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### NOTE FROM THE PRESIDENT/CEO

#### Happy New Year!!!!

I want to take this opportunity to thank all our partners, members, volunteers, board of directors, and my loyal staff for the outstanding support you brought during 2018. As I reach my one-year anniversary as the President/CEO I am grateful and honored for the opportunity to work and grow in this fast moving and friendly community.

#### 2018 in Review

**Membership**-Grew from 160 to more than 310 active members during 2018. Projecting growth of 100 more members during 2019.

#### Staff Support

- I joined as CEO to help Administrative Coordinator Elaine Vail in December 2017.
- January added Business Development Manager Madelyn Long, with more than 17 years' experience as a chamber professional.
- After Elaine's departure to Nonahood News, in July we added Communications & Marketing Manager Bethany Osborne bringing her experience from the Panama City Beaches chamber. Bethany resigned to pursue other

Appearances by Orlando Mayor Buddy Dyer, Orlando District Commissioner Jim Gray, Orange County Property Appraiser Rick Singh along with presentations from the Orlando Municipal Airport Authority and the Central Florida Expressway Authority highlighted 2018.

- Contagious Connections-Effective networking quarterly seminars. All four were well attended in 2018 and this series will continue in 2019.
- Nona Chamber Spring Festival-Held in March 2018 at Valencia Campus in Lake Nona. 1,200 persons attended with 60 of our members booths.
- 6<sup>th</sup> Annual Taste of Nona-A red-carpet theme where more than 25 of our local restaurants/culinary providers supplied tasty food and drink at Lake Nona Marriott Courtyard & Residence Inn with 400 area residents and guests in attendance.
- Holiday Party and Membership Banquet-120 members and guests at the Florida Hotel enjoyed a fabulous banquet and drinks receiving a coupon book for discount shopping at Florida Mall. We also recognized major contributors to this year's success and introduced the new directors.

opportunities just before Christmas 2018.

- We expect the necessity of continued staff growth as our membership continues its upward swing.

**Office Space**-Increased our physical footprint by moving to the GuideWell Innovation Center in January 2018. Negotiations are in progress for more space and a more accessible location at GuideWell that we hope to occupy in February.

#### **Board of Directors-**

- First retreat and strategic planning meeting in January 2018.
- Organized supporting committees: Economic Development, Events, Finance, IT, Legal, Marketing, Membership, Programming, and Public Relations. A director appointed by the board chair heads each committee.
- Installed six new directors in December bringing the total number of serving directors to 19.

**Bylaws**-The board approved new bylaws prepared by the Legal Committee headed by Gary Salzman. These bylaws are available for reference by any member who requests them.

#### **2018 Events**

**Monthly Events**-Expanded our venues for our monthly events, each has grown on its merits as they continue to provide valuable information, training, and networking opportunities.

#### **2019 Plans**

##### **Events-**

##### **2019 Signature events**

- Spring Festival -**SAVE THE DATE- SATURDAY, APRIL 13**. New location with its own attractions.
- 2019 Taste of Nona growing even bigger and coming in October 2019.
- Even more exciting and informative speakers and guests at our monthly events.

**Ambassador Program**-Ambassador teams will greet new members/visitors at our events, welcome new members, and call and visit our current members for comments and suggestions to bring to the board or staff members.

**Time With the CEO**-Regularly scheduled monthly appointments to sit down with me and/or Directors to ask questions, make suggestions or generally discuss chamber functions and plans – beginning February, third Thursdays after 10:00 AM.

**Office Space**-Complete arrangements for larger and more accessible office spaces for staff and members.

**Membership**-Continue the support and enthusiasm to grow membership to 400 by the end of 2019.

*Don Long*

Lake Nona Regional Chamber of Commerce  
President/CEO Don Long

## **UPCOMING NETWORKING EVENTS**

### **MONTHLY NETWORKING EVENTS**

**FIRST TUESDAYS**- 1st Tuesday Business After-Hours

**BREAKFAST CONNECTIONS**- 2nd Thursday

**BUSINESS LUNCHEON**- 4th Friday

**CONTAGIOUS CONNECTING**- Quarterly Luncheon (February, May, August & November)

**RIBBON CUTTINGS** - as scheduled

For information on how to schedule a Ribbon Cutting with the Lake Nona Regional Chamber of Commerce, please contact: [administration@lakenonacc.org](mailto:administration@lakenonacc.org)

### **THIS THURSDAY - January 3, 2019- Register now**

**First Tuesdays on Thursday! Business After-Hours and Ribbon Cutting at Castle Church Brewing Community**

**Appetizer/Beer Pairings - Happy Hour Pricing on Craft Beer, Wine, and Cider**

**5:30 PM-7:30 PM Ribbon Cutting at 6:00 PM**

6820 Hoffner Ave., Orlando, 32822

Registration is free for Chamber members. Reserve your spot!

Email: [administration@lakenonacc.org](mailto:administration@lakenonacc.org), if you would like to bring a first-time guest to this networking event.

**Thursday, January 10, 2019- Breakfast Connections - TBD**

**Friday, January 25, 2019- Business Luncheon with Sam Choi, Manager for Emerging Technologies and Renewables for OUC—The Reliable One**

**Keynote Topic: *The Future of Energy***

11:30 AM - 1:00 PM

The Belfry Restaurant at Eagle Creek Golf Club

10350 Emerson Lake Blvd., Orlando, 32832

**Tuesday, February 5, 2019- First Tuesdays Business After-Hours at Chroma Modern Bar + Kitchen**

5:30 PM-7:30 PM

6967 Lake Nona Blvd., Orlando, 32827

Registration is free for Chamber members. Reserve your spot!

Email: [administration@lakenonacc.org](mailto:administration@lakenonacc.org), if you would like to bring a first-time guest to this networking event.

**Thursday, February 14, 2019- Breakfast Connections with Wendy Brandon, FACHE, CEO of UCF Lake Nona Medical Center**

11:30 AM - 1:00 PM TBD

**Friday, February 22, 2019- Business Luncheon with CEO Keith Padgett of Big Brothers Big Sisters of Central Florida**

11:30 AM - 1:00 PM TBD

[CLICK HERE TO VIEW ALL CHAMBER EVENTS!](#)

**2019 Nona  
Chamber  
Festival**  
SAVE THE DATE  
APRIL 13



**NEW MEMBERS & RENEWALS**



**WELCOME TO OUR  
NEW MEMBERS!**



AideCare at Home  
Allied Pro Insurance, LLC  
CAC-CE  
Carlisle Realty, LLC  
Carr Riggs and Ingram  
Drive Shack  
First Colony Bank of Florida  
Focal Point Business Coaching  
HIS Capital Funding  
Insight Credit Union  
Juice Plus  
LAMM Company Partners  
Nona Merchant Marketing  
Nona Oils  
Office of Lou Holtz  
Premier Elevator Co, Inc.  
St. Cloud Printing  
Two Spurs, LLC dba Smashburger  
Visium Resources, Inc.



## THANK YOU TO OUR RENEWALS!

Andy Sellers Real Estate / RE/MAX  
Bluewater  
Kingdom Encounters International  
Pollo Tropical  
Tempus Hair Restoration  
Travelute Leadership & People  
Development

[Click here](#) for our full membership!

## DECEMBER EVENT GALLERY



### **December 4 Holiday Party and Member Banquet at The Florida Hotel and Conference Center**

Chamber members and guests enjoyed an evening among their local community for the 2018 holiday season. (Photo by Bethany Osborne)



### **December 5 Launch and Ribbon Cutting for Nonahood Latino**

The Lake Nona Regional Chamber of Commerce joined the Hispanic Chamber of Commerce of Metro Orlando to celebrate this commemorative event in Orlando/Lake Nona. (Photo by Bethany Osborne)



### **December 13 Breakfast Connections with My Stylist Personal Shopper Christina Marsico**

Christina Marsico (center) joins President/CEO Don Long (left) and Programming Director Kris Conner (right) after presenting *Latest Trends for the Holiday Season with Great Gift Ideas* at The Belfry Restaurant at Eagle Creek Golf Club. (Photo by Bethany Osborne)



### **December 12 Business Executives Network attendees at the Citrus Club in Orlando.**

Don Long and Madelyn Long were invited by chamber Legal Counsel Gary Salzman to present an update about Lake Nona and the Chamber. Six of this group's influential members became members of the Chamber shortly after. Please contact [administration@lakenonacc.org](mailto:administration@lakenonacc.org) for a presentation for your business or organization. Five of the 19 members present are shown above. Left to right: Ralph Betancourt, Phil Medina, John Hosey, Don Long, Gary Salzman, Christian Engle. (Photo by Madelyn Long)

## **SHARE OUR MEMBERSHIP INFORMATION**

### **PROMOTE YOUR BUSINESS**

**[CLICK HERE](#) TO PARTICIPATE**

Member Banquet and After-Hours at the Florida Hotel, Tuesday, December 4, 2018!



- “Proud Member” badge for your website, business cards, and email signature
- Post exclusive member-to-member discounts (available only to fellow members), and job listings on Chamber website and community news feed



- Chamber Testimonial for our Website
- Door Prize Donation at Monthly Events
- Post community events on Chamber Website
- Member Pricing at monthly Chamber events
- Company link on Chamber website



- Complimentary Ribbon Cutting Event for first-time new members
- Special pricing and opportunities with our media partners
- **Exclusive event sponsorship opportunities:**
  - 10 Minute Presentation
  - Complimentary Registration
- Update your profile on our website
- Complimentary one-on-one appointments with a UCF Business Consultant
- 15% discount to any chamber member interested in a meeting space rental at GuideWell Innovation Center

## OUR CHARITIES

Your Chamber energetically supports our local charities including Ronald McDonald House, Fisher House, and Nemours Fund for Children's Health. The Nemours charity was selected by the Board of Directors as the Lake Nona Regional Chamber's charity of choice for 2019.



2019



2018



2017

## COMPLIMENTARY BUSINESS CONSULTATIONS

**Rafael E. M. Pratts, EDFP, CGBP**  
Assistant Director & Business Consultant  
FSBDC at UCF

Complimentary business consultations in the  
GuideWell Innovation Center, 2nd Floor,  
UCF Incubation Program Meeting Room.



Appointments every Friday morning to mid-day (Appointment times: 9:00 AM, 10:30 AM, and 12:00 PM). Contact Jessie Fermaint, Business Assistant, FSBDC at UCF - Osceola County, at 407-847-2452 or via email at [Jessica.Fermaint@ucf.edu](mailto:Jessica.Fermaint@ucf.edu) to schedule an appointment in Lake Nona.

**[CLICK HERE](#) FOR UPCOMING WORKSHOPS AND INFORMATION**

## OUR CHAMBER PARTNERS

*Ask us how you can benefit from  
being a Chamber Partner!*

**DIAMOND Partner & Newsletter Sponsor**



*Nonahood Media (Nonahood News)*

# PLATINUM Partner & Newsletter Sponsor



*AdventHealth*

## SILVER Partner



*GuideWell Innovation*

## BRONZE Partners



*Crunch Fitness*



*Orlando Utilities Commission*



*Ronald McDonald House  
Charities of Central Florida, Inc.  
- Orlando, FL*

## COPPER Partners



*A. Clore Interiors*



*Earth Fare*



*Institute of Aesthetic Surgery*

## Our Chamber Members support the Lake Nona community!



For more information on Lake Nona Regional Chamber of Commerce  
please visit: <https://www.lakenonacc.org/>