



BUSINESSwatch

August 2017

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

UPCOMING EVENTS

To Sell is Not to Sell

When: Tuesday, Aug. 8;
8:30-10:30 a.m.
Where: Chamber Boardroom
Cost: Free, members; \$10, non-members

Power Networking @ Breakfast

When: Wednesday, Aug. 9;
8-9:30 a.m.
Where: Holiday Inn-Palm Beach Airport
Cost: \$30, members (in advance), \$35 after deadline; \$40, non-members (in advance), \$45 after deadline

YPOP HotSpot – Game Night

When: Wednesday, Aug. 9;
5:30-7:30 p.m.
Where: Cameron Estates Apartments
Cost: Free, members; \$20, non-members

Business Builder

When: Friday, Aug. 11 and Wednesday, Aug. 23;
8:30-9:45 a.m.
Where: Chamber Boardroom
Cost: Free

Network for a Cause

When: Tuesday, Aug. 15;
5:30-7:30 p.m.
Where: Ruth's Chris Steak House
Cost: \$15, members (in advance), \$20 after deadline; \$30, non-members
Cause: Seagull Services

Financial Management Seminar

When: Wednesday, Aug. 16;
8:30-11 a.m.
Where: Chamber Boardroom
Cost: \$35 in advance, \$50 at the door
Presented by: SCORE

Back to School Breakfast

When: Thursday, Aug. 24;
7:45-9 a.m.
Where: Palm Beach County Convention Center
Cost: \$45, members (in advance), \$50 after deadline; \$55, non-members (in advance), \$60 after deadline
Presented by: Keiser University and Hulett Environmental Services

Managing Operations Seminar

When: Wednesday, Aug. 30;
8:30-11 a.m.
Where: Chamber Boardroom
Cost: \$35 in advance, \$50 at the door
Presented by: SCORE

YPOP Connect – Kravis Center

When: Thursday, Aug. 31;
5:30-7:30 p.m.
Where: Kravis Center for the Performing Arts
Cost: Free, members; \$20, non-members

CRM Database Seminar

When: Wednesday, Sept. 6;
8:30-10 a.m.
Where: Chamber Boardroom
Cost: \$15, members (in advance), \$20 after deadline; \$25, non-member (in advance), \$30 after deadline
Presented by: BG Digital

DR. ROBERT AVOSSA TO SPEAK AT BACK TO SCHOOL BREAKFAST



Dr. Robert Avossa at last year's Back to School Breakfast. PHOTO BY CAPEHART PHOTOGRAPHY

The Back to School Breakfast on August 24 from 7:45-9 a.m. at the Palm Beach County Convention Center, sponsored by Hulett Environmental Services and Keiser University, will feature Dr. Robert Avossa, Superintendent of Schools.

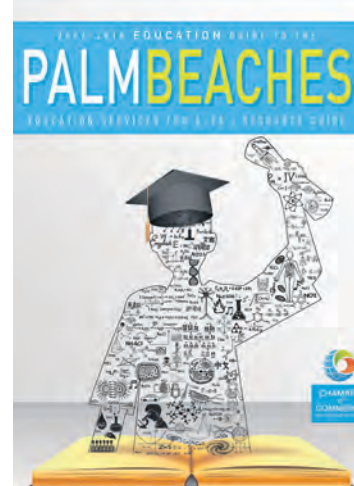
Covering a wide range of topics, Dr. Avossa will touch on strengthening Palm Beach County's school programs and give a report card on the district's performance and

achievements of 2017 and talk about what to expect in 2018.

The Back to School Breakfast is an opportunity to bring together Palm Beach County's workforce to ensure that they are engaged with the education community to build a partnership based on the same goal: building a better community.

For more information, contact Marissa Kosiec at mkosiec@palmbeaches.org or (561) 833-3799.

KEISER
UNIVERSITY



2017-2018 Education Guide to the Palm Beaches

The 2017-2018 Education Guide to the Palm Beaches makes it debut at the Back to School Breakfast on Thursday, August 24 at the Palm Beach County Convention Center.

The Guide features the latest information on financial aid and scholarships, trade and technical schools, higher education, charter schools and much more. The Education Guide will be available in the Chamber lobby after the breakfast.

Chamber Celebrates 26 years of ATHENA International

The ATHENA Leadership Award was inspired by the goddess of Greek mythology known for her strength, courage, wisdom and enlightenment. The Award is recognized locally, nationally and internationally. ATHENA was brought to Palm Beach County 26 years ago by Patti Hamilton.

"It is so exciting to see the growth and significance of the ATHENA Award Program over the past 26 years," said Hamilton. "So many people have played a role in bringing the event to the level it is today. It is true testament to the principles of ATHENA, especially in regards to Collaboration and, of course, Celebration. Each honoree has played a significant role in making our community a special place."

The ATHENA Leadership Model, developed through a grant from the W.K. Kellogg Foundation, identifies eight distinct attributes that are reflective of women's contributions to leadership: Live Authentically, Learn Constantly, Advocate Fiercely, Act Courageously, Foster Collaboration, Build Relationships, Give Back, and Celebrate.



PHOTO BY CAPEHART PHOTOGRAPHY

The ATHENA Leadership Award is presented to a woman – or man – who is honored for professional excellence, community service and for actively assisting women in their attainment of professional excellence and leadership skills. The ATHENA

Young Professional Leadership Award was established in 2007 to honor emerging leaders under the age of 40 with the same characteristics.

The ATHENA Organizational Leadership Award honors organizations and businesses that create an organizational culture that encourages women employees to achieve their full leadership potential, and that give back to the larger community of women and girls by providing and/or supporting leadership development opportunities and initiatives.

This year's ATHENA Awards Ceremony is scheduled for Wednesday, September 13 from 11:30 a.m.-1 p.m. at the Palm Beach County Convention Center. Corporate tables and individual tickets are available at palmbeaches.org.

For more information about sponsorship opportunities, please contact Marissa Kosiec at mkosiec@palmbeaches.org.



Social media provides powerful member benefit – digital networking



Jennifer Hampton

By Jennifer Hampton-Hoysrad
CEO at Superior Virtual

A little more than year ago the Chamber jumped on the social media bandwagon in a big way and have enjoyed the ride ever since. Using Facebook, Twitter, LinkedIn and Instagram, provides us a platform where we are able to promote our members, events, and community in a true authentic way. We

are also able to listen, engage, and provide real-time solutions to our audience in a space where they feel comfortable.

As we review our social media analytics, we're amazed that we have more than two million digital impressions and continue to attract more digital views month over month. So what's our secret sauce? We share real-life experiences using rich media such as com-

PELLING images, videos, and even post an occasional Boomerang. We write more than 100 posts each month and promote them across a variety of social channels at least five days a week. This effort has helped us connect our analog social media (face-to-face networking) with a new, powerful member benefit, digital networking.

We are thankful for all the support-

ing comments, encouragement, shares, and "likes" as we continue to press forward in growing our digital presence to support our members. Follow us online and learn all the great things happening at the Chamber of Commerce of the Palm Beaches and in our community. #JoinTheChamber #ChamberPB



TRUSTEE SPOTLIGHT



Brian Fitzgerald

Brian Fitzgerald founded Capital Partners in 1982, along with the participation of management and principals from companies he previously acquired. Prior to founding Capital Partners, Fitzgerald was a General Partner of Industrial Capital Group, a diversified acquisition and investment holding company. Before his tenure at Industrial Capital Group, he held senior positions at General Electric Co. and The Vencap Group, a corporate development and acquisition firm. Fitzgerald began his career at Kidder, Peabody as an investment Banking Associate. He received a master's degree from Harvard and a bachelor's degree from Princeton.



Rex Kirby

Rex Kirby is President of Verdex Construction, a company recognized by the *South Florida Business Journal* as Start Up Business of the Year in 2017. Prior to starting Verdex, Kirby was President of Suffolk Construction in South Florida. He is a past Chairman of the Business Development Board of Palm Beach County and member of the Executive Committee and Board of Directors of the Economic Council of Palm Beach County. Kirby graduated with a bachelor's degree in engineering from the University of Florida. He currently serves on the Board of Directors of the Associated General Contractors.



Jean A. Wihbey, Ph.D.

Jean A. Wihbey, Ph.D. is the Vice President of Workforce Development and Provost for Palm Beach State College's Lake Worth campus. Dr. Wihbey is President of the PGA Corridor Association Board of Directors, a Board member of the Executive Women of the Palm Beaches, the Palm Beach Gardens Medical Center Governing Board, and the Florida Association of Colleges. She holds a bachelor's degree from Fairfield University, a master's degree in Counseling from Southern Connecticut State University, and a doctorate in Educational Psychology from the University of Connecticut.

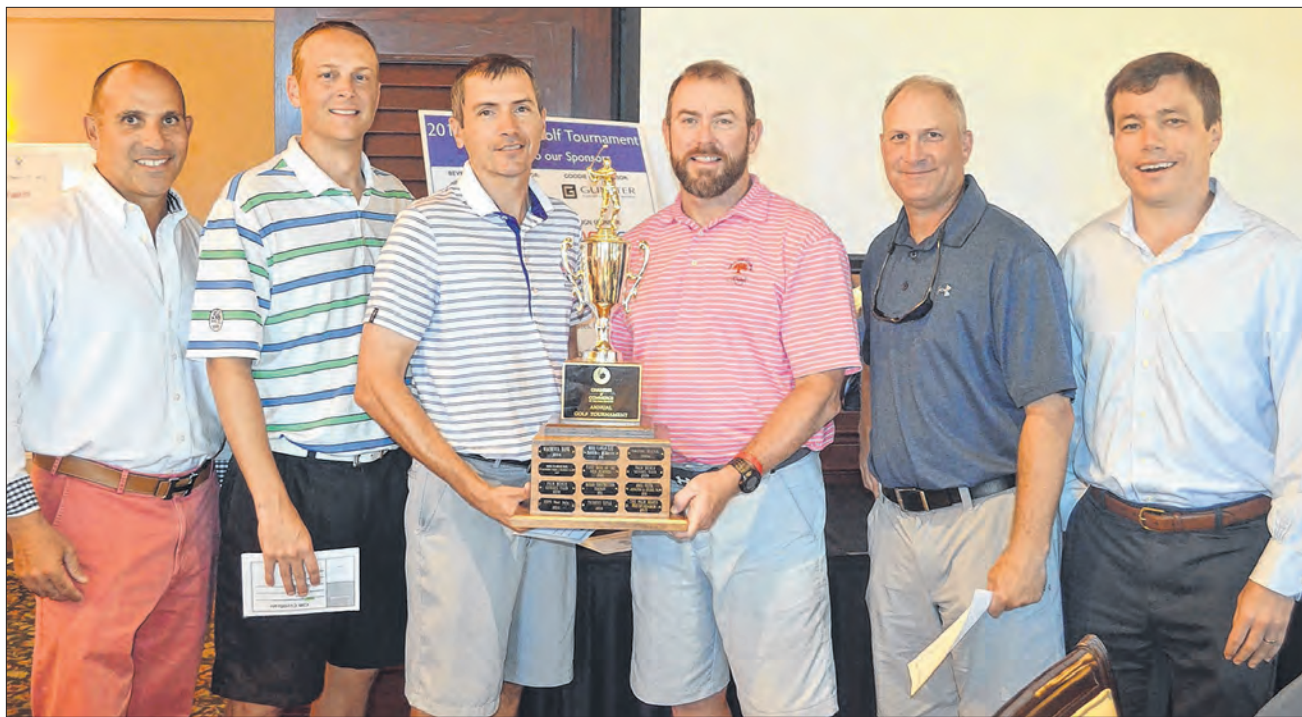


CHAMBER
of
COMMERCE
OF THE PALM BEACHES

BUSINESS *watch*

August 2017

Annual Chamber Golf Tournament



From left: Keith Spina, Max Macon, Todd Lester, Sam Forrest, JR McLelland and Joe Chase.

The Chamber's Annual Golf Tournament took place on Friday, July 28 at Bear Lakes Country Club. Players showed up eager to hit the green and compete for the Chamber Cup that is displayed in the Chamber lobby. FPL came in first place and Dedicated IT came in second.

The Chamber's Annual Golf Tournament is one of the most popular events on our calendar, attracting a wide range of decision-makers and community leaders. Thank you to Glidden-Spina & Partners, Nova Southeastern University, Gunster, and all of our supporting sponsors who assisted in this annual fundraiser.



From left: Keith Spina, Joe Chase, Steve Politzner (winner of the Southwest Airlines tickets) and Dennis Grady.



Trustee Luncheon with Mayor Andrew Gillum

Mayor Andrew Gillum of Tallahassee, Democratic candidate for governor, addressed the Trustees of the Chamber at a recent luncheon. Gillum spoke about his political career, beginning as the youngest elected City

Commissioner in the history of Tallahassee. He also shared his thoughts on why he would make an excellent governor for Florida.

Our next Trustee event will feature Congresswoman Gwen Graham, who is an announced

candidate for governor of Florida.

If you are interested in the Trustee program, please contact Kelly Fanelli at kfanelli@palmbeaches.org or (561) 257-0289.



New County Engineer Meets Business Leaders

Newly hired Palm Beach County Engineer David Ricks addressed a group at the Chamber this week. Ricks, a graduate of the United States Naval Academy, served as the Director of Public Works for the City of Norfolk, Virginia, before accepting the position in Palm Beach County. **From left:** Don Kiselewski, Keith Spina, Paulette Burdick, David Ricks, Dr. Jean Wihbey and Joe Chase.



PHOTO BY CAPEHART PHOTOGRAPHY

YPOP HotSpot at Sant Ambroeus

Nine Palm Beach County young professional groups teamed up for a mid-summer social at Sant Ambroeus on Palm Beach. With more than 300 in attendance, members had the chance to make new connections outside of their circle.

Our next YPOP event is scheduled on Aug. 9 at Cameron Estates Apartments from 5:30-7:30 p.m. For more

information about joining YPOP, contact Marissa Kosiec at mkosiec@palmbeaches.org.



RECORD ATTENDANCE AT JULY POWER NETWORKING

The Chamber experienced higher than usual attendance at last month's Power Networking program held at the Holiday Inn Airport. As of January 2017, the Chamber has been partnering with local networking groups every month to develop a broader scope of connections for our members. Last month, we partnered with The Western Business Alliance.

"We were excited to have such a large group in July! Power Networking continues

to be among the Chamber's most popular programs," said Membership Director Kelly Fanelli. "It gives members an efficient and effective way to introduce their company to a large group of business owners and professionals in a very short period of time. It's also an ideal opportunity for the Chamber to partner with other professional organizations."

Other groups the Chamber has partnered with include Discover the Palm Beaches, The Women's Chamber of Com-

merce of Palm Beach County, The Hispanic Chamber of Commerce of Palm Beach County, Nonprofits First and Compass Community Center.

This month's Power Networking will be scheduled as a breakfast on August 9 at the Holiday Inn Airport from 8-9:30 a.m. **Power Networking offers a unique sponsorship opportunity, which is currently available.** For more information about the program, please contact Marissa Kosiec at mkosiec@palmbeaches.org.

NEW MEMBERS

Abundance Hypnosis, LLC
Gloria Stanchak Alexander
West Palm Beach, FL
hypnotistodaywithgloria.com
(561) 683-4220
HYPNOSIS

Alexander Living WPB
Joshua Lavallee
Director of Leasing
333 Fern St.
West Palm Beach, FL 33401
alexanderlivingwpb.com
(561) 459-5502
APARTMENTS

Athlete's Tune Up & Repair
Lisa Boudreaux, Owner
1520 Latham Road
West Palm Beach, FL 33409
athletes-tuneup.com
(561) 232-4863
PHYSICAL THERAPISTS

Coastal Network Solutions
Mark Liskay

Director of Operations
7344 162nd Court N.
Palm Beach Gardens, FL 33418
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COMPUTERS - IT MANAGED SERVICES

Forgotten Soldiers Outreach, Inc.
Lynelle Zelnar, Executive Director
3550 23rd Ave. S., Suite 7
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(561) 369-2933
NON-PROFIT ORGANIZATION

Halls Make Sales / Realtor
Paige Halls
Realtor & Listing Specialist
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West Palm Beach, FL 33413
hallsmsales.com
(561) 541-6023
REAL ESTATE

Integrated Home Technologies
Fernando Canedo, President
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Suite 136
West Palm Beach, FL 33407
ihtfl.com
(561) 721-6446
SECURITY SYSTEM INTEGRATION

Jupiter Inlet Lighthouse & Museum
Kathleen Glover
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Jupiter, FL 33469
jupiterlighthouse.org
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ATTRACTIONS

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BANKS

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(561) 309-6406
INSURANCE

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Boynton Beach, FL 33426
hightechinternational.net
(561) 713-4017
INDUSTRIAL EQUIPMENT & SUPPLIES

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FINANCIAL ADVISORS, PLANNERS & CONSULTANTS

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RESORT

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COMPUTERS - IT MANAGED SERVICES

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Bill Jorgensen, Realtor
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Wellington, FL 33414
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REAL ESTATE

leisurecare.com
(703) 785-6739
ASSISTED LIVING

The UPS Store #1226 / Home Office Business Group
Derek Moses, Owner
3300 S. Dixie Highway, Suite 1
West Palm Beach, FL 33405
theupsstorelocal.com/1226
(561) 835-9791
SHIPPING - PACKAGES

Wayne Automatic Fire Sprinklers, Inc.
Jared Flournoy, Sales Representative
3121 N.W. 16th Terrace
Pompano Beach, FL 33064
waynefire.com
(954) 917-3030 X 1357
FIRE PROTECTION SERVICES, EQUIPMENT & SUPPLIES