Thank You To Our
2016 -2017
Chamber Champions

September 2017

PLATINUM
Bayfront Health
HARBOR Jacqueline Moore
North Port Sun
901 North 14th Street, N
North Port, FL 34291
855-735-2578

GOLD
Achiva

SILVER
Wise Choice

BRONZE
Sarasota Memorial

The Communicator

September 2017

Visit us at www.northportareachamber.com
Inserts: Golf Tournament Sponsor Luncheon, Annual Meeting & State of the City Address Luncheon, Ball Law
Center, City of North Port, Scramblin on the Green Golf Tournament Sponsorship, Scrambilin on the Green Golf
Tournament Registration, Business After Hours, Chamber Orientation, North Port Map Advertising, Marketing
Plus Program, Advertise in The Communicator, Shop North Port.
A Message from the Executive Director

The North Port Area Chamber of Commerce Annual "Scramblin' on the Green" Golf Tournament will be held on Saturday, September 9, 2017 at Heron Creek Golf & Country Club. The registration rate is $85.00 per player or $340 per team. Registration includes: Green fees, golf cart, range balls, continental breakfast, complimentary food & beverages during play, lunch buffet, contests, raffle prizes and goodie bags. The golf tournament will host a hole-in-one contest at each of the par 3 holes, putting contest, longest drive contest, closest to the pin contest, most accurate drive contest, in the circle contest and "hit it on the green" contest. There are still a limited number of opportunities to promote your business to a captive audience at this Golf Tournament. Call the Chamber office at (941) 564-3040 for more information.

The North Port Area Chamber of Commerce will host their Annual Installation Banquet on Saturday, September 23, 2017 at Heron Creek Golf & Country Club. This year's banquet theme will be the “An Evening In Paris” and attendees are encouraged to come dressed in a formal/semi-formal attire (black tie optional). A special plated dinner will be provided and a cocktail and hors d'oeuvres reception will occur from 5:00 pm - 6:00 m. The dinner & program will take place from 6:00 pm - 8:00 pm and the evening will climax with a post event social and dancing from 8:00 pm - 9:00 pm. Heron Creek Golf & Country Club will be offering "Happy Hour" pricing on all adult beverages throughout the entire evening. The Chamber will recognize members of the Board of Directors for their 2016-2017 tenure and service and install new Board Members and Officers for the 2017-2018 fiscal year. The cost is $65.00 per person or $120.00 per couple and includes dinner, program and entertainment. Table sponsorships are available for $600 (table seating of eight) or 1/2 table sponsorships for $300 (table seating of four) and includes: premier seating, table sponsorship sign, logo in banquet program, and recognition at the event.

The North Port Area Chamber of Commerce is unveiling the 2017-2018 Chamber Champion Program. This program allows Chamber Members to invest in the North Port Area Chamber, in addition to their annual membership dues, in order to provide additional support to the North Port Area Chamber of Commerce and its effort to fulfill its Mission and to gain additional exposure for their business. This program provides incentives that will maximize marketing and networking opportunities for a business in order to promote their business to other Chamber members and to the community. The Chamber is offering a Payment Plan Option for businesses interested in participating in the 2017-2018 Chamber Champion Program. The last day to register as a 2017-2018 Chamber Champion is Friday, September 29, 2017.

The North Port Area Chamber of Commerce, in partnership with Career Source Suncoast and Goodwill Industries Manasota Job & Career Center, will be hosting a Job & Career Fair on Friday, September 29, 2017 from 9:00 am - 12:00 noon at the George Mullen Activity Center, located at 1602 Kramer Way in North Port. The Job & Career Fair is designed to promote businesses seeking to hire employees and for individuals looking for employment opportunities or seeking other career opportunities. Businesses can reserve a table for this event in order to promote their business and pass out employment and marketing material to participants. The cost to reserve an eight foot table and two chairs is $25.00 per table for Chamber businesses and $50.00 per table for non-Chamber businesses.

Sincerely,

William J. Gunnin
William J. Gunnin
Executive Director
North Port Area Chamber of Commerce
No Business is Too Small

- Assurance
- Bookkeeping
- Tax Services
- Payroll
- Review

941.677.0110

WORKSITE
FINANCIAL SERVICES

2565 North Toledo Blade Blvd. North Port, FL 34 34289

www.WorksiteFinancialServices.com | Nola@WorksiteEmployee.com
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!

A Cut Above the Best, Inc.
Victor Alejo

Fairfield Inn & Suites Marriott
Alison Belsan

Dex YP
Jeremy Carr

West Villages Realty, LLC
Ali Johnson
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>Always Air Heating &amp; Cooling</td>
<td>2016</td>
</tr>
<tr>
<td>Amber’s Jewel Box</td>
<td>2011</td>
</tr>
<tr>
<td>Anthony &amp; Karen Buccitelli</td>
<td>2016</td>
</tr>
<tr>
<td>Asset Marketing &amp; Prop Mgmt</td>
<td>2006</td>
</tr>
<tr>
<td>Ball Law Firm</td>
<td>2010</td>
</tr>
<tr>
<td>Certain Water Service, Inc.</td>
<td>2014</td>
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<tr>
<td>Edward Jones—Jim Fenderick</td>
<td>2013</td>
</tr>
<tr>
<td>Edward Jones—Rob Nelson</td>
<td>2011</td>
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<tr>
<td>Englewood Community Hospital</td>
<td>1986</td>
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<tr>
<td>Florida Physical Therapy Specialists</td>
<td>2010</td>
</tr>
<tr>
<td>Gale West - Your Health Consultant</td>
<td>2011</td>
</tr>
<tr>
<td>Heartland Payment Systems</td>
<td>2012</td>
</tr>
<tr>
<td>Heavenly Hearts Companion Service</td>
<td>2016</td>
</tr>
<tr>
<td>King Plastic Corporation</td>
<td>2001</td>
</tr>
<tr>
<td>Lorraine Matthews - Coldwell Banker</td>
<td>2014</td>
</tr>
<tr>
<td>Marcos Pizza</td>
<td>2008</td>
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<tr>
<td>Marine Corps League Detachment 948</td>
<td>2012</td>
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<tr>
<td>North Port Farmer’s Market</td>
<td>2015</td>
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<tr>
<td>North Port Foot &amp; Ankle</td>
<td>1989</td>
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<tr>
<td>Paul Patterson Handy Man Services</td>
<td>2015</td>
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<tr>
<td>Pet Lover’s News</td>
<td>2016</td>
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<td>Ramada Venice Resort</td>
<td>2013</td>
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<tr>
<td>Seaside Septic Service, Inc.</td>
<td>2016</td>
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<td>SOS Air Conditioning &amp; Heating</td>
<td>2013</td>
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<tr>
<td>Sparkle Brite Pools of NP, LLC</td>
<td>2007</td>
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<tr>
<td>Steve Neher</td>
<td>2016</td>
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<tr>
<td>The Rock Box Music School &amp; Stage</td>
<td>2016</td>
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<tr>
<td>Venice Print Center, Inc.</td>
<td>2015</td>
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<tr>
<td>West Villages Improvement District</td>
<td>2015</td>
</tr>
</tbody>
</table>
The North Port Area Chamber of Commerce is offering Chamber members an opportunity to register for the 2017-2018 Chamber Champion Program and sign-up for the Payment Plan now available. The 2017-2018 Chamber Champion Program will run from October 1, 2017 - September 30, 2018.

Chamber members can select which sponsorship level they would like to sign-up for and make payments according to the following schedule:

- First Payment - 50% down by September 30, 2017
- Second Payment - 25% by December 31, 2017
- Final Payment - 25% by March 31, 2018

**Chamber Champion Sponsorship Levels include:**

- Platinum: $5,000
- Gold: $2,500
- Silver: $1,500
- Bronze: $500

Chamber members participating in the payment program must complete and sign a 2017-2018 Chamber Champion Payment Contract and make first payment by September 30, 2017.

Don't miss out on this opportunity to gain additional exposure for your business and to take advantage of the additional benefits offered through the various sponsorship levels.

For more information, call the Chamber office at (941) 564-3040 or e-mail at info@northportareachamber.com
# North Port Area Chamber of Commerce
## 2017-2018 Chamber Champion Benefits Chart

<table>
<thead>
<tr>
<th>Month</th>
<th>Events and Functions</th>
<th>Benefit</th>
</tr>
</thead>
<tbody>
<tr>
<td>March/April</td>
<td>Business &amp; Community Expo</td>
<td>Booth and Table</td>
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<td></td>
<td>Goodie Bags Insert</td>
</tr>
<tr>
<td>June</td>
<td>Annual Meeting &amp; State of the City Address</td>
<td>Luncheon Tickets Table (6) 1/2 table (4)</td>
</tr>
<tr>
<td>August</td>
<td>Business-to-Business Expo</td>
<td>Booth and Table</td>
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<tr>
<td></td>
<td></td>
<td>Goodie Bags Insert</td>
</tr>
<tr>
<td>September</td>
<td>Golf Tournament</td>
<td>Player Foursomes 1</td>
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<tr>
<td></td>
<td></td>
<td>Display Table and Hole Sign</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Goodie Bags Insert</td>
</tr>
<tr>
<td>October</td>
<td>Installation Banquet</td>
<td>Dinner Tickets Table (6) 1/2 table (4) 2 tickets 2 tickets</td>
</tr>
<tr>
<td></td>
<td>Hob Nob</td>
<td>Booth and Table</td>
</tr>
<tr>
<td>December</td>
<td>Chamber Awards Ceremony Luncheon</td>
<td>Luncheon Tickets Table (6) 1/2 table (3) 2 tickets 2 tickets</td>
</tr>
<tr>
<td></td>
<td>Holiday Social</td>
<td>Tickets 4 tickets 2 tickets 2 tickets 2 tickets</td>
</tr>
</tbody>
</table>

## Ongoing Recognition and Media Inclusions
- Recognition at all Chamber Events and Functions with Business Listing and Links in monthly Communicator, weekly Newsletter, Social Media sites and Email signatures.
- **Community Guide**
  - Special Recognition Premium Page
  - Bold Listing in Directory
- **Chamber Champion Banner**
  - Business Listing
- **Chamber’s Website**
  - Home Page Banner Ad
  - Business Category Banner Ad
  - Business Category Enhanced Business Listing
  - Business Category Priority Listing
- **Chamber Office**
  - Additional Literature Posting 3 2 1 1 3

Complete and return this form along with payment in full to the Chamber no later than September 16, 2017. Indicate the level at which you would like to participate. This program will run for the Chamber’s fiscal year, October 1, 2017 through September 30, 2018.

Paid Chamber Champions will be recognized at our Annual Installation Banquet on September 24, 2016.

### I Want To Invest in the Chamber

#### Business & Community Coming Together

<table>
<thead>
<tr>
<th>Sponsorship Level</th>
<th>Platinum Sponsor</th>
<th>Gold Sponsor</th>
<th>Silver Sponsor</th>
<th>Bronze Sponsor</th>
</tr>
</thead>
<tbody>
<tr>
<td>$15,000</td>
<td>$15,000</td>
<td>$15,000</td>
<td>$15,000</td>
<td>$15,000</td>
</tr>
</tbody>
</table>

Please Check Sponsorship Level

**Business Name:**

**Contact Name:**

**Address 1:**

**Address 2:**

**Phone Number:**

**Fax Number:**

**E-Mail Address:**
Chamber Networking Breakfast

Location: Panera Bread
Address: 17899 Tamiami Trail, North Port
Day/Date/Time: Wednesday, September 6, 2017, 7:30 am

**There is no cost to attend unless you wish to order breakfast off their delicious breakfast menu**
SCRAMBLIN’ ON THE GREEN
ANNUAL GOLF TOURNAMENT
Saturday, September 9, 2017

4-Person Scramble Entry Fee
$85 per Individual Player  $340 per Foursome Team

Includes: Green fees, GPS carts, continental breakfast, lunch buffet, range balls, contests, raffle prizes & goodie bags.

Teams and individuals that register and pay for the golf tournament by Friday, August 11, 2017 can take advantage of a $10.00 discount per player or $40.00 discount per team. Teams and individuals that register and pay for the golf tournament between August 12 - 31, 2017 can take advantage of a $5.00 discount per player or $20.00 discount per team.

REGISTRATION: 7:00AM  SHOTGUN START: 8:00AM
Lunch & Post Tourny Celebration to Follow!

Golfer Name(s):

(1): ____________________________ (3): ____________________________
(2): ____________________________ (4): ____________________________

Company Name:

Contact Person:

Address:

Phone: __________________ Fax: __________________

Email Address:

Method of Payment ___ Check  ___ Cash

Credit Card #: __________________

SNACK SHACK Sponsor – $500  “Hot Dog, Chips” – Coldwell Sunstar  19th HOLE Sponsor – $500  “Beverages” – Advanced Asphalt

SOLD  SOLD

PRINTING AND DESIGN COMPLIMENTS OF
941-496-9009 • veniceprintcenter.com

Relax...we're on it!
Business After Hours

Tuesday, September 12, 2017

Sponsored & Hosted by:

North Port Art Center
6851 Biscayne Dr.
5:30 pm – 7:00 pm
<table>
<thead>
<tr>
<th>Date</th>
<th>Title</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>March 9</td>
<td>Clubs, Organizations and Programs to Help Your Business Grow</td>
<td>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.</td>
</tr>
<tr>
<td>April 13</td>
<td>Time Management</td>
<td>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.</td>
</tr>
<tr>
<td>May 11</td>
<td>Effective Networking Using Your Elevator Speech</td>
<td>“What do you do?” How many times have you been asked that question? At networking events, at parties or even in the elevator! What’s 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.</td>
</tr>
<tr>
<td>June 8</td>
<td>Using Technology Tools in Your Business</td>
<td>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.</td>
</tr>
<tr>
<td>July 13</td>
<td>Creating and Using Business Plans, Mission and Vision Statements</td>
<td>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.</td>
</tr>
<tr>
<td>August 10</td>
<td>Using Social Media (Facebook) to Benefit Your Business</td>
<td>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.</td>
</tr>
<tr>
<td>September 14</td>
<td>Managing Your Online Reputation</td>
<td>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 ..........!</td>
</tr>
<tr>
<td>October 12</td>
<td>How to Develop Business Alliances and Referral Marketing</td>
<td>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?</td>
</tr>
<tr>
<td>November 9</td>
<td>Creative Ways to Promote your Business on a Shoestring Budget</td>
<td>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.</td>
</tr>
</tbody>
</table>
Network @ Noon

Luncheon

Thursday, September 21, 2017
11:30 am—1:00 pm
14415 Tamiami Trail

Chamber Members: $15.00 each / Non Chamber Members $20.00 each
Meal Choices: Caesar Salad, Hamburger w/FF, Reuben Sandwich or Chicken Alfredo

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 Deadline: Tuesday, September 19, 2017 ***
Evening in Paris
Saturday, September 23, 2017
31st Annual
Installation Banquet
Heron Creek Golf & Country Club

Social
5:00 PM—6:00 PM
Dinner/Program
6:00 PM—8:00 PM
Dancing/Social
8:00 PM—9:00 PM

*Please reserve _____ Seat(s) @ $65 ea.
*Please reserve _____ Couple Tickets @ $120 ea.
*_____ ½ Table Sponsor ($300): (Table of 4, Table Sign, Logo in Program, Recognition at Event).
*_____ Table Sponsor ($600): (Table of 8, Table Sign, Logo in Program, Recognition at Event).

Meal choices: _____ Steak Au Poivre (Top Sirloin served with a Peppercorn Brandy Cream Sauce)
_____ Salmon with Sauce Vierge (Tomato Basil Sauce)
_____ Chicken Provencal (Garlic, Tomato, Kalamata Olives in a White Wine Sauce)

INCLUDES: Cocktail Hour serving Fruit & Brie Cheese Display with French Baguette, French Onion Soup, Choice of Entrée & French Crepes with Fruit Filling & Cream for Dessert.

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: _________

North Port Area Chamber of Commerce, 15141 Tamiami Trail, North Port 34287 • Phone: 941-564-3040
NORTH PORT
Area Chamber of Commerce

JOB & CAREER FAIR
GEORGE MULLEN
ACTIVITY CENTER
1602 Cramer Way
North Port, FL 34286
SEPTEMBER 29th
2017 9:00am - 12:00pm
Set-Up Time: 7-9am

JOB & CAREER FAIR TABLE REGISTRATION FORM

☐ Vendor Table $25 (Chamber Member)
  Includes table & 2 chairs

☐ Vendor Table $50 (Non Chamber Member)
  Includes table & 2 chairs

Name: ____________________________
Business: _________________________
Address: _________________________
Telephone/Email: __________________

Number of Reps: ☐ 1 or ☐ 2 Plastic Table Cloth Needed? ☐ Yes ☐ No

Method of Payment:

☐ Credit Card # (Visa, MasterCard): ____________________________
Exp. Date: _______________ CW (3 numbers on back of card): _______________

☐ Check Enclosed - Check # ____________________________

☐ Cash: ____________________________

☐ Invoice: ____________________________

Online Payments Accepted.
Please RSVP Online, via Fax, or by Mail by SEPTEMBER 22, 2017 to:
North Port Area Chamber of Commerce • 15141 Tamiami Trail, North Port, FL 34287
www.NorthPortAreaChamber.com • Fax (941) 423-5042 • Phone: (941) 564-3040
S.C.O.R.E. Mentoring Program

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.
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!

---

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
Business After Hours | Tuesday, August 8, 2017
<table>
<thead>
<tr>
<th>Photo 1</th>
<th>Photo 2</th>
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<td>Photo 22</td>
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</tbody>
</table>
Veterans Program Deliveries
Go Team Visits
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.