JOIN THE YOUNG LEADERS ALLIANCE
YLA membership now free for all LWRBA members under 40.

THE LWR GUIDE
Welcome to an outstanding opportunity for your business.

WELCOME NEW BOARD MEMBERS
Welcoming new members to our Board of Directors.

ON THE CALENDAR
See what’s coming up and mark your calendars today.

Hit The Ground Running in 2019
Be a Part of the PGA TOUR Excitement!


PLAY

Tee It Up with PGA TOUR Pros!
2019 Pro-Am Tournament | Limited Spaces Available – Sign Up Today!

WATCH

See the Pros Compete!
Purchase tickets to the tournament at TheSuncoastClassic.com.

HELP

Get Involved. Become a Volunteer!
Golf vouchers, weekly credentials, an exclusive party and more!

SPONSOR

Be an Inaugural Partner of the Suncoast Classic!
Branding, event activation, client entertainment, employee appreciation, community engagement and more!

Lakewood Ranch, FL | February 11 – February 17, 2019
For more information, visit TheSuncoastClassic.com or call 941.456.0734.
Joint Pain Relief Options

Lakewood Ranch Medical Center can help.

Stop scheduling your life around your pain. Let the dedicated medical professionals at the Orthopaedic Spine and Joint Center at Lakewood Ranch Medical Center guide you through the process, whether it’s a surgical or nonsurgical solution. Experienced orthopaedic surgeons use advanced techniques, and physicians and specially trained staff develop individualized care plans based on your needs.

Get to know our services:

- Arthroscopic treatment
- Community education
- Coordinated rehabilitation services
- Emergency treatment of injuries
- General orthopaedics
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- Nonsurgical treatments
- Pain management, including efficient regimens for opioid reduction
- Sports medicine
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- Total joint care and replacement

The Orthopaedic Spine and Joint Center at
Lakewood Ranch Medical Center

8330 Lakewood Ranch Blvd.
Lakewood Ranch, FL 34202
lakewoodranchmedicalcenter.com

For more information, including patient experience stories, visit lakewoodranchmedicalcenter.com/ortho. Or call 941-782-2663 to speak with a care coordinator.
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Find Us On...

www.facebook.com/LakewoodRanchBusinessAlliance
Lakewood Ranch Business Alliance

LWRBA Board of Directors

Heather Williams // Chair of the Board
Kerkering, Barberio & Co.

Lisa Kirkland // Incoming Chair
Lakewood Ranch Medical Center

Kim French // Past Chair
Willis Smith Construction

Lori Ruth // Past Chair
Observer Media Group

Dominic Dimaiolo // Secretary
Synovus

Ken Swan // Treasurer
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Susan Goldstein // Governmental Affairs Chair
Michael Saunders & Company

Charlie Murphy // Finance & Sponsorship Co-Chair
Bank of Tampa

Jeremy Burkinshaw // Finance & Sponsorship Co-Chair
The Mall at UTC

Judy Athari // Membership Co-Chair
Buffalo Lodging

Shauna Hicks-Cranston // Membership Co-Chair
PostNet of Lakewood Ranch

Al Benincasa // Events Co-Chair
Total Air Solutions

Amanda Parrish // Events Co-Chair
Fauley Bryant Architecture

Kristi Hoskinson // Programming Co-Chair
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Brett Morris // Programming Co-Chair
Momentum Consulting

Allison Imre // Communications & Technology Chair
Grapevine Communications

Erik Hanson // Community Engagement Chair
Norton, Hammersley, Lopez & Skokos, P.A.

John Holz // Economic Development Chair
Plunkett Raysich Architects

Britney Guertin // Young Leaders Alliance Chair
Visit Sarasota County

Maribeth Phillips // Executive Academy Chair
Meals on Wheels PLUS of Manatee, Inc.

Monaca Onstad // SMR Liaison
Lakewood Ranch Communities

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Ian Black Real Estate

Violeta Huesman // At-Large
Keiser University

John Barnott // Ex-Officio
Manatee County Government

Robert Lewis // Ex-Officio
Sarasota County Government

Zachary Buffington // Legal Counsel
Williams Parker Harrison Dietz & Getzen

Rex Jensen // Emeritus
Schroeder-Manatee Ranch

Lou Marinaccio // Emeritus
Gallagher MGA

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Dan Sidler // Communications & Marketing Manager
DanSidler@lurba.org

Amy Treis // Membership Services Representative
AmyTreis@lurba.org
2018 was an amazing year. I want to personally thank the Alliance Staff, Board of Directors and Members for their dedication and passion to our organization and our business community. Last year our community partnerships were strong, our Community Engagement committee was started along with the completion of our 1st Alliance Gives Back Day, the programming was relevant, along with many memorable events. We welcomed two new staff members, Caitlyn & Janeth. Under our amazing leader President & CEO Heather Kasten, this team will be equipped to handle our membership growth and opportunities.

At the 2018 retreat, the board of directors took a deeper dive at how we can continue to build upon the Alliance’s successes and stay focused on The Power of Connection. As we convene throughout the year, we aspire for the meetings, programs and events to continue to be well-thought-out, with the goal of retention and engagement. Looking ahead to 2019 we will continue to stay focused on:

- **Engagement of our Members** - Staying top of mind by providing members opportunities to grow relationships, providing relevant tools to assist them in their success and their businesses.
- **Hub of Influence for the Business Community** - Promoting business growth, providing members exposure and support. The Alliance will continue to be dedicated to working with both large and small businesses to support our vibrant business climate.
- **Technology** - We will continue to expand our footprint, building off the newly revamped website, communication to our members via video and social media outlets.

I feel honored to volunteer alongside many of you that have such a passion for our organization. I’m excited to support and assist the Alliance to be in the best position to seize opportunities in 2019!

Heather Williams
2019 Chair of the Board

This year, LWRBA is heading into its 14th year of connecting people in the LWR Region. From our humble beginnings of 4 business professionals huddled around cups of coffee to today, where we are knocking on the door of 700 member businesses in 2019. As we move forward into the New Year, I am even more excited and encouraged about what lies ahead for the Alliance.

Last year was a monumental year for the Alliance- with the unveiling of our new website, the creation of our new Community Engagement Committee, and so many new programs and educational opportunities for our members. All of these things are done with the intent to support our members and our goals of connecting, educating and strengthening the business community in the LWR Region.

In 2019 we will be investing in new forms of technology and adding staff to help us better support our members and their business needs. We are developing new tools and benefits that will enable us to continue to deliver a blue ribbon member experience. We will be partnering with regional and national organizations to bring more opportunities into the fold for our members. And everything we do is done with strategic intention to what sets our organization apart- the power of connection- connecting people.

What gets me super jazzed about our future is that while we are a different organization than we were back in 2005, we are the same group of people, with big hearts, and the same purpose of genuinely connecting business professionals with who they want to connect with. Thanks for being a part of our Alliance family and here’s to our next chapter of 2019!

Heather Kasten
President/CEO
Congratulations Sandies Winners!

The Lakewood Ranch Business Alliance announced this year’s winners at the 2018 Sandies Awards on November 16th.

**Volunteer of the Year Award**
Erik Hanson, Norton, Hammersley, Lopez & Skokos P.A.

**Above & Beyond Award**
Toni Perren, Observer Media Group

**Rising Star Award**
Laura Lynch, Edward Jones

**Ray of Sunshine Award**
Kelly Erdmann, Nothing Bundt Cakes

**Networking King Award**
Bruce Loeppke, Willis Smith Construction

**Networking Queen Award**
Shawna Hicks-Cranston, PostNet of Lakewood Ranch

**Bull by the Horns Award**
Monaca Onstad, Lakewood Ranch Communities

**Young Professional of the Year Award**
Britney Guertin, Grapevine Communications

**Best Rancher Award**
Jaime Marco, Evolve Business Consulting

Flip to page 16 for more event photos!

The Power of Connection for Young Professionals

New for 2019, we’re excited to announce that Young Leaders Alliance (YLA) membership is now included for all LWRBA members under 40, with no additional fee. The YLA is an extension of the Alliance whose mission is to empower and equip young professionals and build authentic relationships by harnessing the Power of Connection.

- Build meaningful relationships & meet new friends
- Develop your skill set & increase professional abilities
- Amplify your visibility & brand exposure
- Additional channel for referral sources

JOIN TODAY! LWRBA members under 40 can join the YLA free of charge at www.LWRYLA.com.

**UPCOMING YLA EVENTS**

**January YLA Social at Gecko’s on Fruitville**
Thursday, January 24 // 5:30-7:30 p.m.

**YLA Mini Golf at The Fish Hole & Ed’s Tavern**
Thursday, February 28 // 5:30-7:30 p.m.

**YLA at the Bradenton Area EDC Hob Nob**
Thursday, March 7 // 5:30-8:30 p.m.
(Discounted Tickets for YLA Members)
Rolling into a new year allows us to reset and refocus. Many use this time as an opportunity to course-correct or set their sights on new horizons. In fact, mankind has used this symbolic transition to declare goals and resolutions long before the adoption of our modern Gregorian calendar. The reasoning is clear: setting goals helps you organize your time and resources, and provides long-term vision and short-term motivation.

We’ve asked a few of our members to share a goal or New Year’s Resolution for 2019. With a clear objective and renewed focus, they are ready to ‘hit the ground running’ in 2019. Are you?

“2019 is Fawley Bryant Architecture’s 25th year in business. Our goals revolve around authentic community engagement, a continued emphasis on client partnerships and relationships, and a renewed focus on company culture.” - Amanda Parrish, Fawley Bryant Architecture

“Our goal is to add 10 new advisors in 2019, four in Q1, and increase our impact in the community, making mutually beneficial relationships with business and community leaders.” - Ryan Fonville, Northwestern Mutual

“This could not be a more exciting time for our three brand new Choice Hotels sitting right on the corner of Sarasota’s Gateway (Fruitville Road & I75). After opening this year our dual concept Sleep Inn / MainStay Suites, we are “hitting the ground running” with our Comfort Inn & Suites. Our “goal” is opening in the summer of 2019! Both will be surrounding our 90’ X 30’ resort style pool with zero entry and exciting pool amenities!” - Laurie Pike, Sleep Inn / MainStay Suites

“My top business goal for the new year is to increase donor relations and grow our annual giving program by 20%.” - Maureen Bradley, Cardinal Mooney High School

“Synovus’ Top priority in 2019 will be the maximization of client experience while integrating with Florida Community Bank, accomplished through seamless execution and leveraging of our combined strengths.” - Dom Dimaio, Synovus

“I’m very excited for this year. One area of focus and passion right now is treating EVERYONE with the highest level of respect and care. We have a very unique and diverse community, and it’s been a great joy learning life lessons from individuals of all different career paths from janitors to CEOs. Take a moment and learn something new about your neighbor. Trust me, it will help your business, but more importantly, it will make you happier.” - Tom Johnson, LWR Commercial Realty

“In 2019, I would like to help as many small and medium businesses grow as I can.” - Michael La Rocco, Netwurx Technology Group

“As a new company in 2018, my goal for 2019 is to reach another level by increasing sales and connections for current clients, as well as bringing on new clients. It’s about better knowing the community and the potential for growth and connections.” - Valerie Melignon, VEM Business Solutions, LLC

“Less is more in planning for a new year... My goal is to achieve a balanced life by focusing MORE on the purpose that is important to me and LESS on worrying about the small stuff! As I “throw out” the negative and “ring in” the new possibilities I am energized about 2019 as the BEST that is yet to come! Cheers to enjoying life!” - Kim Hopper, IBERIABANK

“In 2019 my full intention is to earn the position of Regional Vice President Gold in my company. All three kids are enrolled in our vision to make this happen. They love cheering me on every step of the way!” - John Barringer, Residual Success
Now Open!

24/7 Emergency Room for Adults and Children

A department of Doctors Hospital of Sarasota

8500 SR 70 East | Bradenton, FL 34202
www.ERLakewoodranch.com
Welcome to an Outstanding Opportunity for Your Business! As a member of the Lakewood Ranch Business Alliance, you have the exclusive opportunity to put your business in the hands of 10,000+ locals and visitors with an ad in our inaugural LWR Guide! As a benefit of membership, all members receive one FREE business listing.

The LWR Guide will be distributed to local doorsteps, visitor centers, waiting rooms, country clubs and more as the #1 resource for people searching for fun things to do, great places to go and an array of services in the Lakewood Ranch region.

Deadline to reserve ads is January 15th. LWRBA membership must be renewed for 2019 by January 31st in order to be included in the directory.

- Printing Early 2019
- 10,000+ Issues Published
- THE Go-To Guide for All Things Lakewood Ranch
- Enhanced listings and advertising opportunities for year-round visibility start for as little as $100.

Visit www.lurba.org/LWRGUIDE for details.

Welcome New Board Members!

Please help us in extending a warm welcome and congratulations to the newest members of the LWRBA Board of Directors. We’re excited for 2019 and can’t wait to see the energy they bring to our organization!

Sponsorship/Finance Co-Chair
Charlie Murphy, Bank of Tampa

Sponsorship/Finance Co-Chair
Jeremy Burkinshaw, The Mall at UTC

Events Co-Chair
Amanda Parrish, Fawley Bryant Architecture

Economic Development Chair
John Holz, Plunkett Raysich Architecture

Programming Co-Chair
Brett Morris, Momentum Consulting

Membership Co-Chair
Shauna Hicks-Cranston, PostNet of LWR

Young Leaders Alliance Chair
Britney Guertin, Visit Sarasota County

Ex-Officio
Robert Lewis, Sarasota County Government

Legal Counsel
Zachary Buffington, Williams Parker Harrison Dietz & Getzen

Special thanks to our Outgoing Board Members

David Fink, Family Office Services

Darren Inverso, Norton Hammersley, Skokos & Lopez, P.A.

Dianne Kopczynski, Mauldin & Jenkins

Ashley McCollum, Rediscovered Moments Concierge, LLC

Cherri Kessler, Achieva Credit Union

Jeff Maultsby, Sarasota County Schools

Ryan McIntyre, ME6S General Contractors

The individuals have shown incredible dedication and commitment during their time on the board. Your passion and hard work to the Alliance is invaluable. Thank you for your time and effort.
On the Calendar

**Networking Social // Grove**

Wednesday, January 9 // 5:00-7:00 p.m.
Grove, 10670 Boardwalk Loop

Join us for our first Networking Social of the year at the newly opened Grove Restaurant (formerly Polo Grill & Bar). Connect with fellow Alliance members and enjoy complimentary appetizers courtesy of Grove’s incredible kitchen. Cash bar.

**Free for LWRBA Members // Non-members $15**

**Executive Briefing // Your Hire = Your Brand**

Wednesday, January 16 // 7:30–9:00 a.m.
Keiser University, 6151 Lake Osprey Drive

Learn the principles to identifying and hiring the best talent from a panel of three local giants in the hospitality industry: Damien O’Riordan, General Manager of The Ritz-Carlton, Sarasota, John Horne, owner of Anna Maria Oyster Bar, and Mike Quillen, Owner of Gecko’s Hospitality Group.

**Members $10 // Non-members $20**

**Luncheon // 2019 Annual Membership Luncheon**

Friday, January 25 // 11:30 a.m.–1:00 p.m.
The Ballroom at Grove, 10670 Boardwalk Loop

See what’s in store for the Alliance in the coming year. Our 2019 Annual Membership Luncheon will honor our outgoing board members and reflect on the successes of the past year, as well as introduce the 2019 Board of Directors.

**Members $35 // Non-members $45 (Gold & Silver Tables Available)**

**Networking Social // Sirius Day Spa**

Wednesday, February 6 // 5:00–7:00 p.m.
Sirius Day Spa, 11585 E State Rd 70

Join us at Sirius Day Spa for our February Networking Social. Mingle with fellow Alliance members and enjoy complimentary appetizers and a cash bar. Tour this state-of-the-art spa and learn how Sirius can take you to relaxation.

**Free for LWRBA Members // Non-members $15**

**Breakfast // Women’s Executive Golf Breakfast**

Tuesday, February 12 // 8:00–9:30 a.m.
Lakewood National Golf Club, 17605 Lakewood National Pkwy

Join us at Lakewood National Golf Club, home of the Web.com Suncoast Classic, for an informational breakfast featuring a golf pro about doing business on the golf course. Includes optional tours of the Lakewood National facilities.

**Members $35 // Non-members $45**
Visit us online for a full calendar
Visit www.lwrba.org/events for more information on these and other upcoming Alliance events.

**Breakfast // Paving the Road for Next-Gen Leaders**
Friday, February 15 // 7:30-9:30 a.m.
The Ballroom at Grove, 10670 Boardwalk Loop

What can HR and managers do to ignite millennials, harness their vision, empower their future, and copilot them into leadership? This interactive presentation with keynote speaker and author Margaret Spence will lift the lid on how you can adapt your people strategies to rethink what it takes to keep millennials beyond their statistical half-life.

Members $25 // Non-members $40 (Event in partnership with SHRA)

**Luncheon // The Bay Project & Why It Matters in LWR**
Wednesday, February 27 // 11:30 a.m.-1:00 p.m.
Lakewood Ranch Golf & Country Club, 7650 Legacy Boulevard

Bill Waddill, Managing Director of the Sarasota Bayfront Planning Organization, joins us for a joint luncheon with the Rotary Club of LWR. Learn how SBPO’s 53-acre “The Bay” project along US41 is progressing and the impact it will have in the Lakewood Ranch region.

Members $25 // Non-members $35

**Luncheon // State of the Ranch with Rex Jensen**
Wednesday, March 20 // 11:30 a.m.-1:30 p.m.
The Ballroom at Grove, 10670 Boardwalk Loop

Find out the latest happenings from around Lakewood Ranch as Schroeder-Manatee Ranch CEO Rex Jensen presents an update on the “State of the Ranch.” Hear about recent successes, as well as what’s in store for our community down the road.

Members $35 // Non-members $45

**Upcoming Young Leaders Alliance Events**

**January YLA Social at Gecko’s on Fruitville**
Thursday, January 24 // 5:30-7:30 p.m.

**YLA Mini Golf at The Fish Hole & Ed’s Tavern**
Thursday, February 28 // 5:30-7:30 p.m.

To register for these events, visit www.LWRYLA.com

**2019 Signature Events // Save these dates!**

Don’t miss 2019’s biggest events. Mark your calendar today!

**Thursday, September 19**
East Meets West Expo

**Friday, October 18**
Main Street Block Party

**November 2019**
2019 Sandies Awards
For nearly four decades, The Bank of Tampa has continually worked to deliver a client experience like no other in the communities we serve. Our promise is to continue that approach as we invest in Sarasota.

Building relationships and expanding our vision for community banking.

Charles O. Murphy | Market President
941.248.1800 | cmurphy@bankoftampa.com
Now Open at 1858 Ringling Boulevard Suite 100 | Sarasota

TheBankofTampa.com

* Wealth Management and Trust Services are not FDIC insured, not deposits or other obligations of the Bank and may lose value.
Ribbon Cuttings
Celebrating new businesses!

Visit our website’s Member Directory to learn more about these new businesses.

Apothicare at Lakewood Ranch  Main Street Children’s Dentistry  Apple Spice
Sirius Day Spa  Sarasota Architectural Salvage  PUMPS Fitness

Ringling College of Art + Design & UBS Financial Services, Inc.

Invite you to an informative lunch and learn program

Gifting Strategies for Private Foundations • Trends & Opportunities in Philanthropy

Learn how innovative donors are using lesser-known private foundation tools and techniques for maximum charitable impact

Thursday, January 10, 2019
10:00 a.m. - 12:45 p.m.
Ringling College of Art + Design Campus
Diane Roskamp Exhibition Hall
2700 North Tamiami Trail, Sarasota FL

Please RSVP by January 3rd to 941-309-0108

Guest Speakers
John Oddy, Senior Philanthropic Director of Foundation Source
Bill Sutton, Senior Strategist on the Family and Philanthropy Advisory Americas Team, Head of UBS Philanthropic Services
Jeff Trolano, Board Certified Specialist in Wills, Trusts and Estates, Partner at Williams Parker Harrison Dietz & Getzen

Sponsored by
Scott D. Zelniker, CFP®*, CRPS®
Senior Vice President – Wealth Management Senior Portfolio Manager
UBS Financial Services, Inc.
1819 Main St, Suite 900 Sarasota, Fl 34236
Phone: 941-364-7271 Email: scott.zelniker@ubs.com
Say Cheese!

There sure was a lot cooking at the Alliance this fall! In addition to three Signature Events, including East Meets West Expo, the 2018 Main Street Block Party, and our Annual Sandies Awards, we hosted our inaugural Alliance Gives Back! Volunteers Days in October, with over 150 volunteers working across 20 member non-profits! Way to go!

For more photos from these and other events, check out the LWRBA Facebook page! www.facebook.com/LakewoodRanchBusinessAlliance
Goodbye Spreadsheets, Hello Hassle-free CRM!

**CRM isn’t rocket science, but it can make you a data superstar!**

With spreadsheets going the way of the Dodo, the need to make the switch to a Customer Relationship Management (CRM) tool is ever increasing. Moving your daily processes and data isn’t always easy, the move can be so difficult that many businesses (large and small) stick with spreadsheets for far too long. This is because dealing with the integration of data on top of the learning curve that comes with any new program isn’t ideal when you have a business to keep afloat.

It’s a difficult move to make but it is worth it at the end of the day. CRM’s create better communication, track the progress of projects, speed up decision-making, and help staff to manage their daily processes. Knowing where you are at, and where you want to go is a good start. Choosing which CRM is best for your business is the easy part (Coanics!). Once you’ve decided on a CRM it is now time create an actionable plan of what needs to be done to make your move successful!

**Creating the Roadmap**

With your team, decide on a process from start to finish. What does your move to a fully functional CRM look like? Who is going to cleanse the data? How do you plan on using your CRM in the day to day? How long is this going to take? Answering these questions ahead of time will give you the awareness on where you are going so that no one gets lost.

**Organization & Clean-Up**

Knowing what information you have and how to organize it beforehand can greatly reduce the growing pains of moving into a CRM. Take advantage of this integration of data! Making this switch can be a great way to clean up, reorganize, and possibly even change how data is managed in your business. You’re going to want to gather up your data in one place (if it isn’t already) and begin to comb through it carefully. Cleaning up your data beforehand is going to make your life simpler instead of going back and cleaning up after you’ve thrown everything into your CRM. Get rid of those duplicate contacts, the outdated reports, and maybe some information you’ve been holding onto since 1992. This cleanup of your raw data can really make the learning curve of a CRM much more bearable in the long run.

**Transfer Data in Batches**

Now, you’ve created a plan, cleaned the data, and backed up your important information - it is time to begin the process of entering this valuable data into your new CRM. Once you have a sufficient amount of data that’s ready to be submitted, it’s time to begin the actual move. Doing this in small batches gives you a controlled amount of data to use in testing your importing tool on a smaller scale. Once you have imported your initial set on a small scale, it will then be much easier to double-check your data for mistakes. Take your time in making sure that everything from your initial set is identical to the set you have imported into your CRM before you start on the next batch. Uploading smaller amounts of information at a time makes it easier to spot changes that need to be made at the beginning of your importation strategy.

**Experience Your CRM**

Once your data is moved in and you’ve double-checked all that went into your CRM, make the final changes (if necessary) and contact the company who provides your CRM in the case that they need to tweak any of their processes. Now, all that’s left to do is explore the different features of your CRM and see for yourself how much easier life can be.

Up to 25% Discount on the Coanics® CRM Application to LWRBA Members!

Call Coanics® today (941)371-5300 or register online at coanics.net/register
Welcome New Members!

24 Inspired Media
A Better Way Home Health
Allstate Owens Agency
Bernice Borow Nutrition
Big Jim Self Storage
BSK Designs
Business World Promo Supply/Children’s World Uniform Supply
Clear Solutions CFO
Ellis Resolutions
Excellence Performance
Family Network on Disabilities of Sarasota Manatee, Inc.
fotofinitySRQ
Gateway to Innovative Thinking
Get A Grip Floor Solution
Goodwill Manasota, Inc.
Grove Restaurant
Habitat for Humanity Sarasota
Happy House Service Company
Harvest House
Harvest Methodist Church
hibu
HO HO, LLC
Impressions MedSpa
Interquest
Kedron, Inc.
Keller Williams Commercial - Richard Curtis
Keller Williams Realty Select - Jan Swift
Key Glass, LLC
Knock Out Marketing & PR
Kranenburg Painting, Inc.
Lawrence Capital
Morgan Stanley - Sylvia Millar
Nurse Next Door
OneGroup Wealth Investment Services
Paradigm Pathways
PUMPS Fitness
Richard’s Foodporium
S3 Data Analytics
Sarasota Architectural Salvage
Shapiro Insurance Group
Skyline Chili
Suncoast Roof & Paver Restoration
TeamLogic IT
The Broach School
The Dilweg Companies
The Founders Golf Club
VEM Business Solutions, LLC
Wawa

For a complete member list, visit www.lurba.org/MemberDirectory.
2019
Circus Sarasota
Fri Feb 15 - Sun Mar 10, 2019
Tickets: $15 - $55
20% Off Opening Weekend
Under the Big Top at Nathan Benderson Park
behind the Mall at UTC. Now Air Conditioned!
CircusArts.org | 941.355.9805

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1500 N. Washington Blvd. • Sarasota, Florida 34236 • 941-366-0755 • 800-282-6192
SunCoast Blood Bank provides a reliable supply of safe blood products and services to our community. On February 14, 2019 it will celebrate 70 years of service. SunCoast supplies 10 hospitals with 100% of their blood products including Lakewood Ranch Medical Center, Manatee Memorial Hospital and Sarasota Memorial Hospital. It is the only locally managed, nonprofit blood bank, guided by an all-volunteer Board of Directors. Recognized for its outstanding service the Sarasota Chamber of Commerce honored SunCoast as the 2017 Non-profit of the Year. SunCoast participates in cancer treatment programs, research and provides therapeutic services at the hospitals it serves.

For donor locations and more information, please visit www.scbb.org.
## Annual Sponsors

### Presidential

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Health | RITE Technology | Michael Saunders & Company | Norton Hammersley, Robert, Hammes, Legal & Title, P.A. |
| Sarasota Memorial Health Care System | Observer | Observer | Observer |
| Synovus | Williams Parker Harrison Ditz & Getzen | SouthTech | Willis Smith |

### Executive

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<td>Tandem Construction</td>
<td>Canada Med Services</td>
<td>The Northern Trust Company</td>
</tr>
<tr>
<td>HomeTown News USA</td>
<td>Wagner Realty</td>
<td>Conditioned Air Corp</td>
<td>The Out-of-Door Academy</td>
</tr>
</tbody>
</table>

### Corporate

- Aqua Plumbing & Air
- BMO Harris Bank
- Cornwall Analytics, Inc.
- Doctors Hospital of Sarasota
- FCCI Insurance Group
- HomeTown News USA
- Keiser University
- Mauldin & Jenkins
- ME&S General Contractors, Inc.
- Najmy Thompson, P.L.
- Tandem Construction
- Wagner Realty

### Associate

- A Life Story Foundation
- Ad-VANCE Talent Solutions, Inc.
- Al Purmort Insurance
- Caldwell Trust Company
- Canada Med Services
- Conditioned Air Corp
- Cortez Heating & Air Conditioning
- Fawley Bryant Architecture
- FCCI Insurance Group
- Ian Black Real Estate
- Pittsburgh Pirates
- State College of Florida
- Stock Development
- The Northern Trust Company
- The Out-of-Door Academy
- Total Air Solutions
- TriNet
- Tropex Plants
- Veteran Air

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