The Roberts Insurance Group began as Wayne A. Roberts Nationwide Insurance in 1982 when Wayne and his wife Karen arrived in Venice to take over a small agency. They met while both worked in the Nationwide corporate office in Gainesville. The agency remained a small family agency for a number of years, but eventually grew by taking advantage of Nationwide’s “Associate Agent Program” adding two additional agents. One of which, Bill Willson, remains with the agency twenty four years later, and currently serves as President. A short time later Tara Valentino joined the agency as a Customer Service Representative. Tara, a fully license agent, has also been with the agency twenty plus years, and is a top commercial account representative. Upon graduation from FSU with a degree in Risk Management, Blake Roberts worked in the Tampa area before returning to Venice to help lead the family business.

Over time the agency has grown in size and stature becoming the Roberts Insurance Group, an independent agency. The organization has over twenty agents, CSR’s and support staff. We represent multiple personal lines carriers to offer Homeowners, Auto, Boat, RV and Motorcycle coverage. Our Commercial Department can serve your needs offering Business Auto, General Liability, Workers Compensation, and Business Owner Packages from multiple commercial lines carriers.

At Roberts Insurance Group we take great pride in our insurance expertise and commitment to every valued client. We are also proud to stand behind our slogan of “Committed to our Community”, actively participating in numerous activities within the community. Blake Roberts, son of Wayne and Karen, received a B.S. in Business Administration with a concentration in Marketing & Management from the University of Florida and later, and currently serves as President.  A short time later Tara Valentino joined the agency as a Customer Service Representative. Tara, a fully license agent, has also been with the agency twenty plus years, and is a top commercial account representative. Upon graduation from FSU with a degree in Risk Management, Blake Roberts worked in the Tampa area before returning to Venice to help lead the family business.

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The Communicator

**May 2017**

<table>
<thead>
<tr>
<th>Day</th>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>2nd</td>
<td>9:30am</td>
<td>Grande Aire’s Ribbon Cutting (Common Grounds Hall, 12735 Tamiami Trail)</td>
</tr>
<tr>
<td>2nd</td>
<td>3:30pm</td>
<td>Professional Development &amp; Education Committee (Library 13800 Tamiami Trail)</td>
</tr>
<tr>
<td>3rd</td>
<td>7:30am</td>
<td>Breakfast Club Networking (Perkins, 6001 S. Salford Blvd.)</td>
</tr>
<tr>
<td>4th</td>
<td>4:30pm</td>
<td>Acupuncture Total Body Wellness Ribbon Cutting (2975 Bobcat Village Center Rd.)</td>
</tr>
<tr>
<td>5th</td>
<td>9:00am</td>
<td>Marketing &amp; Communication Committee (Key Agency, 14942 Tamiami Trail)</td>
</tr>
<tr>
<td>6th</td>
<td>10:00am</td>
<td>Newcomer Day (George Mullen Activity Center, 1602 Kramer Way).</td>
</tr>
<tr>
<td>9th</td>
<td>8:30am</td>
<td>Membership Development Committee (Panera Bread, 17899 Tamiami Trail)</td>
</tr>
<tr>
<td>9th</td>
<td>5:30pm</td>
<td>Business After Hours (Busey Bank, 14803 Tamiami Trail)</td>
</tr>
<tr>
<td>10th</td>
<td>8:00am</td>
<td>Capacity Building Committee (Key Agency, 14942 Tamiami Trail)</td>
</tr>
<tr>
<td>10th</td>
<td>4:00pm</td>
<td>Tank’s Legacy Ribbon Cutting (TBA)</td>
</tr>
<tr>
<td>11th</td>
<td>11:30am</td>
<td>Lunch &amp; Learn (SMH ER 2345 Bobcat Village Center Rd., 2nd Floor)</td>
</tr>
<tr>
<td>12th</td>
<td>8:00am</td>
<td>Leadership North Port -Media Day ([Common Grounds Hall, 12735 Tamiami Trail)</td>
</tr>
<tr>
<td>13th</td>
<td>5:00pm</td>
<td>A Night at the Races (George Mullen Activity Center, 1602 Kramer Way)</td>
</tr>
<tr>
<td>16th</td>
<td>12:00pm</td>
<td>NPYP - Exe Board/public welcome (Buffalo Wings &amp; Rings, 1081 W. Price Blvd.)</td>
</tr>
<tr>
<td>17th</td>
<td>8:30am</td>
<td>Member Retention Committee Meeting (Charlotte State Bank &amp; Trust, 4300 Aiden)</td>
</tr>
<tr>
<td>17th</td>
<td>5:00pm</td>
<td>First International Title Ribbon Cutting (992 Tamiami Trail, C2 Port Charlotte)</td>
</tr>
<tr>
<td>18th</td>
<td>11:30am</td>
<td>Network at Noon (Bobcat Trail Gold Club, 1350 Bobcat Trail).</td>
</tr>
<tr>
<td>23rd</td>
<td>8:30am</td>
<td>Business &amp; Economic Development Committee (SMH ER 2345 Bobcat Village Center)</td>
</tr>
<tr>
<td>25th</td>
<td>8:30am</td>
<td>Government Relations Committee (SMH ER 2345 Bobcat Village Center Rd., 2nd floor)</td>
</tr>
<tr>
<td>25th</td>
<td>5:00pm</td>
<td>Tri Chamber Business After Five (Plantation G&amp;CC, 500 Rocky Blvd., Venice)</td>
</tr>
<tr>
<td>25th</td>
<td>6:00pm</td>
<td>NPYP Mixers (Southern Sand Realty, 626 Tamiami Trail, Port Charlotte).</td>
</tr>
<tr>
<td>29th</td>
<td>CLOSED</td>
<td>Chamber Office Closed in Observance of Memorial Day.</td>
</tr>
<tr>
<td>31st</td>
<td>8:30am</td>
<td>Orientation (SMH ER 2345 Bobcat Village Center Rd., 2nd Floor)</td>
</tr>
</tbody>
</table>
A Message from the Executive Director

The North Port Area Chamber of Commerce will be hosting the "A Night at the Races" on Saturday, May 13, 2017 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 up, 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 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" 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. The cost to attend is $35.00 per person or $60.00 per couple. Half-table sponsorships (seats 4) are available for $200.00 (includes name recognition on table, name recognition in Official Program, and verbal recognition at event) or full-table sponsorships (seats 8) are available for $350.00 (includes name recognition on table, name recognition in Official Program, and verbal recognition at event). There are 80 Race Horse sponsorship opportunities that provide great exposure for you and your business, whether you attend or not, for only $25.00 per Race Horse. Race Horse sponsorships are sold on a first-come/first-serve basis. This event is open to all Chamber members and to the public.

Join us for a fun-filled evening with Deni Wise, owner of Wise Choice Photography, and fellow Chamber Members as we celebrate and thank Deni for all of his talents and support in providing the highest quality of pictures & videos of our Chamber activities & events over the past two years. Deni Wise has recently been diagnosed with terminal cancer and is currently going through aggressive treatment to prolong the time he has left with us. In conjunction with the celebration and recognition of Deni at the "Evening with Deni" event, the North Port Area Chamber of Commerce will be soliciting monetary donations on Deni's behalf to help offset the expenses of his cancer treatment. The "Evening with Deni" event is being held on Monday, May 8, 2017 from 5:30 pm - 7:00 pm at the Olde World Restaurant, located at 14415 S. Tamiami Trail in NorthPort. Complimentary heavy hors d'oeuvres, beverages, DJ entertainment and hilarious photos will be provided throughout the evening. A cash bar will also be available. An account has been established with Achieva Credit Union on Deni Wise behalf to accept monetary donations which will go to help offset his cancer treatment expenses. The North Port Area Chamber of Commerce will be accepting monetary donations as well at the Chamber office. 100% of all donations collected will be given directly to Deni Wise. It is being requested that you RSVP in advance for your attendance to the "Evening with Deni" so that proper arrangements can be made. Reservations can be done by calling the Chamber office at (941) 564-3040 or registering online at www.northportareachamber.com.
The North Port Area Chamber of Commerce is offering the opportunity for Chamber businesses to order and purchase advertising opportunity in the 2017 North Port Maps. These maps are very popular and the Chamber will be printing 5,000 maps which will be distributed locally and nationally. These maps will be made available free to the public beginning July 3, 2017. The cost of the Map-Side business card size ads are $175.00. Back-Side business card size ads are $125.00. Back Panel ads are $350.00 and the Back Cover ad is $750.00. The Display Ads are already SOLD OUT. Order forms are available at the Chamber office or can be e-mailed to you upon request. Advertising opportunity are limited and secured on a first-come/first-serve basis, so order your ad today.

Summer is typically a slower time period for all of our local businesses and each business is limited on the amount of marketing that they can afford to promote their business out in the community in order to attract new clients/customers. The Summer "BILL"oard Campaign is a chance to promote your business and does not cost anything to participate. I will be kicking off the Summer "BILL"oard Campaign on Tuesday, May 30, 2017. This Campaign will continue daily, Monday - Friday, until Friday, September 1, 2017. Since I am frequently out in the community at different events and functions on behalf of the Chamber of Commerce and with the amount of visitors that visit the Chamber office daily, what better way to promote your business than having me wear your business shirt for a day. I will proudly display your business shirt on your scheduled day and will e-mail a brief promo out about your business to all of our Chamber members. I will also post a picture of me wearing your shirt and the brief write up about your business on the Chamber's Facebook Page. If you would like to schedule a day for me to wear your business shirts, please contact the Chamber office at (941) 564-3040 or e-mail me at wgunnin@northportareachamber.com.

Sincerely,

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

Head’s Up:
Next Month’s Communicator will have the 2017-2018 Board of Directors Nomination form.
NORTH PORT Area Chamber of Commerce

NEW THIS YEAR, CASINO GAMES!

A Night At The Races
May 13th, 2017
5:00pm - 6:00pm Check-In & Social
6:00pm - 9:00pm Racing & Dancing
9:00pm - 10:00pm Reverse Raffle & Live Auction
George Mullen Activity Center
1602 Kramer Way
North Port, FL 34286

PRESENTED BY
Key Agency, Inc.
INSURANCE SINCE 1982

☑️ Title Sponsor: $1000
  Table of eight (8), Name on front cover & ad on back cover of race program, Name on Sponsor Banner, Name included on all Marketing & Promotional material, Recognition at event

☑️ Individual Tickets: $35

☑️ Couples Tickets: $60

☑️ Table Sponsor: $350
  • Table of eight (8)

☑️ 1/2 Table Sponsor: $200
  • Table of four (4)

Hat Contest Sponsor $250

☑️ Race Horse Sponsor: $25 Per Horse
  (64 Horses) Receives Race Horse in Race, Recognize as “Race Horse” Sponsor in Program, Chance to Win Race Horse Trophy

☐ “Photo Finish” (televisions) Sponsor - $500
  Table of four (4), Signage on Televisions, Name on Promotional Flyer, Name on Sponsorship Banner, Recognition in Race Program, Recognition at Event

☐ “Water Hole” (beverage) Sponsor - $500
  Table of four (4), Sponsorship Stand at Beverage Station, Name on Promotional Flyer, Name on Sponsorship Banner, Recognition in Race Program, Recognition at Event

☐ “Grazing” (food) Sponsor - $500
  Table of four (4), Sponsorship Stand at Food Station, Name on Promotional Flyer, Name on Sponsorship Banner, Recognition in Race Program, Recognition at Event

☐ “Casino Games” Sponsor - $500
  Table of four (4), Sponsorship Stand at Casino Stations, Name on Promotional Flyer, Name on Sponsorship Banner, Recognition in Race Program, Recognition at Event

☐ Race Sponsor: $125 Per Race
  (8 Races) Receives Complimentary Race Horse Sponsorship in Race, Recognized as “Race Sponsor” in Program, 60 Second Promotional Opportunity Prior to Race, Announces and Presents Race Horse Trophy to Winner, Recognition at Event

Name: __________________________________________
Business: _______________________________________
Address: _______________________________________
Telephone/Email ________________________________
Method of Payment:
Credit card (Visa/MasterCard): _____________________
Exp Date: _______ CVV (3 #’s on Back of Card): _______
Check enclosed: Check #_________________________ Cash: _______ Invoice: __________

Online payments accepted. Please RSVP online, via fax or mail by Wednesday, May 10, 2017 to:
North Port Area Chamber of Commerce, 15141 Tamiami Trail, North Port 34287
www.NorthPortAreaChamber.com • Fax: 941.423.5042 • Phone: 941.564.3040
2017 North Port Map Advertising Contract/Insertion Order
Distribution: 5,000 Full Color Glossy Maps!

North Port Maps are Free to the Community

- Business Card Outside 3 3/8" w x 2" h - $125
- Business Card Map Side 3 3/8" w x 2" h - $175
- Front Panel Display Ad 3 1/2" w x 4" h - $250
- Panel Ads 3 1/2" w x 9" h - $350
- Back Panel Ad 3 1/2" w x 9" h - $750

<table>
<thead>
<tr>
<th>Package Type</th>
<th>Dimensions</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Card Outside</td>
<td>3 3/8&quot; w x 2&quot; h</td>
<td>$125</td>
</tr>
<tr>
<td>Business Card Map Side</td>
<td>3 3/8&quot; w x 2&quot; h</td>
<td>$175</td>
</tr>
<tr>
<td>Front Panel Display Ad</td>
<td>3 1/2&quot; w x 4&quot; h</td>
<td>$250</td>
</tr>
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<tr>
<td>Back Panel Ad</td>
<td>3 1/2&quot; w x 9&quot; h</td>
<td>$750</td>
</tr>
</tbody>
</table>

Non-Chamber Member - $175.00

Business Name: __________________________________________________________
Contact Person: __________________________________________________________
Address: __________________________ City: _______________ Zip: ____________
Phone: ___________________ Fax: _______________ E Mail: ____________________
Total Cost: $________ Signature: ___________________________________________ Date: ____________

Make payments to North Port Area Chamber of Commerce
LIMITED SPACE AVAILABLE ~ FIRST COME, FIRST SERVED

Deadlines:
- Contract, Sketch, & Payment: May 12, 2017
- Artwork for Ads: May 19, 2017
- Final Deadline: May 26, 2017
- Publication Target Date: July 03, 2017

E Mail ads to: craigmap@aol.com

North Port Area Chamber of Commerce:
Phone: (941) 564-3040
Fax: (941) 423-5042
E-Mail: wgunnin@northportareachamber.com

House of Maps: (941) 924-8998

It is preferred that all ads be submitted with computer generated electronic files. The map is produced using Adobe InDesign on a Mac platform. Advertisers may submit: Photoshop files, TIFF, EPS, JPEG, and PDF files. Files must have fonts embedded and colors set to CMYK. Illustrator files should have fonts set to outline.

Digital images should be submitted at 100% of their printed size (please see above for ad dimensions), 300 dpi in CMYK. Microsoft.PUB files are not acceptable and must be "saved as" to one of the above requested formats.

For any ad to be built by the publisher from "scratch", the advertiser must submit high resolution CMYK logos and/or photos accompanied by a sketch, at size, of what is requested for final ad design. In most instances, there will be no additional fees incurred for ad composition by the publisher. For production questions, advertisers are welcome to contact the House of Maps directly at 941-924-8998. E-Mail: craigmap@aol.com

If you, the Advertiser, have been sent a proof, you will have 48 hours after receipt of the proof to either approve or send corrections. Failure to respond to the proof will deem the non-response as approval and the ad will run as is.
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!!

Welcome Newest Members!

Edward Jones
Financial Advisor
Craig Olson

FSBDC at USF
Pat Gordon

Home Depot
Jenn Taylor

Welcome Newest Members!
The North Port Area Chamber of Commerce is pleased to have these partners renew their annual investment in the community.

<table>
<thead>
<tr>
<th>Business</th>
<th>Partner Since</th>
</tr>
</thead>
<tbody>
<tr>
<td>Michelangelo of North Port</td>
<td>2011</td>
</tr>
<tr>
<td>North Port High School</td>
<td>2000</td>
</tr>
<tr>
<td>Buffalo Wild Wings</td>
<td>2008</td>
</tr>
<tr>
<td>North Port Area Republicans</td>
<td>2016</td>
</tr>
<tr>
<td>Spreadsheet Solutions FL, LLC</td>
<td>2016</td>
</tr>
<tr>
<td>Tropical Breeze Realty</td>
<td>2016</td>
</tr>
<tr>
<td>Worksite Employee Leasing</td>
<td>2014</td>
</tr>
<tr>
<td>West Villages Improvement District</td>
<td>2015</td>
</tr>
<tr>
<td>North Port Meals on Wheels, Inc.</td>
<td>2009</td>
</tr>
<tr>
<td>Art by the Glass</td>
<td>2016</td>
</tr>
<tr>
<td>Great Florida Insurance</td>
<td>2011</td>
</tr>
<tr>
<td>North Port Senior Center, Inc.</td>
<td>2003</td>
</tr>
<tr>
<td>Raymond Building Supply Corp.</td>
<td>2005</td>
</tr>
<tr>
<td>BrightStar Care of Venice &amp; Port Charlotte</td>
<td>2016</td>
</tr>
<tr>
<td>Venice Regional Medical Center</td>
<td>1986</td>
</tr>
<tr>
<td>Key Agency</td>
<td>1990</td>
</tr>
<tr>
<td>North Port Lions Club</td>
<td>2001</td>
</tr>
</tbody>
</table>
For the month of April, the North Port Young Professionals had an amazing time at Art by the Glass thanks to Gail Gursky. She hosted the Mix and Mingle, taught us how to paint, and then sent us home with our artwork! It was an amazing experience being able to network with other likeminded young professionals in our community as well as building those relationships through a team building experience like painting. We will continue this tradition by having some sort of activity planned for each mingle. Next month, we will be meeting at Southern Sands Realty where we will have a cornhole tournament!

So join us on May 25th at 626 Tamiami Trail in Port Charlotte and remember spouses, significant others, and/or friends are welcome to come with you. Also, if you are the type of person that likes to get involved with building a group or you have some ideas that you’d like to express, join us for lunch at Wings and Rings on May 23rd at noon. We are looking forward to meeting you and learning how we can help your business grow!

Danielle Fournier
941-525-3655
List
YOUR PROPERTY FOR RENT TODAY!

“I’ve Been a Resident of North Port Since 1972.”

LORRAINE MATTHEWS
Property Management
941-255-7222
LORRAINE.MATTHEWS@CBSMFL.COM
WWW.SUNSTARRENTALS.COM
14260 Tamiami Trail, North Port, FL 34287

Voted Best Property Management Company Again and Again!

• Long Term North Port Real Estate licensee, specializing exclusively in Property Management.
• Knowledgeable and professional service.
• Trained in Florida, Landlord & Tenant law.
• Proven marketing plan, including multiple web site exposure.

Call TODAY for details on how I can provide you with professional services designed to give you a better return on your investment.

Each Office Is Independently Owned And Operated
The North Port Area Chamber of Commerce is conducting a Ribbon Cutting Ceremony for Grande Aire being held at Common Grounds Meeting Hall, 12737 S. Tamiami Trail, North Port.

**Tuesday, May 2, 2017 at 9:30am**

Be sure to look for the Chamber Directional Signs.

Join us as we Celebrate and welcome Grande Aire to the North Port Area Chamber of Commerce.

Food & beverages will be provided! Hope to see you there!!!
Chamber Networking Breakfast

Location: Perkins Restaurant & Bakery
Address: 6001 S. Salford Blvd.
North Port

Day/Date/Time: Wednesday
May 3, 2017
7:30am

**There is no cost to attend unless you wish to order breakfast off their delicious breakfast menu**
The North Port Area Chamber of Commerce is conducting a Ribbon Cutting Ceremony for **Acupuncture Total Body Wellness** being held at 2975 Bobcat Village Center Rd.

**Thursday, May 4, 2017 at 4:30pm.**

Be sure to look for the Chamber Directional Signs.

Join us as we Celebrate and welcome **Acupuncture Total Body Wellness** to the North Port Area Chamber of Commerce.

Food, beverages, adult beverages will be provided! Hope to see you there!!!
North Port Newcomer Day
Meet your neighbors and connect with your community!
George Mullen Activity Center, 1602 Kramer Way, North Port, FL

May 6, 2017
10 a.m. - 12 p.m.

Learn more about North Port and our up-and-coming community. This expo-like event features information tables run by more than 40 community organizations, government agencies, and local businesses. New residents and residents interested in learning more about North Port are invited to attend.

Free Demos
10:00 a.m. - 10:20 a.m.  Zumba (age 16 and up)
10:30 a.m. - 10:50 a.m.  Martial Arts (age 16 and up)
11:00 a.m. - 11:20 a.m.  Senior Fitness (age 55 and up)
11:30 a.m. - 11:50 a.m.  Make & Move  (age 6-12)

For more information contact:
Dorothy St. Pierre, Recreation Supervisor at 941-429-3575 or email dstpierre@cityofnorthport.com.
"Evening with Deni"
Monday, May 8, 2017
5:30 pm - 7:00 pm
Olde World Restaurant

Join us for a fun-filled evening with Denise Wise, owner of Wise Choice Photography, and fellow Chamber Members as we celebrate and thank Deni for all of his talents and support in providing the highest quality of pictures & videos of our Chamber activities & events over the past two years.

Deni Wise has recently been diagnosed with terminal cancer and is currently going through aggressive treatment to prolong the time he has left with us. In conjunction with the celebration and recognition of Deni at the "Evening with Deni" event, the North Port Area Chamber of Commerce will be soliciting monetary donations on Deni’s behalf to help offset the expenses of his cancer treatment.

The "Evening with Deni" event is being held on Monday, May 8, 2017 from 5:30 pm - 7:00 pm at the Olde World Restaurant, located at 14415 S. Tamiami Trail in NorthPort. Complimentary heavy hors d'oeuvres, beverages, DJ entertainment and hilarious photos will be provided throughout the evening. A cash bar will also be available.

An account has been established with Achieva Credit Union on Deni Wise behalf to accept monetary donations which will go to help offset his cancer treatment expenses. The North Port Area Chamber of Commerce will be accepting monetary donations as well at the Chamber office. 100% of all donations collected will be offered to Deni Wise.

It is being requested that you RSVP in advance for your attendance to the "Evening with Deni" so that proper arrangements can be made. Reservations can be done by calling the Chamber office at (941) 564-3040 or registering online at www.northportareachamber.com.

Wise Choice Photography & Video ©2016
Business After Hours

Tuesday, May 9, 2017

Sponsored & Hosted by:

Busey
Your Dream. Our Promise.

14803 Tamiami Trail
5:30 pm – 7:00 pm
The North Port Area Chamber of Commerce is conducting a Ribbon Cutting Ceremony for Tank’s Legacy being held at the Chamber Office at 15141 Tamiami Trail

**Wednesday, May 10, 2017 at 4:00pm.**

Join us as we Celebrate and welcome Tank’s Legacy to the North Port Area Chamber of Commerce.

Sandwiches, Cookies & drinks will be provided!

Hope to see you there!!!
The 2017 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 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 9

**Clubs, Organizations and Programs to Help Your Business Grow**

There are many organizations and programs in our area to help your business grow. Some teach business techniques, some guide you through the management process, some help you develop skills a business owner needs to compete in today’s business climate. Learn what’s available and which will work for you.

April 13

**Time Management**

Time management skills have a direct effect on efficiency, quality of work, and stress levels. With good time management skills you can control your time, your life, your stress and your energy levels. Time management skills are learnable. Learn practical tips, tools and skills to help you manage the time available to all of us.

May 11

**Effective Networking Using Your Elevator Speech**

“What do you do?” How many times have you been asked that question? At networking events, at parties or even in the elevator! What is your response? Wouldn’t it be great if you knew exactly what to say and how to say it when that moment occurs? You can. It just takes some time, and practice.

June 8

**Using Technology Tools in Your Business**

How are you using technology in your small business? Are you harnessing the power of today’s technology to help your business grow? A small business budget can have access to the kinds of technology that will build business and streamline operations. Learn about technology that has improved operations and helped turn small businesses into global businesses.

July 13

**Creating and Using Business Plans, Mission and Vision Statements**

Business Plans are not just for Start-up businesses. A business owner should update their plan yearly. Business Plans can be the foundation for raising funds and growing your business. Learn how to create your Mission Statement and your Vision Statement. Don’t be intimidated, take the first step.

August 10

**Using Social Media (Facebook) to Benefit Your Business**

Wonder how using the social media site, Facebook, could help grow your business? What to post? What to share? How to attract attention? What your Facebook page should say to others upon “first impression”? Explore how to use this social media to gain an audience of prospects, and then cultivate them into clients/customers effectively.

September 14

**Managing Your Online Reputation**

Have you “googled” yourself recently? Have you “googled” your business? Is your website up to date? Where do people look for information, for people, for businesses? In today’s world they search online. Be aware of your online reputation. Remember, people think, if it’s on the internet, it must...........

October 12

**How to Develop Business Alliances and Referral Marketing**

Business alliances have become an increasingly powerful weapon to gain and sustain a competitive edge. Joint marketing of products and services with another business can increase brand awareness, enlarge your customer base, and enhance your product or service offering. Referral marketing helps you spread the word about your business. So, how do we do that?

November 9

**Creative Ways to Promote your Business on a Shoestring Budget**

Getting your name out there without breaking the bank calls for you to think outside the box at times. Learn some different techniques to spread the word that may fit in your marketing and advertising budget. Meeting and cultivating prospects and turning them into clients/customers is the ultimate goal of any business.
S.C.O.R.E. Mentoring Program

Beginning June 10, 2016 & on the 2nd Friday of each Month, Port Charlotte S.C.O.R.E. (Service Corps of Retired Executives), in partnership with the North Port Area Chamber of Commerce, will offer Mentoring Sessions at the Common Grounds Meeting Hall, located at 12737 Tamiami Trail South in North Port.

One hour appointments at no cost or fee are available from 9:00 am to 12:00 pm and 1:00 pm to 3:00 pm for interested individuals and companies who want to start or expand a business.

Reserve your appointment time by contacting the North Port Area Chamber of Commerce Office at (941) 564-3040.
kclark@northportareachamber.com

Mentoring sessions are reserved on a first-come/first-served basis. If further help is needed or indicated after the initial hour session, a future Client Mentoring Plan will be organized.
Hello Everyone,

As you all know, the summer is typically a slower time period for all of our local businesses and each business is limited on the amount of marketing that they can afford to promote their business out in the community in order to attract new clients/customers.

Here is a chance to promote your business and it will not cost you anything to participate.

Beginning Tuesday, May 30, 2017, I will be kicking off the Summer "BILL"board Campaign. This Campaign will continue daily, Monday - Friday, until Friday, September 1, 2017.

Since I am frequently out in the community at different events and functions on behalf of the Chamber of Commerce and with the amount of visitors that visit the Chamber office daily, what better way to promote your business than having me wear your business shirt for a day. I will proudly display your business shirt on your scheduled day and will return the shirt (washed and dried) shortly following that day. I will e-mail a brief promo out about your business to all of our Chamber members the day that you reserve for me to wear your shirt and post a picture of me wearing your shirt and the brief write up about your business on the Chamber's Facebook Page.

If you would like to schedule a day for me to wear one of your business shirts (size 2XL please), please call me at the Chamber office at (941) 564-3040 or e-mail me at wgunnin@northportareachamber.com. Summer "Bill"board Campaign days will be scheduled on a first-come/first-serve basis.

Please provide business shirt three (3) days in advance of scheduled day.

Hurry, these dates always fill up quickly.

Bill
The North Port Area Chamber of Commerce is conducting a Ribbon Cutting Ceremony for First International Title being held at 992 Tamiami Trail, C-2, Port Charlotte

Wednesday, May 17, 2017 at 5:00pm.

Be sure to look for the Chamber Directional Signs.

Join us as we Celebrate and welcome First International Title to the North Port Area Chamber of Commerce.

Food & beverages will be provided!
Hope to see you there!!!
Luncheon

BOBCAT TRAIL GOLF CLUB

Thursday, May 18, 2017
11:30 am—1:00 pm
1350 Bobcat Trail

Chamber Members: $15.00 each / Non Chamber Members $20.00 each

Lunch Buffet: Salad Bar, Deli Tray & Soup (Cream of Chicken w/Wild Rice).

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 • 15141 Tamiami Trail • North Port • Florida • 34287
Phone: (941) 564-3040 • Fax: (941) 423-5042

*** Registration & Payment Deadline: Thursday May 11, 2017 ***
The North Port Area Chamber of Commerce will be hosting a Chamber Orientation for new or current Chamber members that wish to learn more about the Chamber of Commerce and how to make use of what the Chamber has to offer 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, on Wednesday, May 31, 2017 from 8:30 am—9:30 am.

There is no cost to attend the Orientation and donuts, coffee & water will be provided.

To reserve a spot for the Orientation, please call the Chamber office at (941) 564-3040 or e-mail kclark@northportareachamber.com
Veterans Program Deliveries

Hamsher Homes
25 YEARS

Animal Medical Clinic of North Port
25 YEARS

Price Chiropractic
20 YEARS

Achievements Learning Center
15 YEARS
Veterans Program Deliveries

Fitness Quest
Physical Therapy
10 YEARS

Kinetico Water Systems
10 YEARS

Rambler’s Rest Resort
10 YEARS

AAA Schwartz Roofing
5 YEARS
Advertise in our monthly **Electronic Newsletter**, **The Communicator**!
(replacing the mail out version)

Advertising is the best way to communicate the existence of a product in the market to its prospective customers. A good advertisement generates demand and it will in turn increase the sale of the product. Does your customer know you're there? If not, they may turn to your competitor. Don't let that happen!

Advertising in **The Communicator** is an affordable and proven way to generate business!

**The Communicator** reaches over 1200 recipients.

Your next customer could be one of them!

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**Monthly Cost (1 sided) in The Communicator is NOW ONLY $50**

Complete the form below and fax to (941) 423-5042 to get on the schedule! Reserve Your Spot Now! Limited space available each month!

*First Come, First Served!*

Call today or fax this flyer back to us with your reservation! Please supply us with a JPEG or Word document of the flyer you wish to have inserted.

☑ Yes! Sign me up for the month(s) of: ________________________________

Business Name & Contact Name ________________________________

Email & Phone: ____________________________________________

North Port Area Chamber of Commerce
15141 Tamiami Trail, North Port, FL 34287
Phone: (941) 564-3040 · Fax: (941) 423-5042
info@northportareachamber.com · www.northportareachamber.com
Marketing Plus Promotion Package

1) Banner Ad in Category Page - $599.00 per year:
   - Limited rotating 468px x 60px Banner Ad

2) Enhance Listing - $249.00 per year:
   - Priority placement over basic members on category page.
   - Logo, web link and 200 character description.
   - Expanded Listing which includes:
     - Additional web links
     - Up to 8 photos/images
     - 20 Key words
     - 1600 Character description
     - 5 Bullet points

3) Priority Listing - $99.00 per year:
   - Priority placement on category page

Name: ____________________________________________
Business: _______________________________________
Address: ________________________________________
Telephone/Email_____________________________________
Package Selection: 1 ( ) 2 ( ) 3 ( )
Method of Payment:
Credit card (Visa/MasterCard)#: ________________________________
Exp Date: ________ CVV (3 #s on Back of Card):__________
Check enclosed: Check #_________________________ Cash: ____________ Invoice: ____________

Online payments accepted.
North Port Area Chamber of Commerce, 15141 Tamiami Trail, North Port 34287
www. NorthPortAreaChamber.com • Fax: 941.423.5042 • Phone: 941.564.3040
Go Team Visits!
April 18, 2017

New Systems
Well & Pump

Auto Zone
Lunch & Learn - Thursday, April 13, 2017

Time Management
**CHAMBER STATISTICS**

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<thead>
<tr>
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<th>April 2017</th>
<th>YTD 2017</th>
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<tr>
<td>Mail-outs from Chamber</td>
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**Your Chamber Working For You**

**Executive Committee:**
- **President:** Mike Williams (ClickWiz)
- **Immediate Past President:** Lance Broat (Venice Print Center)
- **Incoming President:** Linda Zick (Mary Kay Cosmetics)
- **Treasurer:** Ray Witkowski (Key Agency, Inc.)
- **Secretary:** Gale West (Your Health Consultant)

**Directors:**
- Matt Dill (Stellar Web Productions)
- Lori King (Quality Health Care Center)
- Kelly Louke (Charlotte State Bank & Trust)
- Jamie Lovern (Lolablue, LLC)
- Steve Matthews (Allstate Insurance Agency)
- Kim Quigley (BB&T Bank)
- Amy Schuldt (Kyle Kurtis Salon & Spa)
- Debbie Snowden (Coldwell Banker Sunstar Realty)
- Bill Werdell (Achieva Credit Union)

**Staff:**
- William Gunnin, Executive Director
- Kim Clark, Office Coordinator
- Karol Bent, Administrative Assistant

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