The Charlotte Stone Crabs have been providing affordable, family-friendly entertainment to the area since 2009. The Class A Advanced affiliate of the Tampa Bay Rays, our season runs from April to September with 70 home games.

Our games are filled with fun and our promotional calendar includes theme nights, fireworks, giveaways and more. Take advantage of different daily specials each day of the week like $2 Tuesdays or Thirsty Thursday drink specials!

Want to have a group outing at the ballpark? Ask us about our group tickets, fundraising opportunities, all-you-can-eat picnics and luxury suites. Or ask us about our many advertising opportunities for your business to accommodate any budget.

For more info, call us at 941-206-4487 or email info@stonecrabsbaseball.com.

The Stone Crabs Opening Night is Saturday, April 11th vs. the Bradenton Marauders. Gates open at 4:00 p.m. with a free Magnet Schedule for fans and our Helicopter Candy Drop for kids 12 and under at 5:00 p.m. The game starts at 6:00 p.m. with our first fireworks show of the season after the game!
### Calendar of Events March

<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>3rd</td>
<td>8:30 am</td>
<td><strong>Business &amp; Economic Development Committee</strong>  (Sarasota Memorial Hospital ER- 2nd Flr Community Room, 2345 Bobcat Village Center Rd, North Port)</td>
<td></td>
</tr>
<tr>
<td>3rd</td>
<td>4:00 pm</td>
<td><strong>Professional Development &amp; Education Committee</strong>  (Goodwill Job &amp; Career Center, 14879 S. Tamiami Trail, North Port)</td>
<td></td>
</tr>
<tr>
<td>4th</td>
<td>7:30 am</td>
<td><strong>Breakfast Club Networking</strong>  (Longhorn Steakhouse, 1381 Tamiami Trail, Port Charlotte)</td>
<td></td>
</tr>
<tr>
<td>6th</td>
<td>9:00 am</td>
<td><strong>Marketing &amp; Communication Committee</strong>  (Charlotte State Bank, 4300 Aiden Lane, North Port)</td>
<td></td>
</tr>
<tr>
<td>6th</td>
<td>2:00 pm</td>
<td><strong>Ribbon Cutting - Life Planning Law Firm</strong>  (4375 S. Tamiami Trail, North Port)</td>
<td></td>
</tr>
<tr>
<td>10th</td>
<td>8:30 am</td>
<td><strong>Member Services Committee</strong>  (Perkins, 6001 S. Salford Boulevard, North Port)</td>
<td></td>
</tr>
<tr>
<td>10th</td>
<td>5:30 pm</td>
<td><strong>Business After Hours - Frohlich, Gordon &amp; Beason</strong>  (18401 Murdock Circle, 2nd Flr, Port Charlotte)</td>
<td></td>
</tr>
<tr>
<td>11th</td>
<td>8:30 am</td>
<td><strong>Resource Development Committee</strong>  (Busey Bank, 14803 Tamiami Trail, North Port)</td>
<td></td>
</tr>
<tr>
<td>13th</td>
<td></td>
<td>Leadership North Port - Media &amp; Justice Day</td>
<td></td>
</tr>
<tr>
<td>19th</td>
<td>11:30 am</td>
<td><strong>Network@Noon</strong>  (Beef O’Bradys, 1037 Sumter Blvd, North Port)</td>
<td></td>
</tr>
<tr>
<td>20th</td>
<td>1:00 pm</td>
<td>Annual Chamber Game - Rays, Charlotte Sports Park</td>
<td></td>
</tr>
<tr>
<td>25th</td>
<td>8:30 am</td>
<td><strong>Orientation</strong>  (Sarasota Memorial Hospital ER- 2nd Flr Community Room, 2345 Bobcat Village Center Rd, North Port)</td>
<td></td>
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<tr>
<td>25th</td>
<td>5:30 pm</td>
<td><strong>North Port Young Professionals Mix &amp; Mingle</strong>  (Buffalo Wings &amp; Rings)</td>
<td></td>
</tr>
<tr>
<td>26th</td>
<td>8:30 am</td>
<td><strong>Government Relations Committee</strong>  (Room 244 - North Port City Hall, 4790 City Hall Blvd.)</td>
<td></td>
</tr>
<tr>
<td>1st</td>
<td>7:30 am</td>
<td><strong>Breakfast Club Networking</strong>  (Olde World Restaurant, 14415 Tamiami Trail, North Port)</td>
<td></td>
</tr>
</tbody>
</table>
Thank You To Our
Chamber Champions 2019 - 2020

PLATINUM

GOLD

SILVER

A&F Shuttle Transportation With Class LLC
Allstate Insurance - Steve Matthews Agency
Carol St. Germain - Re/Max Anchor Realty
ClikWiz
Cruiser’s Travel & Tours, LLC
CUBIC Advisors
Debbie Snowden - Coldwell Banker Sunstar Realty
Dream Vacations - Ed & Robin Rinkewich
Economic Development Corporation of Sarasota County
epiphany Health
Evolve Chiropractic
Gale West - Your Health Consultant
Gelmtree Advertising
Great Florida Insurance of North Port - Heather Reichle
Heron Creek Animal Hospital
Linda L. Zick, IBC - Mary Kay
North Port Art Center
Olde World Restaurant & Sherwood Forest Lounge
Paul Patterson Handyman Service
Security Alarm Corporation
SeePort Optometry
Solaris Healthcare
State Farm Insurance - Dean McConville Agency
Stellar Web Production
Ted & Linda Curran - Coldwell Banker Sunstar Realty
Valerie LaBoy - Weichert, Realtors Gulf Coast Group
Wendy Namack, CFP® - Namack Portfolio Investment Professionals, LLC

COMMUNITY PARTNERS

Florida Weekly
HARBOR STYLE
Heron Creek Golf & Country Club
iHeartRadio
lightspeed
North Port Magazine
North Port Florida
WKDW - 97.5FM
The Real Community Radio
A Message from the Executive Director

The North Port Area Chamber of Commerce is accepting resumes until Friday, March 13, 2020, for a Membership Coordinator for the North Port Area Chamber of Commerce. This is a full-time position and is responsible for all activities related to the recruitment and retention of Chamber members. The primary responsibilities of the Membership Coordinator include:

- Membership – Create and execute activities related to the selling, renewing and retention of Chamber memberships. Work closely with the Member Services Committee and Chamber leadership.
- Membership Initiatives – Manage any membership initiatives to increase membership enrollments, maintain and/or increase membership retention by utilizing and suggesting special promotions and creative sales techniques.
- Personal Calling – Contact is expected to be made to both prospective and existing members.
- Monitoring and Reporting – Provide monthly status of new and renew Chamber memberships.
- Represent Chamber – Attend Community and Chamber events as a representative of the Chamber.

Those interested can e-mail their resumes to wgunnin@northportareachamber.com or mail to 1337 N. Sumter Boulevard, North Port, Florida 34286. Resumes can be dropped off at the Chamber office between the hours of 8:30 am – 5:00 pm. For more information, please call the Chamber office at (941) 564-3040.

2020 North Port Maps Advertising

The North Port Area Chamber of Commerce is offering the opportunity for Chamber businesses and non-Chamber businesses to order and purchase advertising opportunities in the 2020 North Port Maps. These maps are very popular and the Chamber will have 4,000 maps printed and distributed locally, statewide and nationally beginning in July 2020. Businesses interested in purchasing an ad in the 2020 North Port Map must order and make payment no later than Thursday, April 30, 2020. The cost and size of ads are listed below:

- Map-side business card size ad - $175.00 (3-3/8” x 2”)
- Back-side business card size ad - $100.00 (Chamber Members) - (3-3/8” x 2”)
- Back-side business card size ad - $175.00 (Non-Chamber businesses) - (3-3/8” x 2”)
- Front panel, map-side display ad - $300.00 (3-1/2” x 4”) SOLD OUT
- Back panel display ad - $150 (3-1/2” x 4”)
- Back-side panel ad - $400.00 (3-1/2” x 9”)
- Back cover panel ad - $800.00 (3-1/2” x 9”) SOLD

A Night at the Races

The North Port Area Chamber of Commerce will be hosting the “A Night at the Races” on Saturday, May 16, 2020 from 5:00 pm - 10:00 pm at George Mullen Activity Center in North Port. The “A Night at the Races” will be an evening of fun-filled excitement for people who enjoy horse racing, dancing,
and a chance to win fabulous prizes. The thoroughbred horse races are up-to-date productions shot with five cameras. Each race features commentary by professional race track announcers and show the horses parading to the post, loading in the gate, split screen close ups, horses in the lead graphics, the tote board results, the winning horse in the winner’s circle, slow motion photo finish replays, plus a full graphic and commentary announcing the results of each race. This year, we are once again adding casino games to the event for the enjoyment of our participants. A food buffet & beverages (including adult beverages) will be provided throughout the event. Each person will receive “Play Money” with their ticket in order to bet on the horse races. Participants can purchase additional “Play Money” throughout the evening if needed. In between races, while betting occurs, attendees will enjoy entertainment and dancing. There will even be a special “Hat Contest” (traditional, creative & people’s choice) conducted between the 4th & 5th race and the winner will receive additional Play Money to use on the races or prizes. At the end of the evening, participants will have the opportunity to win fabulous prizes with their “Play Money” through the Reverse Raffle and Live Auction. Sponsorship and ticket opportunities for Chamber Members and the public will be announced and become available this month.

Leadership North Port Class Conducting Charity Raffle
The 2020 Leadership North Port Class is conducting a Multi-Gift Baskets Raffle to benefit and help improve security for the Child Protection Center in North Port. There will be three Gift Baskets that include: A “Wagon of Cheer” holds bottles of liquor, wine, wine glasses, and more, valued at around $500, a “Spa Basket” that contains a variety of beauty items, massage and yoga gift certificates for places around the community, valued at $650, and a “Man-Basket” Wheelbarrow that is filled with power tools, painting supplies, hand tools and gift cards. The cost of the raffle tickets is one ticket $5.00 or three tickets for $10.00. Raffle ticket buyers can choose which basket they would like to purchase raffle ticket(s) for. Those interested in purchasing tickets may do so from any member of the 2020 Leadership North Port Class or by calling the North Port Chamber of Commerce at 941-564-3040.

Leadership North Port is a series of city-wide programs designed to enhance participants awareness of our community and its needs by examining how leadership in the historical, geographical, educational, economic, governmental and cultural segments work together to perpetuate and advance the North Port community and its citizens. The program is also designed to nurture and engage the leadership skills of potential and current leaders by providing an atmosphere that stimulates and fosters diverse viewpoints, resulting in innovative answers to the critical questions facing our community. The program strives to create awareness and to connect leaders with issues; however, it is not an academic leadership training program. The Leadership North Port Program is conducted annually from October through June.

William J. Gunnin
William J. Gunnin
Executive Director
North Port Area Chamber of Commerce
Honor Roll

- Balloon Excitement
- Centennial Bank
- Coldwell Banker Sunstar Realty
- Coldwell Banker Sunstar Realty – Linda & Ted Curran
- Cruiser’s Travel & Tours
- Dream Vacations – Ed & Robin Rinkewich
- Farley Funeral Homes
- Farr Law Firm
- First Physician Group at North Port
- Friends of the Legacy Trail
- Friends of the Library North Port
- Gid Pool
- Gulf Coast Magazine, Inc.
- Holiday Builders
- Keller Williams Peace River Partners, LLC
- Keller Williams Realty Gold – Madelyn LaRosa
- Kyle Kurtis Salon & Spa
- Mark Kaufman Roofing
- North Port Library
- PostNet of North Port
- Precise Painting
- Real Steam, LLC
- Sarasota Memorial Health Care System
- Sleep Inn & Suites Port Charlotte
- Southern Self Storage of North Port
- Suncoast Technical College
- Sunny State Roofing
- Tenbusch Construction
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Service/Industry</th>
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<tbody>
<tr>
<td>American Field Inspections LLC</td>
<td>Inspection Services</td>
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<tr>
<td>Solar Solutions FLA</td>
<td>Solar Solutions</td>
</tr>
<tr>
<td>Total Therapy Florida</td>
<td>Therapy Services</td>
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<tr>
<td>Nix &amp; Associates Real Estate - Violetta Zalevskyi</td>
<td>Real Estate Management</td>
</tr>
<tr>
<td>The Lighthouse Grill at Stump Pass</td>
<td>Restaurant Services</td>
</tr>
<tr>
<td>Puerto Rican Spice</td>
<td>Restaurant Services</td>
</tr>
<tr>
<td>Rob Hurth Photography</td>
<td>Photography Services</td>
</tr>
<tr>
<td>Basil Appliance Sales and Service</td>
<td>Home Appliance Sales and Service</td>
</tr>
<tr>
<td>Gallery of Artful Things</td>
<td>Art Curator Services</td>
</tr>
<tr>
<td>Riverchase Dermatology and Cosmetic Surgery</td>
<td>Medical Services</td>
</tr>
<tr>
<td>C &amp; F Movers</td>
<td>Movers Services</td>
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<tr>
<td>Restore Medical Partners</td>
<td>Medical Services</td>
</tr>
<tr>
<td>Hollister Painting &amp; Drywall</td>
<td>Painting Services</td>
</tr>
<tr>
<td>Judy Newell Palm Terrace Marketing</td>
<td>Marketing Services</td>
</tr>
</tbody>
</table>
Veteran - December 2019

Boca Beacon/Gasparilla Magazine
5 Years a Member

Family Pride Roofing
10 Years a Member

Go Team Visits - February

S & L Glass Specialities
Volunteering and working at the BIG events on February 15.

Media and Justice Day - February 14, 2020
Chamber Networking Breakfast

Put your morning to work.

Location: LongHorn Steakhouse

Address: 1381 Tamiami Trail
Port Charlotte

Day/Date/Time: Wednesday March 4, 2020
7:30 am - 9:00 am

$8.00 pre-register or $10.00 at door
**Breakfast Buffet**
Bacon, Eggs, French Toast, Sausage, Home fries,
Oatmeal, Mixed Fruit, Coffee, Tea, Orange Juice

Registration Required By March 3rd.
www.northportareachamber.com
Or call 941-564-3040
Or email: info@northportareachamber.com
Join North Port Area Chamber of Commerce
In a Ribbon Cutting and Grand Opening for

Life Planning Law Firm, P.A.
Elder Law & Estate Planning
‘Peace of Mind Begins with a Plan’

Friday, March 6, 2:00 pm
14375 S. Tamiami Trail, North Port

Refreshments will be available.
Business After Hours

Tuesday, March 10, 2020

Sponsored & Hosted by:

Frohlich Gordon Beason
Trial Lawyers Who Care

18401 Murdock Circle, 2nd Flr, Port Charlotte
5:30 pm – 7:00 pm
Catering by Triple B BBQ!
The 2020 North Port Small Business Lunch and Learn program is a series of monthly workshops to assist business owners with improving their business and staying competitive. Workshops are held at the Suncoast Technical College, 4445 Career Lane in North Port. The lunches and workshops are offered at no cost thanks to the generosity of our workshop sponsors. Workshops begin at 11:30 AM and conclude by 1:00 PM. Please register at www.northportareachamber.com.

**Wednesday, March 11; Creating Effective Facebook Ads**
Facebook has the biggest reach of all the social media platforms and the most powerful targeting capabilities. As a result, Facebook advertising can play a significant role in helping you: Increase your reach to current and future fans, Build engagement with fans and visitors to your Facebook business page, Prospect for new customers/clients.

**Thursday, April 9; Create a World Dominating Message and Make More Money**
Craft your Undisputable Brand Message so you can quickly convey your expertise and compel people to buy from you. Next, hone in on your audience’s true desires to connect them with your perfect product. Finally, we’ll practice together to ensure you’ve nailed this powerful method and make more money.

**Thursday, May 14; Tools and Resources to Help Your Business**
A business is made up of many parts and a business owner can easily be overwhelmed. It is important to find tools and resources that can help you run your business smoothly and effectively and recognize which will help your business to grow. Discover the tools and resources available in our area and determine which of them can help you.

**Thursday, June 11; Reach Customers Online with Google**
Learn how customers find your business online and how to promote your online presence. Use your free business listing, SEO techniques and online advertising to improve your website’s visibility on all devices. Learn how to find and use Google Analytics and Google Trends.

**Thursday, July 9; Leadership Training**
What is your leadership style? What are the characteristics of a good leader? At this workshop you will have the opportunity to identify your leadership style and learn how it relates to your environment. Be prepared to share your thoughts about leadership and participate in an interactive project that demonstrates leadership skills.

**Thursday, August 13; Promoting Your Business**
You promote your business by getting the word out, and you have to do this consciously. You should spend at least an hour a day promoting or planning how to promote your business. While promotion is a budgeted activity it doesn’t have to be expensive. Learn inexpensive ways to promote your business.

**Thursday, September 10; Technology for Small Businesses**
Running a successful small business comes down to how you use your resources. Technology allows small business owners to use limited resources in smarter, more efficient ways. Explore technology that could ease or eliminate the daily struggles of operating and growing your small business.

**Thursday, October 1; Building Good Communication Skills**
Good communication skills allow us to give and receive information effectively and efficiently. It is important to have good verbal, non-verbal and written communication skills to share information with customers, clients, employees, suppliers, other business owners and many more. Learn here by doing.

**Thursday, November 12; Attracting and Maintaining Customers**
Most small business owners are very good at what they do, but that is only part of creating a successful business. Creating sales by attracting new customers and retaining existing customers is necessary for the business to grow and succeed. Learn how to use your USP and a little humor to attract attention and stay “Top of Mind”.

**Presented by:**

**Workshop Sponsor:**

**Lunch Prepared By:**

**BallLawCenter.com**
North Port, FL
Luncheon

BEEF 'O' BRADY'S

Thursday, March 19, 2020
1037 Sumter Blvd.
11:30 am—1:00pm

Chamber Members: $15.00 each / Non Chamber Members or at door: $20.00 each
Meal Choices: Fish & Chips, Reuben Sandwich, The Dubliner or Vegetable Rice Bowl

Yes! Reserve ______ seat(s) for the Network @ Noon Luncheon for a total payment of $________
Name(s): ____________________________
Business: ____________________________
Telephone/Email: ______________________
Chamber of Commerce Affiliation: ____________________________

Payment Method: Credit Card ______ Check ______ Cash ______
Credit Card Number: ____________________________
Exp. Date: _______ Security Code: ________ Zip Code: ________

North Port Area Chamber of Commerce • 1337 N. Sumter Boulevard • North Port • Florida • 34286
Phone: (941) 564-3040 • Fax: (941) 200-5713

*** Registration Deadline: Tuesday, March 17, 2020 ***
FRIDAY, MARCH 20
1:05 P.M.
CHARLOTTE SPORTS PARK

CHAMBER APPRECIATION GAME

$20
Chamber members, visit raysbaseball.com/chamberoffer to take advantage of this special ticket offer. Tickets are subject to availability.

ENJOY A BOARDWALK TICKET & TWO DRINK COUPONS

888.FAN.RAYS RAYSBASEBALL.COM
For any questions, please email springtraining@raysbaseball.com
The North Port Area Chamber of Commerce will be hosting a Chamber Orientation and Web Training for prospective, new or current Chamber members who wish to learn more about the Chamber of Commerce and how to use the tools the Chamber offers to help make their business be successful.

The Orientation will take place at the Sarasota Memorial Hospital ER - Community Room, located at 2345 Bobcat Village Center Rd., 2nd Floor, North Port, March 25, May 27; July 29; and September 30 from 8:30 am—9:30 am.

Followed by a Web Training from 9:45—10:45 am. Please bring your laptop or tablet to follow along.

Attend one or both! There is no cost to attend the Orientation and donuts, coffee & water will be provided.

To reserve a spot for the Orientation and or Web Training, please register online, call the Chamber Office at (941) 564-3040, or e-mail info@northportareachamber.com
ARE YOU READY?

NPYP MIX & MINGLE

Join us for our next networking mixer at Buffalo Wings and Wings! Must be 21-40 years of age & ready to network with other young professionals and grow your business!

BUFFALO WINGS AND RINGS
1081 W PRICE BLVD,
NORTH PORT, FL 34288
MARCH 25TH, 2020
5:30PM - 7:30PM

For more information please call
John Colligan from The Rhonda Gustitus Team at
Keller Williams Realty at 941-451-0653!

NPYP
NORTH PORT YOUNG PROFESSIONALS

NORTH PORT AREA CHAMBER OF COMMERCE
Ribbon Cutting - Comprehensive Childcare
Business After Hours
Multi-Chamber Rays Event
Newcomer Day
Business and Community Expo
Business and Community Expo
6th Annual
A Night At The Races

PRESENTED BY
Key Agency, Inc.
INSURANCE Since 1952

HORSE RACING - CASINO GAMES - FOOD & BEVERAGES - VALET PARKING
HAT CONTEST - PHOTO BOOTH - 50/50 - LIVE AUCTION - RAFFLE PRIZES

HORSE RACING
Saturday May 16th, 2020
George Mullen Activity Center
5PM - 10PM

$40 Individual Ticket - $75 Couples Ticket
(each ticket includes Food, Beverages & $10 in Play Money!)

ANY Winnings Will Be Redeemed in Play Money and can be Used to Bet, Play Casino Games, or Buy Raffle Tickets & Auction Items. You Must Be 21 to Attend This Event.

ALL PROCEEDS TO BENEFIT North Port Area Chamber of Commerce

SPONSORSHIPS AVAILABLE CALL 941-564-3040
North Port Area Chamber of Commerce 1337 N. Sumter Boulevard, North Port, FL 34286 - 941. 564.3040
The Communicator is a monthly publication of the North Port Area Chamber of Commerce:

1337 N. Sumter Boulevard
North Port, FL 33986
Phone: 941-564-3040
Fax: 941-200-5713

Email: info@northportareachamber.com

Web: www.northportareachamber.com

CHAMBER STATISTICS

<table>
<thead>
<tr>
<th></th>
<th>March 2020</th>
<th>YTD 2020</th>
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<tbody>
<tr>
<td>Phone Calls</td>
<td>374</td>
<td>1,213</td>
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<tr>
<td>Visitors in Office</td>
<td>154</td>
<td>582</td>
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<tr>
<td>Website Visits</td>
<td>2,787</td>
<td>9,402</td>
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<td>Website Page Views</td>
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<td>27,061</td>
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<td>Facebook Visits</td>
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<td>1,721</td>
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<tr>
<td>Facebook Reach</td>
<td>11,089</td>
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BUSINESS & COMMUNITY
GROWING TOGETHER

The mission of the North Port Area Chamber of Commerce is to promote and encourage business prosperity and to enhance economic development through advocacy, engagement and cooperation.

2019-2020

Executive Committee:

President: Matt Dill (Stellar Web Production)
Immediate Past President: Bill Werdell (Achieva Credit Union)
Incoming President: David Roth (Rothco Signs & Design)
Treasurer: Jackie Normand (Busey Bank)
Secretary: Gale West (Your Health Consultant)

Directors:

Frank Gailer (A&F Shuttle Transportation With Class LLC)
Tony Gustitus (Keller Williams Peace River Partners, Rhonda Gustitus Team)
Mike Juaire (Security Alarm Corporation)
Valerie LaBoy (Weichert, Realtors Gulf Coast Group)
Kelly Louke (Charlotte State Bank & Trust)
Jamie Lovern (Lolablue)
Sharon Matthews (Allstate Insurance - Steve Matthews Agency)
Ed Rinkевич (Dream Vactaions)
Amy Schuldt (Kyle Kurtis Salon & Spa)
Ray Witkowski (Key Agency, Inc.)
Linda Zick, IBC (Mary Kay)

AARP Volunteers: Debbie Nichols and Terry Baker

Your Chamber Working For You

William Gunnin
Executive Director

Denise V. Berg
Office Administrator

STAFF:

keep it short... SHOP ON NORTH PORT

The mission of the North Port Area Chamber of Commerce is to promote and encourage business prosperity and to enhance economic development through advocacy, engagement and cooperation.