

## ALLIANCE GIVES BACK

The LWRBA's Annual Volunteer Initiative is set for October 7-9

PG 09

## 2021 EXECUTIVE ACADEMY

Become the leader your team needs today!

PG 09

## ON THE CALENDAR

See what's coming up and mark your calendar today.

PG 10

## WELCOME NEW LWRBA MEMBERS

Welcoming new members to the Alliance family.

PG 17

July 2021

# the alliance

Summer 2021

## EAST MEETS WEST REGIONAL BUSINESS

# EXP

*September 14*

After a year off, our annual tradeshow event is back!

PG 07



LAKEWOOD RANCH BUSINESS ALLIANCE

8430 Enterprise Circle, Suite 140

Lakewood Ranch, FL 34202

info@lwrba.org | 941-757-1664 | www.lwrba.org



# TOGETHER

---

/ tə-'ge-thər / adj.

the harmony that plays when lives converge



---

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**Dom DiMaio**//President / CEO  
DomDiMaio@lwrba.org

**Dan Sidler**//Vice President  
DanSidler@lwrba.org

**Janeth Gonzalez**//Events & Programs Coordinator  
JanethGonzalez@lwrba.org

**Kristie Calandro**//Member Services & Communications Coordinator  
KristieCalandro@lwrba.org

**Jenna Nelson**//Membership Development Representative  
JennaNelson@lwrba.org



**Dom DiMaio**  
President / CEO

The Power of  
Connection – Our  
tagline.

How it has changed  
over the past 18  
months. Many of  
us are vaccinated.  
Many are not. We  
are all trying to  
figure out what is  
“allowed”, “acceptable”

and “safe” and what is NOT. It will be different  
for every person, as we all have very different  
predispositions.

But what I do know, is we need to get back in the  
swing of connecting, in-person. Yes, we will always  
see some sort of hybrid option for the foreseeable  
future. But real connection occurs when you are  
standing in front of someone having a vibrant  
conversation. Yes, it was awkward for the past  
few months. Even those at the top of their game in  
networking found it a little tricky getting connected  
to others at in-person events. And yes, the  
awkwardness is probably here to stay for a while.  
So, what will be your way to get back into the  
connection game?

Here at the Alliance, we remain focused on planning  
programs and events that will deliver opportunity  
for connections. Our iconic events have made it  
back on to the calendar: Executive Academy, East  
Meets West Expo, Ranch Scramble, and The Sandies  
Awards.

I started with the Power of Connection – Our  
tagline. I will end with the Power of Connection  
– Our backbone. It is what we will use to stand  
up straight every day, allowing us to always look  
ahead and make deeper connections. We hope to  
see you soon!

Dom DiMaio  
President/CEO



## Amanda Parrish//Chair of the Board

In June, the LWRBA Board of Directors gathered around the conference table – face to face – for the first time since February of last year. The energy was electric. The laughter and smiles transitioned into collaboration and forward-thinking, and the passion all 22 board members shared was beautifully apparent. How did I get lucky enough to chair this organization and surround myself with such exceptional leaders? Believe me when I say this group of people truly has our members (you) in mind. Our efforts revolve around the betterment of this community and the enrichment of our member businesses.

The results of the past three months are a testament to the talent I witnessed as I sat in that board meeting. Halfway through the year and we've accomplished so much. As I look back on Q2, I am reminded of the diversity, equity, and inclusion luncheon we hosted with the Sarasota-Manatee Human Resources Association. There wasn't a dry eye in the audience. I feel proud of the Open Air Showcase at UTC Mall, where more than 40 vendors connected with 250 attendees. Most recently, our networking social at Waterside Place was, perhaps, one of the best-attended socials in Alliance history. While the backdrop was stunning (I'm biased), it was the handshakes, visible smiles, and, yes, even hugs that really stole the show.

Coordinating and hosting the aforementioned events would not have been possible without a long list of extraordinary people. However, I'd

be remiss if I didn't specifically mention Dom, Dan, and Janeth. Regardless of being down two team members, the trio seamlessly executed all responsibilities. They never missed a beat—another example of the pride and passion that leads the Alliance. Gratefully though, we are now able to introduce two new additions to the LWRBA staff. Kristie Calandro joins the team as our Member Services and Communications Coordinator, and we welcome Jenna Nelson as our Membership Development Representative. Both of these women bring a wealth of experience, knowledge, and new ideas to the table. Our future just got brighter.

Looking ahead, it's hard not to be excited about what's in the queue. Some significant events to keep a lookout for include: East Meets West (September 14), Alliance Gives Back (with sign-ups starting in August and volunteer days scheduled for October 7-9), the Executive Academy (beginning September 10), and our annual Ranch Scramble (October 1).

As comfort levels continue to rise and people look for ways to connect, we're honored to provide the platforms where life and business can sprout again.

From all of us at the LWRBA, thank you for engaging with us and each other.



Amanda Parrish, Chair of the Board

**Bryan Boudreaux**  
Senior Vice President,  
Manatee Market Director

**Blaine Morrison**  
Vice President,  
Credit Senior Manager

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# EAST MEETS WEST REGIONAL BUSINESS

# EXPO

## September 14

**After a year off, we're excited to share that East Meets West Region Business Expo is coming back!**

On September 14th, members from the Lakewood Ranch Business Alliance and Longboat Key Chamber of Commerce reconnect and showcase their businesses at our largest event of the year, the 13th Annual East Meets West Regional Business Expo.

Nearly 100 exhibitors will showcase their products and services at Sarasota's Robarts Arena. In addition to these exhibitor booths, complimentary tasting samples will be provided by our restaurant partners, and beverages will be available at the cash bar. The first 250 guests will receive East Meets West Goodie Bags loaded with treasures and useful swag!

### ATTENDEES

Take advantage of our half price special - attendee tickets are just \$5 until September 13th! Purchase tickets online at [www.EastMeetsWestExpo.com](http://www.EastMeetsWestExpo.com).

### EXHIBITORS

For business owners wanting to increase their visibility, an exhibitor booth at East Meets West is the perfect venue to get in front of hundreds of potential customers. Exhibitor booths are \$295 for standard locations, or \$395 for premium corner booths. Don't wait to sign up - exhibitor spots tend to sell out weeks in advance!

### SPONSORS

Sponsorships are still available! Get your name in front of thousands of potential customers in the build up to the expo. More information is available on the website at [www.EastMeetsWestExpo.com](http://www.EastMeetsWestExpo.com).

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## EAST MEETS WEST REGIONAL BUSINESS EXPO

**Tuesday, September 14**

4:30 - 7:00 p.m.

Robarts Arena (3000 Ringling Boulevard)

**[www.EastMeetsWestExpo.com](http://www.EastMeetsWestExpo.com)**





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# The Alliance Gives Back!

**LWRBA VOLUNTEER DAYS**  
OCTOBER 7-9, 2021

The LWRBA is pleased to announce its 4th Annual Alliance Gives Back Volunteer Days will take place October 7, 8, and 9, 2021. This volunteer initiative connects business members and their families with Alliance member non-profit organizations to positively impact the community through various activities.

For our non-profit members, participating in our 2021 Alliance Gives Back Volunteer Days is not only an opportunity to receive some assistance with people-power from Alliance members, but also a wonderful opportunity to showcase your organization, mission, and impact in the community.

In prior years, over 200 LWRBA members volunteered in various activities with over 27 local non-profits. Volunteer projects can be in-person or virtual, depending on what is best for your non-profit.

We hope your organization will consider participating in this year's Alliance Gives Back as we look forward to the best year ever!

**Non-profit registration will open online on July 7 at [www.lwrba.org/AllianceGivesBack](http://www.lwrba.org/AllianceGivesBack).**

Sign-ups for volunteers will open in August. Stay tuned for more announcements!

## EXECUTIVE ACADEMY

REAL SKILLS FOR REAL BUSINESS

### BECOME THE LEADER YOUR TEAM NEEDS TODAY

**Gain the leadership, communication, and connection skills you need to motivate your workforce in 2021.**

Take your place and take the lead among our communities' highest-achieving professionals at the Executive Academy. This dynamic, interactive live-training experience delivers the leadership, communication, and connection skills you need to keep your team inspired at work.



Now in its 7th year, the Executive Academy follows a six-phase development path to help you accelerate leadership skills for today's changing workplace. Powered by nationally acclaimed training firm, Game On Nation, this course delivers immersive, experiential learning in an uplifting and laughter-filled small group environment.

Insightful leaders know that skills like listening, empathy, and emotional intelligence are at the forefront of what employees expect in 2021, and the Executive Academy provides an experiential practicum and clear action steps to help you bring these behaviors to life so you can lead by example for your workforce.

### Enrollment Now Open!

Early Registration (by August 6th)

LWRBA Member Tuition: \$1,200 (\$1,500 after 8/6)

Non-Members: \$1,400 (\$1,800 after 8/6)

**Don't wait! Enroll today at [www.lwrba.org/ExecutiveAcademy](http://www.lwrba.org/ExecutiveAcademy).**



# On the Calendar

## Networking Social // Homewood Suites

**Wednesday, July 7 // 5:00-7:00 p.m.**

Homewood Suites Sarasota/Lakewood Ranch, 305 N. Cattlemen Road

Join us at Homewood Suites Sarasota/Lakewood Ranch near Nathan Benderson Park for an evening of networking with your Alliance friends! Complimentary appetizers provided and a cash bar will be available.

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



## Lunch with Ranchers // EVEN Hotels

**Thursday, July 15 // 11:30 a.m.-1:00 p.m.**

EVEN Hotels, 6231 Lake Osprey Drive

There's something to be said about doing business with people you know, you like and you trust. Bring your business cards and connect with other professionals dedicated to promoting one another. Hosted by EVEN Hotels, this is a perfect opportunity to expand your network & build a rapport with like-minded individuals.

**\$25 per Person // Open to Members Only**



## Networking Social // Pier 22

**Wednesday, August 4 // 5:00-7:00 p.m.**

Pier 22, 1200 1st Ave W, Bradenton

Come out and enjoy an evening of networking with your Alliance friends, along with great views of the Manatee River at the Pier 22 ballroom in downtown Bradenton! Complimentary appetizers and a cash bar will be available.

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



## Alliance LEADS // Maximizing The Tradeshow Experience

**Wednesday, August 11 // 7:30 a.m.-9:00 a.m.**

Grace Community Church, 4080 Lakewood Ranch Blvd N

In advance of East Meets West Expo, join us for a special LEADS presentation on how to ensure your tradeshow experience is a successful one. Our panel of experts will outline tips on how to capture and engage an audience at the show to generate new business.

**Members \$10 // Non-members \$20 // Free for EMW Vendors**



## Special Event with ACG // Windows and Watercrafts

**Wednesday, August 25 // 5:00-7:00 p.m.**

Gold Coast Eagle Distributing, 7051 Wireless Court

Selling your company or buying another business is an art-meets-science combination of timing, attention to detail and forethought. Hear from a pair of seasoned business leaders on both sides: John Giglio, who recently sold Freedom Boat Club, a \$24 million business, and Jeff Jackson, President and CEO of PGT Innovations, a \$700 million company that's bought a handful of businesses in the last three years.

**LWRBA & ACG Members \$55 // Non-members \$75**





## Visit us online for a full calendar

Visit [www.lwrba.org/events](http://www.lwrba.org/events) for more information on these and other upcoming Alliance events.



### Networking Social // Sirius Day Spa Lakewood Ranch

**Wednesday, September 1 // 5:00-7:00 p.m.**  
Sirius Day Spa, 11585 E State Road 70

Join us at Sirius Day Spa, Salon & Medspa in Lakewood Ranch for an evening of networking with your Alliance friends! This event is in partnership with the Brain Health Initiative - enjoy brain healthy food and drinks, and learn about Brain Health and Wellness.

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



### Alliance LEADS // Doers, Donors & Door-Openers

**Wednesday, September 8 // 7:30 a.m.-9:00 a.m.**  
Grace Community Church, 4080 Lakewood Ranch Boulevard N

Join us for a conversation with the Manatee Community Foundation. Hear about what nonprofits need from board members, advocates and donors to support their important work, learn ways to have a positive impact on nonprofits through meaningful service, and explore ways to support nonprofits through a variety of roles and engagement.

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



### Signature Event // East Meets West Expo 2021

**Tuesday, September 14 // 4:30-7:00 p.m.**  
Robarts Arena, 3000 Ringling Boulevard

Catch a glimpse of the latest products and services from nearly 100 area businesses and enjoy tasting samples from some of the finest local restaurants. For booth vendors, EMW Expo is your chance to showcase your business to hundreds of potential clients and customers from all over Sarasota and Manatee counties.

**Tickets \$5 in advance, \$10 at the door // Tickets at [www.EastMeetsWestExpo.com](http://www.EastMeetsWestExpo.com)**



### Luncheon // Brain Health Initiative

**Wednesday, September 22 // 11:30 a.m.-1:00 p.m.**  
Lakewood Ranch Golf & Country Club, 7650 Legacy Boulevard

Dr. Stephanie Peabody joins us to share an update on the Brain Health Initiative, the cutting-edge, new approach to studying brain health that's set to revolutionize neuroscience research and position the Suncoast as a global leader in scientific innovation.

**Members \$29 // Non-members \$39**



### Golf Tournament // 2021 Ranch Scramble

**Friday, October 1 // 11:00 a.m.-6:00 p.m.**  
Esplanade Golf & Country Club, 12825 Malachite Drive

Join us at the beautiful Esplanade Golf & Country Club at Lakewood Ranch for an afternoon on the links with your Alliance friends. Ideal for golfers of all skill levels! Includes lunch, awards reception, fun games, and raffles.

**Foursomes \$725 (\$805 after 9/10) // Individuals \$195 (\$210 after 9/10)**



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If you've recently opened a new business, relocated or renovated your business, let us know! A ribbon cutting can create additional exposure and buzz for your new business! For more info, call our office at 941-757-1664.



## THE RANCH SCRAMBLE

**FRIDAY, OCTOBER 1**  
11:00 A.M.-6:00 P.M.  
ESPLANADE GOLF & COUNTRY CLUB

PRESENTING SPONSOR



**Mark your calendar! The 2021 Ranch Scramble tees off Friday, October 1st!** Join us at the beautiful Esplanade Golf & Country Club at Lakewood Ranch for an afternoon on the links with your Alliance friends. Ideal for golfers of all skill levels! Includes lunch, awards reception, fun games, and raffles.

### GOLFER RESERVATIONS

**\$725 Foursome**  
(\$805 after September 10)  
**\$195 Individuals**  
(\$210 after September 10)

**Early Bird Special**  
Sign up by  
Sept 10th  
to SAVE!

**> Register at [www.LWRBA.org/golf](http://www.LWRBA.org/golf)**

### Requesting Donations!

Gain Visibility by Donating a Raffle Prize or Silent Auction Item

We are looking for members who wish to donate prizes or silent auction items to the Ranch Scramble. This is a great way to gain visibility for your company even if you are unable to play in the tournament.

All donation items are requested by Friday, September 24.  
More info at [www.lwrba.org/golf](http://www.lwrba.org/golf).

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# Say Cheese!

Spring was loaded with events! The past few months saw the return of a full events calendar, including monthly networking socials and luncheons, the Economic Development Roadshow, and the Open Air Showcase at The Mall at UTC. We're excited to maintain the momentum through summer and into fall!



# Lakewood Ranch success



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## Non-Profit Spotlight. Sleep in Heavenly Peace.

Sleep in Heavenly Peace has a mission to ensure all children have a safe and comfortable place to lay at night. Many are left sleeping on couches and floors which affects their happiness, learning, and health.



We believe beds are a basic need that provide children with proper physical and mental support. Our Chapter is dedicated to building, assembling, and delivering quality bunk beds within the community. We appreciate donations such as twin bedding, warehouse space, and lumber. Volunteers are welcome to join our team anytime.

**For more information, contact us at (813) 625-3329 or [Deborah.baccan@shpbeds.org](mailto:Deborah.baccan@shpbeds.org), visit [www.facebook.com/SHPSarasota](https://www.facebook.com/SHPSarasota) or [www.shpbeds.org/chapter/fl-sarasota](http://www.shpbeds.org/chapter/fl-sarasota).**





## WELCOME NEW MEMBERS!

Please help us in welcoming the newest additions to our Alliance family of businesses!

Adult Acute Care Clinic  
Amberly Bucci Digital Marketing  
Avenue Media Inc.  
Bequest Funds  
Brain & Body Chiropractic Clinic - Affiliate of The Wellness Way  
BrightView Landscape  
Card Diva, Inc.  
Cox Pools of the Suncoast  
CycleBar Sarasota UTC  
DB3 Insurance Services  
DigiSphere Marketing  
Eating in Moderation LLC  
Finecraft Custom Cabinetry  
Fine Properties  
Glory Days Grill  
Hotwire Communication  
JMT Enterprise Consulting  
Kim Boyd Coaching  
Mattison's Restaurants & Catering  
MCLELLAN INDUSTRIES LLC  
Nouus Home Mortgage  
ORW Workplace  
Renn Haus  
Restore Global, Inc.  
Sarasota Interventional Radiology  
Sarasota Manatee Association for Riding Therapy  
Schooley Mitchell  
Spectrum Reach  
Suddath Relocation Systems of St. Petersburg  
Sun Graphic Technologies  
Suzuki Institute School of Music  
Tadlock Roofing  
Theia Media  
VIV at LWR  
Your Healthcare Solutions  
Zollinger Mediation

For a complete member list, visit [www.lwrba.org/MemberDirectory](http://www.lwrba.org/MemberDirectory).

## Alliance Team.

### Welcome, Kristie and Jenna!

The Alliance is pleased to announce the addition of Kristie Calandro as Member Services and Communications Coordinator and Jenna Nelson as Membership Development Representative.

As the LWRBA's Member Services and Communications Coordinator, **Kristie Calandro** will be responsible for member engagement and implementing communications inside and outside the organization to serve our members and increase awareness of the Alliance to build positive lasting relationships with our members and community. Prior to joining the Alliance team, Calandro served as Hospitality Manager/Creative Director at Atria Café in Lakewood Ranch. She holds a Bachelor of Arts in Digital Media from West Texas A&M University. She has been in Florida since 2020 and lives in West Bradenton with her husband, David, and their two dogs, Oakley and Maui Jim.



**Jenna Nelson** joins the team as Membership Development Representative. In her role, she will be tasked with building relationships with companies in our region to grow membership and further Alliance's mission to connect, educate, and strengthen the business community. Nelson brings with her a strong sales and development background. She has a Bachelor of Science in Communications from the University of Wisconsin - La Crosse, and most recently served as Director of Sales of TownePlace Suites by Marriott Sarasota Bradenton West. She and her husband, Ben, and two-year old daughter, Quinn, have lived in Apollo Beach, FL since July 2020, and are looking forward to moving closer to Lakewood Ranch next month.



Welcome to the team!

# Thank you LWRBA Annual Sponsors

## Presidential



## Executive



## Corporate

**2FORYOU**

**Community Foundation of Sarasota County**

**Doctors Hospital of Sarasota ER in Lakewood Ranch**

**Fawley Bryant Architecture**

**Manatee Community Foundation**

**McIntyre Elwell & Strammer General Contractors**

**Robert Toale and Sons at Manasota Memorial Park**

**Sarasota International Airport**

**Tandem Construction**

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### UPCOMING YLA EVENTS

**July YLA Social at Hyatt Place LWR**  
Thursday, July 22 // 5:30-7:30 p.m.

**YLA Lunch n Learn at Everglades University**  
Thursday, July 29 // 12:00-1:00 p.m.

**August YLA Social at Glory Days Grill**  
Thursday, August 26 // 5:30-7:30 p.m.

**Mentor Connect 2021**  
Thursday, September 9 // 5:30-7:30 p.m.

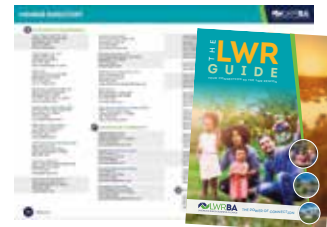
### JOIN THE YLA TODAY!

**LWRBA members under 40 can join the YLA free of charge at [www.LWRYLA.com](http://www.LWRYLA.com).**

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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 LWR Guide: 3rd Edition! As a benefit of membership, all members receive one FREE business listing.

- Printing Fall 2021
- 10,000+ Issues Published
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\*2020 Edition Pictured.

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