Roberts Insurance Group was formed in 1983 by Wayne A. Roberts as an exclusive agency (representing one company). The agency expanded to adding multiple Associate Agents over the years to better serve our clients. In response to a difficult and changing insurance market in Florida, the agency reorganized into a full independent agency, partnering with multiple insurance carriers to better serve our clients and thus became Roberts Insurance Group, LLC. This ensured our ability to serve our clients and all of their insurance need.

For over 35 years Roberts Insurance Group has been inspired to grow under the auspices of our adopted philosophy of “Committed to Our Community”. Our agency has been honored to support numerous charitable and civic organizations over the years. The Venice area community has been good to Roberts Insurance Group, and all our team members are committed to giving back to our community in any way we can.

Tara Valentino specializes in commercial insurance and has been with the Roberts insurance group since 1994. She is a graduate of Venice High and lives in North Port with her two children. Tara is involved in her local BNI chapter and previously served previously as Vice President and Education Coordinator. She also assists the Roberts Insurance Group with its many charitable activities in the Venice area.

Tara Valentino
Associate Agent
211 S. Nokomis Avenue
Venice, Florida  34285
941.485.5686
tara@robertsinsurancegroup.com
www.robertsinsurancegroup.com

“Committed to Our Community”
1st 12:00 noon  Ribbon Cutting (Toys for Tots, 14260 Tamiami Trail, North Port)
2nd 9:00 am  Marketing & Communication Committee (Charlotte State Bank, 4300 Aiden Lane)
3rd 9:00 am  North Port Newcomer Day (George Mullen Center, 1602 Kramer Way, North Port)
3rd 8:00 am  NPACC Scramblin’ on the Green Golf Tournament (Heron Creek Golf & Country Club, 5301 Heron Creek Blvd., North Port)
6th 12:00 noon  Ribbon Cutting (Weichert Realtor, 4265 Tamiami Trail, Ste C Port Charlotte)
6th 4:00 pm  Professional Development & Education Committee (Goodwill Job & Career Center, 14879 Tamiami Trail)
7th 7:30 am  Breakfast Club Networking (Olde World Restaurant, North Port)
7th 4:30 pm  Ribbon Cutting (Holiday Inn Express, 380 Commercial Court, Venice)
8th 11:30 am  Lunch & Learn (Community Room, Sarasota Memorial Healthcare, 2345 Bobcat Village Center, North Port)
9th  all day  Leadership North Port
12th 8:30 am  Member Services Committee (Perkins, 6001 S. Salford Boulevard, North Port)
13th 5:30 pm  Business After Hours (SeePort Optometry, 4381 Aidan Lane, North Port)
14th 8:30 am  Resource Development Committee (Key Agency, 14942 Tamiami Trail)
14th 12:00 Noon  Networking@Noon (Suncoast Technical College, 4445 Career Lane, North Port)
15th 11:30 am  Networking@Noon (Suncoast Technical College, 4445 Career Lane, North Port)
16th 8:00 am  Chamber Web Class (Community Room, Sarasota Memorial ER, 2345 Bobcat Village Center, North Port)
22nd  & 23rd  Thanksgiving Holiday - Chamber Closed
27th 8:30 am  Business & Economic Development Committee (Sarasota Memorial ER, 2nd Floor Community Room, 2345 Bobcat Village Center Road)
28th 8:30 am  Chamber Orientation (Sarasota Memorial ER, 2nd Floor Community Room, 2345 Bobcat Village Center Road)
29th 8:30 am  Government Relation Committee (Sarasota Memorial ER, 2nd Floor Community Room, 2345 Bobcat Village Center Road)
Thank You To Our Chamber Champions 2018 - 2019

Thank you to our Chamber Champions for their support and contributions.

**PLATINUM**

- Superior Pools of Southwest Florida Inc.
- Worksite
- Employee Leasing
- Financial Services
- Insurance Agency

**GOLD**

- Bayfront Health
- Spring Training Facility
- Coldwell Banker
- Sunstar Realty
- Sarasota Memorial Health Care System

**SILVER**

- Renaissance at West Villages
- AADisaster Restoration 24/7
- Allstate Insurance - Steve Matthews Agency
- Always Air Heating & Cooling
- Amy Sauer - Anytime Realty
- BB&T
- ClikWiz
- Coastal Quality Landscapes
- Cruiser’s Travel & Tours, LLC
- Debbie Snowden - Coldwell Banker Sunstar Realty
- Dick & Denise Woodhull - Sun Realty
- Do-Well Painting

**BRONZE**

- Dream Vacations - Ed & Robin Rinkewich
- Economic Development Corporation of Sarasota County
- Epiphany Health
- Gale West - Your Health Consultant
- Great Florida Insurance - Heather Reiche
- Heartland Payment System
- Linda & Ted Curran - Coldwell Banker Sunstar Realty
- Linda L. Zick, IBC - Mary Kay
- Lowe & Levy, CPA’s, LLC
- Mills-Roy Luxury Travel
- Olde World Restaurant
- Paul Patterson Handyman Service
- Security Alarm Corporation
- SeePort Optometry
- State Farm Insurance - Dean McConville
- Stellar Web Productions
- The Power & Light Co., LLC
- The Springs at South Biscayne
- Valerie LaBoy - MVP Realty Associates
- Wendy Namack, CFP® - Namack Portfolio Investment Professionals, LLC

**COMMUNITY PARTNERS**

- Florida Weekly
- Harbor Style
- Heron Creek Golf & Country Club
- IheartRadio
- Lightspeed Voice
- North Port Style
- North Port Magazine
- WKDW - 97.5FM Real Community Radio

Thank you to all our Chamber Champions and Community Partners for making our chamber thrive.
A Message from the Executive Director

This month, the Chamber will be hosting a very special Networking @ Noon Luncheon on Thursday, November 15, 2018 from 11:30 am - 1:00 pm at the Suncoast Technical College Campus in North Port. The Chamber will be recognizing and thanking Vice-Mayor Linda Yates for her eight (8) years of service as Commissioner for the City of North Port. The cost is $15.00 per person and includes pasta food buffet that includes red & white sauce, meatballs, sausage, bread, salad and beverages. It is requested that registrations be made in advance by Monday, November 5, 2018.

The holidays are just around the corner! North Port will soon be ablaze with holiday lights and decorations! The North Port Area Chamber of Commerce will award its Annual Frosty Award to the storefront Chamber business judged to exhibit the most festive holiday decorations. Start Decorating Soon! Businesses need to be members of the Chamber to be considered for the Frosty Award. Entrees are due in the Chamber office by Friday, November 16, 2018. Judging will take place on December 5, 2018 and the Annual Frosty Award will be presented to the winner on December 13, 2018 at the Chamber’s Annual Awards Luncheon.

I would like to invite each of you to attend the Chamber’s Annual Holiday Social which will be held on Tuesday, December 11, 2018 from 5:30 pm – 7:30 pm at the Charlotte Harbor National Golf Club (formerly known as Bobcat Trail Golf Club) in North Port. This is a great opportunity to celebrate the Holiday Season with your fellow Chamber Partners and to help support those less fortunate as we collect new, unwrapped toys for the “Toys for Tots” toy drive. If you do not plan to conduct a Holiday Social at your place of business this is a great opportunity offer a low-cost benefit to your employees and recognize the hard work that they provide to you and your business on a daily basis. The cost is $20.00 per person or $35.00 per couple and includes a hor’ devours, non-alcoholic drinks and entertainment (Karaoke). A cash bar will be available. Word has it that there will be a special appearance by “Santa Claus”.

You are invited to attend the Annual Awards Banquet to be held on Thursday, December 13, 2018 from 11:30 am – 1:30 pm at Heron Creek Golf & Country Club. The nominees & winners of the 2018 Business-of-the-Year and the Annual Frosty Award will be announced and all Committee Members that volunteered over the past year will be recognized. The cost is $25.00 per person and includes a plated lunch and beverages. Table sponsorships are available for $250.00 includes seating for eight (8) people or 1/2 table sponsorship for $150.00. Table sponsors will receive recognition in the Awards Program, verbal recognition, and a special table sponsor sign. Come join us as we recognize the nominated and winning businesses for their accomplishments and success. Space is limited, so register for the luncheon now!!!!

Sincerely,

William J. Gunnin

William J. Gunnin
Executive Director
North Port Area Chamber of Commerce
The North Port Chamber of Commerce is pleased to have these partners renew their annual investment in the community:

<table>
<thead>
<tr>
<th>Business</th>
<th>On The Roll For</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Allstate Insurance - Matthews Insurance Agency</strong></td>
<td>32 Years</td>
</tr>
<tr>
<td><strong>House of Maps</strong></td>
<td>32 Years</td>
</tr>
<tr>
<td><strong>Olde World Restaurant</strong></td>
<td>32 Years</td>
</tr>
<tr>
<td><strong>North Port Foot &amp; Ankle - Scott P. Kurecki, DPM, PA</strong></td>
<td>29 Years</td>
</tr>
<tr>
<td><strong>SKY Family YMCA</strong></td>
<td>22 Years</td>
</tr>
<tr>
<td><strong>King Plastic Corporation</strong></td>
<td>17 Years</td>
</tr>
<tr>
<td><strong>North Port Title</strong></td>
<td>15 Years</td>
</tr>
<tr>
<td><strong>Roberson Funeral Home &amp; Crematory, Inc.</strong></td>
<td>11 Years</td>
</tr>
<tr>
<td><strong>MarineMax Venice</strong></td>
<td>10 Years</td>
</tr>
<tr>
<td><strong>Buffalo Wings &amp; Rings</strong></td>
<td>8 Years</td>
</tr>
<tr>
<td><strong>Eric-John Claessens, DDS, PA</strong></td>
<td>8 Years</td>
</tr>
<tr>
<td><strong>North Port Concert Band</strong></td>
<td>8 Years</td>
</tr>
<tr>
<td><strong>Roberts Insurance Group</strong></td>
<td>8 Years</td>
</tr>
<tr>
<td><strong>Society of the North Port Performing Art Center</strong></td>
<td>7 Years</td>
</tr>
<tr>
<td><strong>Robinson, Hanks, Young &amp; Roberts, CPA</strong></td>
<td>6 Years</td>
</tr>
<tr>
<td><strong>Certain Services, Inc.</strong></td>
<td>4 Years</td>
</tr>
<tr>
<td><strong>Heron Creek Middle School</strong></td>
<td>4 Years</td>
</tr>
<tr>
<td><strong>Big Summer Golf Card Holdings, LLP</strong></td>
<td>3 Years</td>
</tr>
<tr>
<td><strong>Hair Care Centre</strong></td>
<td>3 Years</td>
</tr>
<tr>
<td><strong>CAN Community Health</strong></td>
<td>2 Years</td>
</tr>
<tr>
<td><strong>Heron Creek Animal Hospital</strong></td>
<td>2 Years</td>
</tr>
<tr>
<td><strong>Seaside Septic Services, Inc.</strong></td>
<td>2 Years</td>
</tr>
<tr>
<td><strong>West Villages Realty, LLC</strong></td>
<td>1 Year</td>
</tr>
</tbody>
</table>
Welcome, Newest Members!

The North Port Area Chamber of Commerce is happy to announce the following as partners in our mission. We suggest you support local business. Always buy Chamber!!

Charlotte Heart and Vascular Institute

Nix & Associates - Ashley Bass

Zwiercan Homes, Inc.

Spago Dayspa, Salon and Medispa

Your CBD Store North Port

Total Recon Cleaning Services
**It's That Time of the Year Again!**

The holidays are just around the corner!

North Port will soon be ablaze with holiday lights and decorations! The North Port Area Chamber of Commerce will award its annual Frosty Award to the storefront business judged to exhibit the most festive holiday decorations.

**So Start Decorating Soon!**
Businesses need to be members of the Chamber to be considered for the Frosty Award.

**Entries Due Wednesday, November 21, 2018**
Judging will take place December 5, 2018 and the Frosty Award will be presented to the winner on December 13, 2018 at the Chamber’s Annual Awards Luncheon.

---

**Frosty Ballot**

<table>
<thead>
<tr>
<th>Business Name:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Address:</td>
<td></td>
</tr>
<tr>
<td>City:</td>
<td>State:</td>
</tr>
<tr>
<td>Your Name:</td>
<td>Phone #:</td>
</tr>
<tr>
<td>Email:</td>
<td></td>
</tr>
</tbody>
</table>

Choose a Time for Judging: [ ] Day 3pm-5pm  [ ] Night 6pm-8pm (Lights)

Call 941-564-3040 or Visit us at the North Port Area Chamber of Commerce

1337 N. Sumter Boulevard, North Port, FL
www.northportareachamber.com

Ph: 941-564-3040 • Fax: 941-200-5713 • 1337 N. Sumter Blvd., North Port • www.northportareachamber.com
Standing Left to Right: Amy Sauer, Anytime Realty; Paul Hicks, Nix & Associates; Joby Hyman, Bayfront Health; Corey Cyr, Moderan Woodman of America; Kevin Rouse; Jeffrey Wesner, Fawcett Memorial Hospital; Sean McLaughlin, The Loveland Center; Amira Cizmic, Charlotte State Bank & Trust; Heather Rozelle, Bayfront Health Punta Gorda; Joel Dlugosinski, Team Doogie Sports & Social Club; Sitting Left to Right: Ana DeShields, Visual Silence Technologies; Patty Cooper, Great Florida Insurance; Tiffany Arnold, Englewood Community Hospital; Michelle Tipp, City of North Port; Sandrina McCloud, Visit Sarasota County; Denise Berg, North Port Area Chamber of Commerce; Michelle Collett, Achieva Credit Union; Valerie Malingowski, City of North Port; Deanna Hehmann, United Way South Sarasota County; and Christine Varcoe, Charlotte County Homeless Coalition
There is no cost to attend unless you wish to order breakfast off their delicious breakfast menu.

You may register ahead of time online at www.NorthPortAreaChamber.com.

For more information, please call the Chamber Office at 941-564-3040.
Business After Hours

Tuesday November 13, 2018

Sponsored & Hosted by:

SEEPORT OPTOMETRY
COMPLETE VISION HEALTHCARE

4381 Aidan Lane, North Port
5:30 pm – 7:00 pm
The 2018 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. All workshops are held at the Second Floor Community Room at Sarasota Memorial Healthcare, 2345 Bobcat Village Center Road 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.

**March 8**  
**Using Email Marketing to Boost Sales**  
Email marketing is a way to keep in touch with customers, reminding them why they bought from your store and keeping them up to date with what’s happening with your business. Learn tips on creating email marketing campaigns to increase sales and build strong relationships with your customers.

**April 12**  
**Grow Your Business with Google**  
Learn how to set up your business for success on Google. Claim, verify and update your free listing. Learn how to increase your ranking in Google’s search listings. Ensure your business shows up in Google maps. Learn to target people who are interested in your business with Google AdWords Express.

**May 10**  
**Understand and Manage Using your Financials**  
You probably refer to your income statement and bank account for operating your business. The most powerful financial tools in the accounting arsenal are the balance sheet and the cash flow statement. Learn what role each of these financial statements play and how you interpret the data they produce.

**June 14**  
**The New Tax Law and Small Business**  
The monumental new tax law signed late in 2017 – the Tax Cuts and Jobs Act (TCJA) – has been hailed as a boon for big business. But the TCJA also benefits many small businesses while presenting some new obstacles. Learn some of the key provisions likely to affect your business.

**July 12**  
**Creative Advertising Methods**  
Why advertise? According to a recent study, firms that advertised increased in value and got more marketing bang for their buck. We must come up with new and exciting ways to grab people’s attention and get our message across. How can you get creative without going over the edge?

**August 9**  
**Using Facebook to Boost Sales**  
Facebook is becoming the de facto social platform for small business. In this session we discuss how to use Facebook to grow your business including: 1) Deciding if Facebook the best social platform for your business; 2) Creating and posting content that builds engagement with your audience & more.

**Sept. 13**  
**How Successful Business Owners Make Good Decisions**  
How do you make decisions in your small business? Successful people use their goals to navigate to the right choice. Are your choices based on gut instinct, or on a spreadsheet’s worth of pros and cons? Everyone has their own decision-making style, but for the best results, you need to balance three factors: Brain (facts), Heart (feelings) and Soul (gut).

**October 11**  
**Maintaining Your Online Reputation**  
Have you “googled” your business recently? If you haven’t, you should. Is your website, up to date? In today’s world people “google” to look for information on people and on businesses. Be aware of your online reputation. Remember, people think if it’s on the internet, it must be true!

**Nov. 8**  
**Marketing on a Shoestring**  
Getting your name out there without breaking the bank, calls for us to think outside the box at times. Learn different techniques to spread the word that may fit in your advertising budget. Meeting prospects, cultivating prospects and developing them into clients/customers is the ultimate goal of any business.
A SPECIAL RECOGNITION
NETWORK@NOON

Join us at

SUNCOAST
TECHNICAL COLLEGE

4445 Career Lane, North Port
Thursday, November 15, 2018
11:30 am—1:30 pm

As we honor outgoing
City of North Port Vice Mayor
LINDA YATES

Lunch prepared and served by STC Culinary Department
Pasta Buffet to include:
Caesar Salad/2 types of Pasta/Red & White Sauces/ Grilled Peppers & Onions/
Italian Sausage/ Meatballs/Garlic Bread/ Dessert

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: Monday, November 5, 2018 ***
The North Port Area Chamber of Commerce is conducting a Ribbon Cutting Ceremony for Weichert, REALTORS® Gulf Coast Group.

Please join us Tuesday, November 6, 2018, 12:00 Noon 4265 Tamiami Trail, Suite C, Port Charlotte

Grand Opening

Food & drinks will be available.
The North Port Area Chamber of Commerce is conducting a Ribbon Cutting Ceremony for

**Holiday Inn Express**

**Wednesday, November 7, 2018 from 4:30 pm**

380 Commercial Court, Venice, FL 34292

Presenting Hotel Renovation — Open House from 4-7 pm
The North Port Area Chamber of Commerce is conducting a Ribbon Cutting Ceremony for

14849 Tamiami Trail, North Port
(near Goodwill)

Wednesday, November 14, 2018 at Noon

This will be done in conjunction with their grand opening. Refreshments and free samples will be available
Member Training on Chamber Website

Friday, November 16
8:00 am - 10:00 am

Sarasota Memorial ER, 2nd Floor Community Room
2345 Bobcat Village Road
North Port

Presented by Denise Berg, NPACC Office Administrator

Bring your laptop or tablet.
Be sure you have logged in to your Chamber account.

- Learn how to maintain your directory listing on NorthPortAreaChamber.com
- How to post a News Release
- How to post a Job opening
- How to post a Hot Deal
- How to Pay a bill online

Register online at NorthPortAreaChamber.com - events  | Email Denise at dberg@northportareachamber.com
Call the office at 941-564-3040.
Holiday Social
Tuesday, December 11, 2018
5:30 pm - 7:30 pm
Charlotte Harbor National Golf Club
@ Bobcat Trail

$20.00 per person/$35.00 per couple
(includes food, non alcoholic beverages and entertainment)

Cash bar will be available!

Donations of new toys will be collected and donated to the Marine Corp “Toys For Tots”. We are in special need of batteries to be used with donations.

Name: _______________________________ Company: _______________________________

Email: _______________________________ Phone: _______________________________

Please reserve ____ ticket(s)  Total Amount $___________________________

____ check enclosed  ____invoice me  ____below is my credit card information

Card type: Visa/MasterCard/Discover/AMEX  Number: _______________________________

Expiration date: ________  CVV: ________  Zipcode: _________  Signature: ___________________________

Please register online at www.NorthPortAreaChamber.com before Friday, December 7, 2018.

Questions or for more information please call the office at 941-564-3040
Fax: 941-200-5713 or info@northportareachamber.com
You are Invited to Attend the

2018 ANNUAL AWARDS LUNCHEON
Thursday, December 13, 2018
11:30 am - 1:30 pm
Heron Creek Golf & Country Club
5301 Heron Creek Blvd.

The winners of the
2018 Business of the Year Awards
&
Annual Frosty Award
will be announced and recognized

Cost: Individual $25.00 per person
   Full Table (seats 8) $250 (includes premiere seating table sign, name listed in program and recognition at luncheon)
   1/2 Table (seats 4) $150 (includes premiere seating table sign, name listed in program and recognition at luncheon)

Meal: Plated Turkey or Ham with stuffing, mashed potatoes & gravy, vegetable, rolls & butter, and beverages

Name: ____________________________________  Company: ____________________________________
Email: ____________________________________  Phone: ____________________________________
Please reserve ___ ticket(s) or ___ table at $________________
The following people will be attending:

1. ____________________________________Turkey or Ham  2. _______________________________Turkey or Ham
3. ____________________________________Turkey or Ham  4. _______________________________Turkey or Ham
5. ____________________________________Turkey or Ham  6. _______________________________Turkey or Ham
7. ____________________________________Turkey or Ham  8. _______________________________Turkey or Ham

___ check enclosed      ____invoice me    ____below is my credit card information

Card type: Visa/MasterCard/Discover/AMEX  Number: ____________________________
Expiration date: ________   CVV: ________  Zipcode: _________  Signature: ___________________________

*** Seating is Limited. Deadline to Register is Friday, December 7, 2018.***
Ph: 941-564-3040 * Fax: 941-200-5713 * info@NorthPortAreaChamber.com * www.NorthPortAreaChamber.com
Network@Noon
Ribbon Cutting

[Images of a group of people attending a ribbon-cutting event, with a red ribbon and a house in the background.]
Ribbon Cutting
Ribbon Cutting
Ribbon Cutting
BUSINESS & COMMUNITY
GROWING TOGETHER

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

Phone Calls 500 997
Visitors in Office 120 230
Website Visits 3,347 5,669
Website Page Views 10,355 17,642
Facebook Visits 1,116 1,643
Facebook Reach 12,784 22,235

2018-2019
Executive Committee:
President: Bill Werdell (Achieva Credit Union)
Immediate Past President: Linda Zick (Mary Kay)
Incoming President: Matt Dill (Stellar Web Productions)
Treasurer: Wendy Namack, CFP ® (Namack Portfolio Investment Professionals, LLC)
Secretary: Gale West (Your Health Consultant)

Directors:
Deeana Atkinson (Coldwell Banker Sunstar Realty)
Lance Broat (Venice Print Center)
Sondra Guffey (West Villages)
Tony Gustitus (Keller Williams Peace River Partners - Rhonda Gustitus Team)
Valerie LaBoy (MVP Realty Associates, LLP)
Kelly Louke (Charlotte State Bank & Trust)
Jamie Lovern (Lolablue, LLC)
Jackie Normand (Busey Bank)
David Roth (Rothco Signs & Design)
Debbie Snowden (Coldwell Banker Sunstar Realty)

Staff:

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