



CHAMBER
of
COMMERCE
OF THE PALM BEACHES

BUSINESS *watch*

December 2018

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

UPCOMING EVENTS

Business After Hours

When: Thursday, Dec. 6;
5:30-7:30 p.m.
Where: West Palm Beach
Marriott
Cost: \$20, members; \$30,
non-members

Business Builder

When: Friday, Dec. 7 and
Wednesday, Dec. 19;
8:30-9:45 a.m.
Where: Chamber Boardroom
Cost: Free

The Art of Rebranding Seminar

When: Tuesday, Dec. 11;
8:30-10:30 a.m.
Where: Chamber Boardroom
Cost: \$20, members; \$30,
non-members
Speaker: Shane Savage,
PATHOS

Power Networking @ Lunch

When: Thursday, Dec. 13;
11:30 a.m. -1 p.m.
Where: Holiday Inn Palm
Beach Airport Hotel &
Conference Center
Cost: \$40, members (\$35 in
advance); \$50, non-members
(\$45 in advance)
Sponsor: Banyan Printing

YPOP Hotspot

When: Thursday, Dec. 13;
5:30-7:30 p.m.
Where: Bulk Candy Store
Cost: Free for YPOP
members; \$20, non-members

To Sell Is Not To Sell 2.0

When: Friday, Dec. 14;
8 a.m.-noon
Where: Chamber Boardroom
Cost: \$100, members; \$125,
non-members
Speaker: Greta Schulz,
Schulz Business SELLutions

New Member Meet and Greet

When: Wednesday, Jan. 9;
8:30-10 a.m.
Where: Chamber Boardroom
Cost: Free for members

Network for a Cause

When: Tuesday, Jan. 15;
5:30-7:30 p.m.
Where: FITTEAM Ballpark of the
Palm Beaches
Cost: \$20, members (\$15 in
advance); \$30, non-members
Sponsor: Lesser, Lesser,
Landy & Smith, PLLC



Mayor Jeri Muoio. CAPEHART PHOTOGRAPHY

MAYOR TO DELIVER HER FINAL STATE OF THE CITY ADDRESS

In her final State of the City Address, West Palm Beach Mayor Jeri Muoio will reflect on the City's accomplishments and make several key announcements on priorities to keep West Palm Beach a vibrant, resilient, inclusive and safe world-class city. The event will be presented by

Good Samaritan Medical Center. Free parking will be sponsored by Hedrick Brothers Construction. Courtesy of host sponsor, GL Homes, arrive early for coffee and network with elected officials and other community leaders. Take home a gift sponsored by Lesser, Lesser, Landy & Smith, PLLC.



A relay team from this past weekend's FITTEAM Palm Beaches Marathon.

Denver man and Wellington woman win FITTEAM Palm Beaches Marathon

With an itch to try a marathon and a goal to escape the cold, Juan Pablo Cortes got on an airplane in Denver and headed to Palm Beach for the FITTEAM Palm Beaches Marathon presented by Jupiter Medical Center.

He was the marathoner first to cross the finish line with a time of 2:53:04. Horse trainer Allie Whitelaw of Wellington didn't have to travel as far as Cortes, but she also was a first-time winner in the Women's Division with a time of 3:31:50.

Unlike Cortes, it was her 14th marathon. The race capped a weekend that featured a 5K, marathon, half-marathon, 10K, four-person relay teams and a division for disabled athletes and Achilles Freedom Team members.

BASEBALL BASH 2019

Meet and greet select players and managers from the St. Louis Cardinals and Miami Marlins at the 2019 Baseball Bash on Feb. 19, 2019 at Roger Dean Chevrolet Stadium. Autographs will take place from 6-7 p.m. Cardinals General Manager, John Mozeliak will give the 2019 forecast at about 7:15 p.m. There will also be a Silent Auction including a Cardinals and Marlins autographed team jersey with letter of authenticity. A barbecue dinner on the party deck is included. Visit palmbeaches.org for pricing and event details or contact Marissa Kosiec at mkosiec@palmbeaches.org.



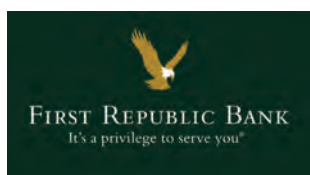
TRUSTEE SPOTLIGHT



Michael Coady

Michael Coady is a Managing Director at First Republic Bank. He began his banking career as a graduate of the Bank of America Management Associate Program prior to his role as Director of Retail Banking for Fidelity Federal Bank & Trust.

Most recently, Coady served as Area Executive for First Citizens Bank. Prior to his banking career, he served as Executive Aide to former Connecticut Governor, Lowell P. Weicker, Jr. and represented client interests as a lobbyist to the Connecticut State Legislature. Coady is a graduate of the University of Connecticut.



Judith Mitchell

Judith Mitchell has been the Chief Executive Officer of the Raymond F. Kravis Center for the Performing Arts since 1992. Mitchell has served on a number of community Boards of Directors, including the Economic Council of Palm Beach County, and The State Board of Directors of VSA Arts of Florida. She accepted the Providencia Award from the Palm Beach County Convention and Visitors Bureau, recognizing the Kravis Center for "outstanding contributions to Palm Beach County tourism." In 2017, she received the American Free Enterprise Companion Medal, presented by Palm Beach Atlantic University.



Wanda Whigham

Wanda Whigham is the founding member of Whigham Legal, a boutique law firm focused on a broad range of corporate and transaction matters. Whigham practices in the areas of project finance and development, corporate finance, mergers and acquisitions and corporate governance. She represents both private and public clients in connection with corporate formations, corporate governance, joint venture arrangements, and project development. Whigham attained her Juris Doctorate at the University of Miami School of Law and her Bachelor of Business Administration at the University of Miami School of Business. She currently serves as a Board member of the Chamber of Commerce of the Palm Beaches.



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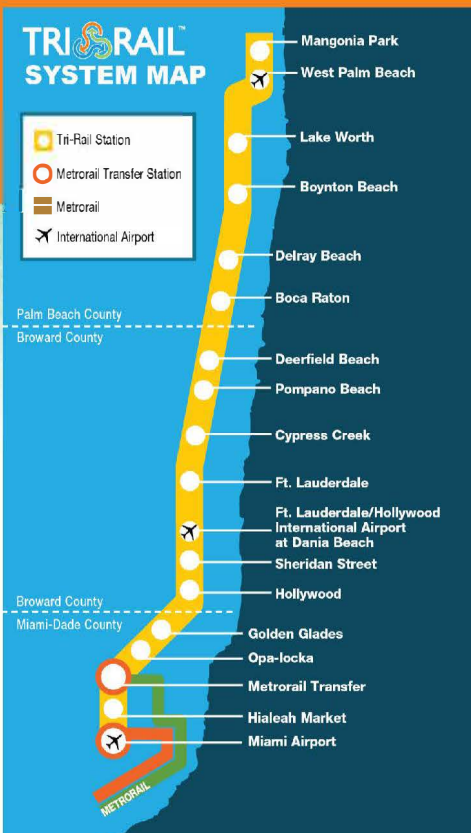
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McKinlay delivers State of the County Address at November Breakfast

Palm Beach County Mayor Melissa McKinlay delivered the State of the County Address at the November Breakfast, presented by Nova Southeastern University (NSU). Mayor McKinlay discussed her core initiatives of affordable housing, the opioid epidemic, and improving Palm Beach County's neighborhoods. She stated that unemployment is currently at a historic low and tourism is up in record numbers.

During her speech, the mayor gave special focus to the cities of Belle Glade and Pahokee. The county anticipates 200 new jobs will be created when they finalize building a 400-square-foot manufacturing plant in the Belle Glade area. In addition, more than 600 new housing units have been built for low-income families. McKinlay also said that the Glades Pioneer Park renovation, in collaboration with the Orange Bowl as a legacy field project, has been completed.



Evelyn Hopkins, Chamber Chair; Palm Beach County Mayor Melissa McKinlay; Jennifer O'Flannery Anderson, Nova Southeastern University. CAPEHART PHOTOGRAPHY



CAPEHART PHOTOGRAPHY

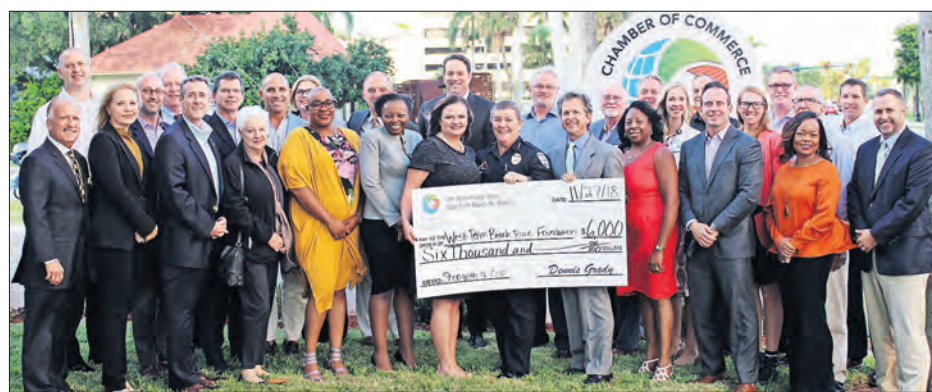
PRE-PAY AND SAVE ON OUR 2019 CHAMBER BREAKFAST SERIES

Chamber members can now pre-pay for the 2019 themed breakfast series. The Corporate Breakfast Series pass includes admission to 10 breakfasts, including our largest event, the State of the City on Jan. 24. The price also includes prime seating, table signage and recognition in each event's PowerPoint.

"GL Homes has participated in the Corporate Breakfast Series

for several years," said Sarah Alsofrom, director of community relations for GL Homes. "Each monthly breakfast features a timely topic, engaging speaker and great networking for our guests with key business leaders from around the county. It's a can't-miss business breakfast."

Visit our website at www.palmbeaches.org to see the full breakfast lineup and to purchase your series pass.



Chamber donates more than \$7,000 to Shop with a Cop Program

In partnership with the West Palm Beach Police Foundation, the Chamber supported the 6th annual "Shop With a Cop" event on Dec. 5 at the Palm Beach Lakes Target.

This year's goal was to provide 200 underprivileged West Palm Beach children with gift cards to Target. The children, each accompanied by a West Palm Beach Police Officer, shopped for gifts for their moms, dads, grandparents and siblings. Donations were accepted at the State of the County Breakfast and the November Board of Directors meeting.

Thank you to everyone that contributed to this very worthy cause!

Florida 2030 Plan outlines the strategies for Florida's future

By Don Kiselewski
Florida Power & Light

By 2030, Florida will be home to 26 million residents and one of the most diverse populations in the world. Palm Beach County alone needs to be ready for 1.61-1.78 million more people by 2030.

Will we be ready? Earlier this month, leaders in the Palm Beach region took a deep dive into the challenges and opportunities 2030 will bring at the Florida Chamber Foundation's Palm Beach Florida 2030 Rollout event. From discussions on workforce needs and investments in talent, to conversations on infrastructure and creating resilient communities, one theme was consistent: for Florida to succeed, we must continue to plan for the long term over the short term.

Florida 2030 offers a strategic blueprint for achieving Florida's potential. It defines goals and strategies to guide



From left: Allen Gast, Gast Construction Group; Tony Carvajal, Florida Chamber Foundation; Evelyn Hopkins, Chamber Chair; and Don Kiselewski, FPL.

private, public, and civic partners as they work together to shape Florida's economic future. Transforming Florida by 2030 into a top 10 global economy, creating a path to prosperity for every zip code in Florida and ensuring that Florida has a range of great places to live, work, raise a family, learn, play and grow a

business is no small task. Yet Florida 2030 provides the outline of our region's – and our state's – leaders need in order to work together to implement the strategies that will drive our economy into 2030.

To learn how you can get involved in implementing Florida 2030, visit Florida2030.org.



Record attendance at November Power Networking Lunch

Nearly 100 business men and women joined us for the November Power Networking program sponsored by Banyan Printing. This program consists of quick rounds of networking and self-introductions.

"Power Networking is one of the Chamber's most popular programs," said Membership Director Kelly Fanelli. "Our members love it! Each month we partner with other professional business organizations. Not only does it increase attendance, it also gives our members the

opportunity to make contacts they would not ordinarily meet at Chamber functions."

Power networking is the perfect atmosphere for new and seasoned networkers. Our goal for 2019 is to get 100 attendees in the room. Will you be a part of this group? Visit palmbeaches.org to register today.

SPONSORED BY:



NEW MEMBERS

Action Coach

Arif Boysan
Certified Business Coach
221 Greyman Drive
West Palm Beach, FL 33405
arifboysan.actioncoach.com
917-834-9807
BUSINESS COACHING

Angela Corvello

Director of Sales and Marketing
1675 Palm Beach Lakes Blvd.
West Palm Beach, FL 33401
561-683-0069
HOTELS

Broadstone City Center

Carolina Lopez
Business Manager
499 Evernia St.
West Palm Beach, FL 33401
broadstonecitycenter.com
561-508-3370
APARTMENTS

Clerk & Comptroller

Sharon Bock
Clerk and Comptroller
301 N. Olive Ave.
West Palm Beach, FL 33401
mypalmbeachclerk.com
561-355-2996

GOVERNMENT AGENCIES, ENTITIES, CONSULTANTS & ORGANIZATIONS

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Gregory Peraino, Partner
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Community Center for Excellence in Writing (CCEW)
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561-406-8338

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First Republic Bank

Michael Coady
Managing Director
241 Royal Palm Way
Palm Beach, FL 33480
firstrepublic.com
561-803-1076
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Natalia Lopez
Retail Marketing Senior Manager
11345 Legacy Ave., Suite 100
Palm Beach Gardens, FL 33410
foreyes.com
561-614-8362

OPTICAL GOODS

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Patricia Marron
Director of Operations
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Lake Worth, FL 33460
haggasconstruction.com
561-727-8159

CONTRACTORS - GENERAL

ITN, LLC

Ed Gibbons
Executive Vice President
2820 Wilderness Road
West Palm Beach, FL 33409
itnanalytics.com/home.html
901-230-7879

SOFTWARE - EMPLOYEE RECRUITMENT & HIRING

Keller Williams Realty, Inc.

Delano Bailey, Realtor - PSA, RSPS

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Palm Beach Gardens, FL 33410
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Paget Kirkland,
President/Owner
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Lake Worth, FL 33460
kirklanddmc.com
561-296-9449

EVENTS PLANNING

Loic Bakery Cafe Bar

Pauline Autret, Owner
480 Hibiscus St., Unit 116
West Palm Beach, FL 33401
bakeryloic.com
561-570-1425

RESTAURANTS

Luv2Play

Francine Dinnal
Director of Operations
10301 Southern Blvd.
Royal Palm Beach, FL 33411
luv2play.com/palm-beach/
561-335-5382

ENTERTAINMENT

Manos Florida LLC

Alex Babiolakis, President
900 Osceola Drive #223
West Palm Beach, FL 33409
561-410-3132

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West Palm Beach

Rachel Presas, Owner
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West Palm Beach, FL 33405
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561-655-5355

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Morgan Stanley

Deborah Adeimly
Financial Advisor, Wealth Management
777 S. Flagler Drive, East Tower

West Palm Beach, FL 33401
fa.morganstanley.com/deborah.adeimly

FINANCIAL SERVICES

Network Professionals Inc. of the Palm Beaches

Charlie Martin
Executive Director
5570 Coach House Circle, #E
Boca Raton, FL 33486
npflorida.com
561-213-1502

PROFESSIONAL NETWORKING ORGANIZATIONS

Office of Diversity in Business Practices in the Palm Beach County School District

Liz Harbur
Manager of Training, Event Planning & Outreach
3300 Summit Blvd., Bldg. 3
West Palm Beach, FL 33406
palmbeachschools.org/diversityinbusiness

BUSINESS DEVELOPMENT

Palm Beach Orthopaedic Institute

Kelly Sudell
Business Development Director
7701 Southern Blvd., #100
West Palm Beach, FL 33411
PBOI.com
561-694-7776

Palm Beach Orthopaedic Institute

Kelly Sudell
Business Development Director
2055 Military Trail, #200
Jupiter, FL 33458
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561-694-7776

PHYSICIANS & SURGEONS - ORTHOPEDIC SURGERY

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West Palm Beach, FL 33411
PurpleFrogGraphics.com
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Morgan Rauth, Attorney
1555 Palm Beach Lakes Blvd., Suite 1555
West Palm Beach, FL 33401
thelegalinstitute.com
561-804-6800

ATTORNEYS

SERVPRO of West Palm Beach

Amy Alex
Marketing Representative
4050 Westgate Ave., #107
West Palm Beach, FL 33409
servprowestpalmbeachfl.com
561-795-5410

FIRE & WATER DAMAGE RESTORATION

Stretch Zone

Ryan Snyder, Owner
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stretchzone.com/locations/
west-palm/
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HEALTH & WELLNESS

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Michael Becker

Senior Vice President
440 Royal Palm Way, Suite 102
Palm Beach, FL 33480
suntrust.com
561-805-5765

WEALTH MANAGEMENT

Teleso Group LLC

Soren Hastrup, CEO
1641 Worthington Road
Suite 140
West Palm Beach, FL 33409
telegroup.com
609-503-4201

INFORMATION TECHNOLOGY SOLUTIONS / SERVICES

The Kaufman Katz Group at Morgan Stanley

Eitan Esan
Financial Advisor
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fa.morganstanley.com/
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561-620-5000

FINANCIAL SERVICES

The Mattisyn School

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mattisynschool.com
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Vegan Wagon

Alex Chebal
President
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VeganWagon.com
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Community Manager
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Community Outreach Coordinator
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WalfishPromotions.com
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Medicaid Marketing Manager
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wellcare.com
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Wexford Capital LP

Philip Braunstein, Partner
777 S. Flagler Drive, Suite 602
East, West Palm Beach, FL 33401
wexford.com
561-273-8613

INVESTMENTS - PRIVATE EQUITY