members can now participate in YPOP events for free! Non-Chamber members are welcome to attend select events for a fee of \$20 per event. To register for events, please visit our website or contact Marissa Kosiec at mkosiec@palmbeaches.org.

About YPOP

The Young Professionals of the Palm Beaches (YPOP) provides a great opportunity for professionals under 40 to network and educate themselves on important issues facing the Palm Beach County area. The Chamber

of Commerce of the Palm Beaches encourages YPOP members to become more involved throughout the community and serve as leaders in the area. Events include monthly hotspots, seminars, volunteer opportunities and more!

YPOP
YOUNG PROFESSIONALS
OF THE PALM BEACHES



The Holiday YPOP Hotspot was hosted by SWAG and Members collected unwrapped toys to benefit the Little Smiles organization.



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BUSINESS watch

January 2017



From left: Dean Ridings, President and CEO Florida Press Association; Tim Burke, Publisher, The Palm Beach Post; Howard Saltz, Publisher and Editor, Sun-Sentinel; Mindy Marques, VP and Executive Director, Miami Herald. PHOTO BY CAPEHART PHOTOGRAPHY

Media discusses election coverage at recent Chamber Breakfast

The December Post Election Breakfast, sponsored by ideabar, brought South Florida newspaper executives together to discuss their coverage of the recent presidential election.

Moderator Dean Ridings, President and CEO of Florida Press Association, asked panelists questions about the importance of a free press and the First Amendment in a democracy and how they combat perceptions of media bias propagated during the

recent campaign.

The panel consisted of Tim Burke, Publisher of *The Palm Beach Post*; Howard Saltz, Publisher and Editor of *The Sun-Sentinel*; and Mindy Marques, VP and Executive Director of *The Miami Herald*. They also discussed social media's role in the presidential race and the importance of identifying credible sources. The significance of covering a third-party candidate also raised debate.

Our next Chamber breakfast will be the State of the City Address on Jan. 27, from 7:30 a.m.-9:15 a.m. at the Palm Beach County Convention Center. For more information, contact Marissa Kosiec at (561) 833-3799 or mkosiec@palmbeaches.org.



Leadership West Palm Beach Class 2017 Announced

The mission of Leadership West Palm Beach is to cultivate the leadership potential of those individuals who reside or work in West Palm Beach and utilize their skills to foster the development of programs and opportunities that will enrich and improve the quality of life in the Palm Beaches. The members of the 2017 Class are as follows:

Mark Anderson (Merrill Lynch)
Cyndi Young Arruda (The Lord's Place Inc.)
Scott Berry (Scott Berry Law, P.A.)
Alexandra Boudet (The Palm Beach Post)
Robert Castrovinci (Song + Associates, Inc.)
Trudy Crowetz (United Way



of Palm Beach County, Inc.)
Dave DeMay (KAST Construction)
Carye Farrell (Quest Workspaces)
Kelly Gardner (Jones, Foster, Johnston & Stubbs, P.A.)
Vanessa Grimaldi (Seacoast Bank)
Jennifer Hampton (Superior Virtual)
Dana Herst (City of West Palm Beach)
Kendra James (Bank of America Merrill Lynch)
Aaron Jones (BB&T Bank)
Paul Lawler (Holland &

Knight LLP)
Richard Lubliner (Greenstein & Lubliner, LLP)
Melanie Martinez (UBS Financial Services Inc.)
John Meskiel (West Palm Beach Fire Rescue)
Sarah Mooney (West Palm Beach Police Department)
Angel Pachkowski (Lesser, Lesser, Landy & Smith, PLLC)
Rebecca Peterson (City of West Palm Beach)
Cynthia Rivera (Shield Bright)
Shane Savage (BG, Inc.)
Thomas Scheer (TD Bank)
Jessica Shapiro (Gunster)
John Smith (Duffy's Sports Grill)
Ali Soule (Brightline)
David Thorson (Caler, Donten, Levine et al)

Thank you to our Class 2017 Sponsors:



The 2017 Guide to the Palm Beaches debuts at the State of the City Breakfast

The Chamber is pleased to announce the release of the 2017 Guide to the Palm Beaches at the State of the City Breakfast on Jan. 27.

The Guide is used by residents, visitors, tourists and local businessmen and women when purchasing products or services. It is distributed to local hotels as well as West Palm Beach Information

Center, Palm Beach County Convention Center and Palm Beach International Airport.

Copies are also available in the Chamber lobby at 401 N. Flagler Drive in downtown West Palm Beach. To have your business appear in upcoming Chamber publications, contact Kelly Fanelli, Membership Director, at (561) 257-0289, or kfanelli@palmbeaches.org.



Chamber Board of Directors, Trustees to meet Young Professionals

The Chamber's Board of Directors and Trustees will meet with YPOP Members for our first YPOP Connect event of the year on Jan. 23 from 5:30-7:30 p.m. at Table 26. This "Members Only" event will give our YPOP members

an opportunity to interact with seasoned executives and leaders in our community for a one-on-one encounter.

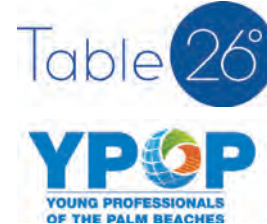
The Young Professionals of the Palm Beaches (YPOP) provides a great opportunity for professionals under 40 to net-

work and educate themselves on important issues facing the Palm Beach County area. The Chamber of Commerce of the Palm Beaches encourages YPOP members to become more involved throughout the community and serve as lead-

ers in the area.

Hosting the event is Table 26, the 2016 Small Business Person of the Year award recipient.

Registration is required to attend. Contact Marissa Kosiec at mkosiec@palmbeaches.org to RSVP.



NEW MEMBERS

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Shawn Sloan
VP Chief Solutions Architect
759 S.W. Federal Highway, Suite 309
Stuart, FL 34994
agscoretechnologies.com
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Wayne Henry
Managing Director
3525 S. Lake Drive
Boynton Beach, FL 33435

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Hey Sandy PR & Communications
Sandy Collier
President
133 Hamilton Terrace
Wellington, FL 33414
heysandypr.com
(561) 386-5262
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Life's Changes Palm Beach County, Inc.
Beth Benvenuti
Executive Director
2250 Palm Beach Lakes Blvd., Suite 102
West Palm Beach, FL 33409
lifeschangespbcc.org
(561) 683-1000
NOT-FOR-PROFIT

MedExpress Urgent Care
Stephanie Sanchez
Field Marketing Coordinator
19090 State Rd. 7
Boca Raton, FL 33498
medexpress.com
(724) 993-5793
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Joseph Russo
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Pike & Lustig, LLP
Amy Hinkler
Attorney
2465 Mercer Ave., Suite 204
West Palm Beach, FL 33401
turnpike-law.com
(561) 855-7585
ATTORNEYS — COMMERCIAL LITIGATION

Professional Leadership & Management, LLC
Roderick Frase
Business Consulting
2 Maple Leaf Drive
Hyde Park, MA 02136
professionalllms.com
(617) 201-0105
BUSINESS CONSULTANTS

Reef Protection & Aquarium Sanctuary
Nick Gancarz
President
6461 Garden Road, Suite 123
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areefprotection.org
(561) 324-1831
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Founder/CEO
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