



# Year in Review

January - December 2020



# Contents

<b>2020 Board of Directors</b>	<b>- 3</b>
<b>Membership</b>	<b>- 5</b>
<b>Marketing &amp; Promotion</b>	<b>- 10</b>
<b>Events</b>	<b>- 22</b>
<b>Media Coverage</b>	<b>- 37</b>
<b>Village Partnership</b>	<b>- 44</b>
<b>Pandemic Response</b>	<b>- 49</b>
<b>Advocacy</b>	<b>- 57</b>
<b>Website</b>	<b>- 62</b>
<b>Brick-and-Mortar Update</b>	<b>- 68</b>
<b>2021 Incoming Directors</b>	<b>- 78</b>





# KEY BISCAIYNE CHAMBER OF COMMERCE 2020 BOARD OF DIRECTORS



(Top L to R): **Spencer Raymond**, BHHS EWM Realty - The Spencer Raymond Group; **Robert Duzoglou**, Academy of Martial Arts RDCA; **Nora Camejo**, DesignOne Graphics; **Rebeca Calvet**, eXpats Club; **Justo Rey**, Islander News; **Reina Gonzalez**, Boater's Grill; **Rodrigo Antunes**, Alliance Jiu-Jitsu Key Biscayne; **Marcio Chaer**, Go Wireless4U

(Bottom L to R): **Jill Stephens**, KB Pet Service; **Mayra Mesa**, IBERIABANK; **Juan Carlos Ramirez**, NMR Design Group; **Dianne Regalado**, Coldwell Banker; **Marshall Steingold**, Miami Maps; **Vivian Gallego-Mendez**, BHHS EWM Realty; **Tatyana Chiocchetti**, Key Biscayne Chamber of Commerce; **Frank Caplan**, Island Media; **Sheila Foreman**, Historic Virginia Key Beach Park; **Robert Brookes**, Key to Banking

(Not present): **Jorge Barbontin**, 240 Management Services; **Joe Coote**, The Ritz-Carlton Key Biscayne, Miami; **Jorge Gonzalez**, The Golden Hog; **Patricia Peraita**, PatandPat Property Management Services; **Ceci Sanchez**, Fortune International Realty; **Art Verian**, Bill Baggs Cape Florida State Park



# Membership





# 2020 Trustee Members



# Membership

## New Members



January 2015 – December 2020



# Membership

January – December 2020

## 24 NEW MEMBERS

- |  |                                |
|--|--------------------------------|
| 1. Green and Flowers Designs                 | 13. OpenSeas Café & Rentals    |
| 2. Alvarez & Diaz-Silveira LLP               | 14. Upwork                     |
| 3. Key Biscayne Counseling                   | 15. Ristorante Forchetta       |
| 4. Bocage Orthodontics                       | 16. Gomez Barker Advisors Inc. |
| 5. Ignite Consulting                         | 17. The UPS Store              |
| 6. Pelham Bookkeeping & Advisors             | 18. Bon Event                  |
| 7. Salted Palm Creative Studio               | 19. Tom Bercu Presents         |
| 8. GymGuyz Coral Gables                      | 20. Proficiency Coaching       |
| 9. iCare Patient Advocate                    | 21. Time For Success           |
| 10. Uniklon Ad Agency                        | 22. PANNA New Latino Food      |
| 11. The Cleat at Boater's Grill              | 23. KING (USA), INC.           |
| 12. KB SPEECH at Family First Therapy Center | 24. La Isla Beauty & Spa       |

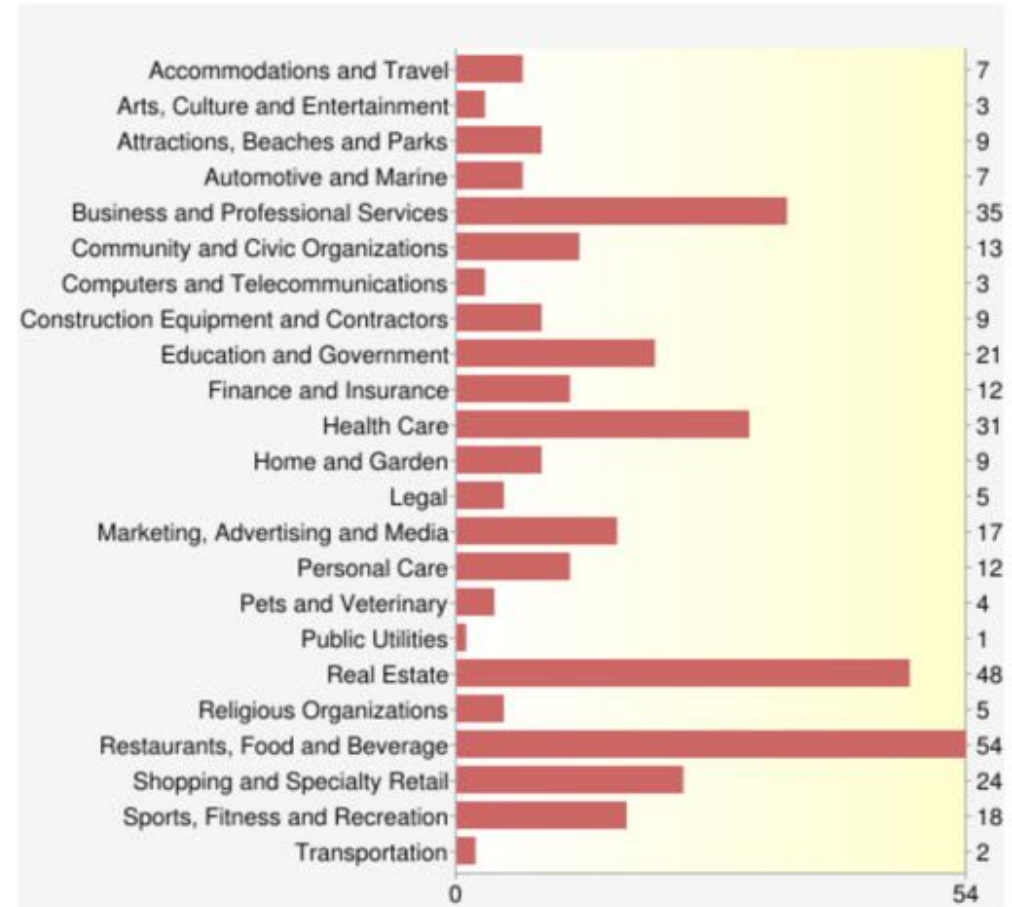
238 RENEWING MEMBERS | 48 DROPPED MEMBERS

# Membership

303 Members across a variety of sectors

## Membership Types

- 194 Small Business
- 31 Non-profit
- 28 Corporate
- 24 Additional Rep
- 14 Trustee
- 5 Condo Association
- 2 Social Membership



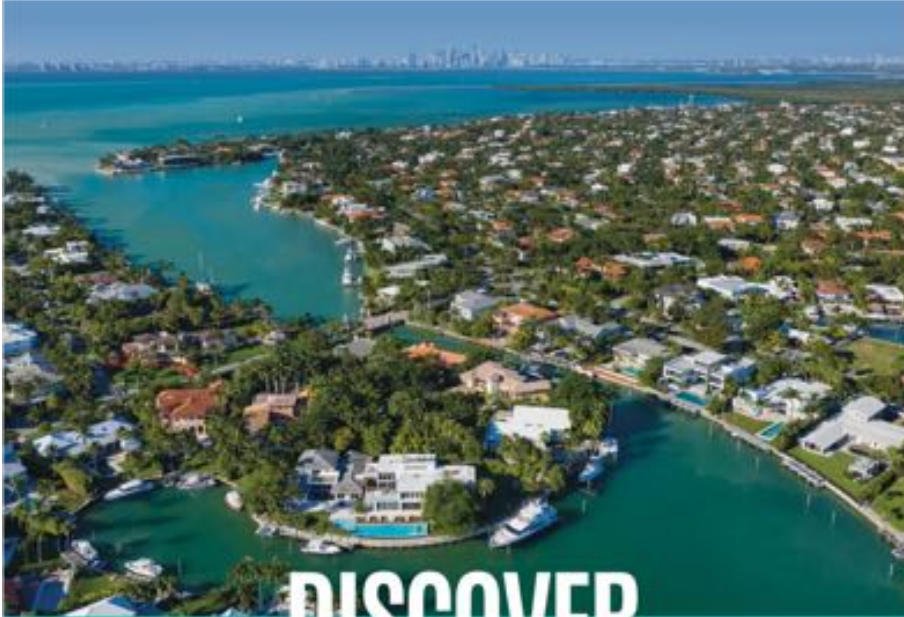


# Marketing & Promotion



# Promoting KB at the SuperBowl




Leveraging one of the biggest sporting events of the year, we teamed up with the Village of Key Biscayne and placed a full page ad in The **Super Bowl LIV Official Guide** to reach 1.2 million game and event attendees.



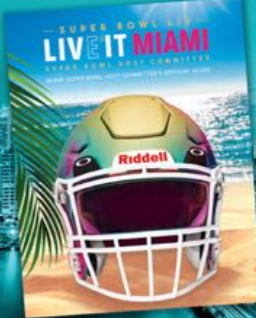
**DISCOVER  
KEY BISCAYNE**  
*Island Paradise*

ISLAND LIVING a mere 10-minute drive from Downtown Miami  
SURROUNDED BY NATURE with beautiful beaches and parks  
LUXURIOUS NEIGHBORHOOD within walking distance to restaurants & shops  
Great place to RAISE A FAMILY with top-ranked public & private schools  
Leading the charge on RESILIENCE & SUSTAINABILITY  
Ranked #1 in 2019 by Safewise as the SAFEST CITY IN FLORIDA

[visitkeybiscayne.org](http://visitkeybiscayne.org)

FOLLOW US ON:    @KEYBISCAYNECHAMBER

**MIAMI  
SUPER BOWL**  
HOST COMMITTEE'S OFFICIAL GUIDE



**SPECIAL EDITION**

Miami is full of activities for locals and visitors alike! Pick up this guide to explore what's new in Miami nightlife, dining, shopping and more.



# Promoting Local Businesses On & Off the Key

## KB 2020 Shop Dine & Unwind Guide

### Insert: Edible South Florida Winter 2020 (20K)

- Miami-Dade: 14 cities
- Broward: 6 cities
- Monroe County: 4 cities
- Coconut Grove Arts Festival

### KB Distribution (5K)

- The Chamber distributed 5,000 copies to area hotels & hospitality venues, local businesses
- 24/7 Visitors Center



Experience Key Biscayne's eclectic dining scene with over 40 restaurants — everything you'll find on the island is designed to inspire your senses. #DineKB



Visit [KeyBiscayneChamber.org](http://KeyBiscayneChamber.org) to view Dining Guide online or pick up a copy at the Key Biscayne Chamber of Commerce and 24/7 Visitors Center located at 88 W McIntyre St #100, Key Biscayne, FL 33149. Tel: (305) 361-3207.  
[KeyBiscayneChamber.org](http://KeyBiscayneChamber.org)

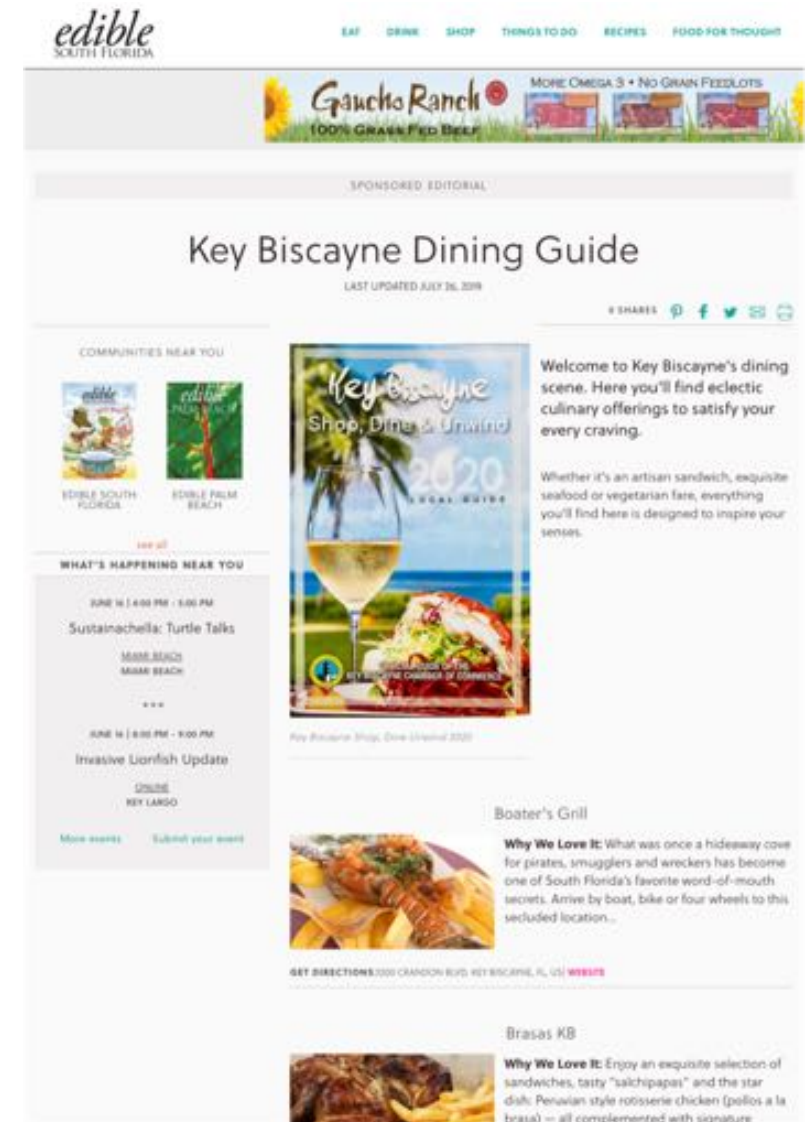


# Increased Digital Footprint via Strategic Partnerships



Chamber added KB Restaurants to:

- GMCVB's **Miami Eats** during COVID-19
- EdibleSouthFlorida.com's **Edible Communities**.





# Increased Digital Footprint via Strategic Partnerships

## Key Biscayne Restaurants

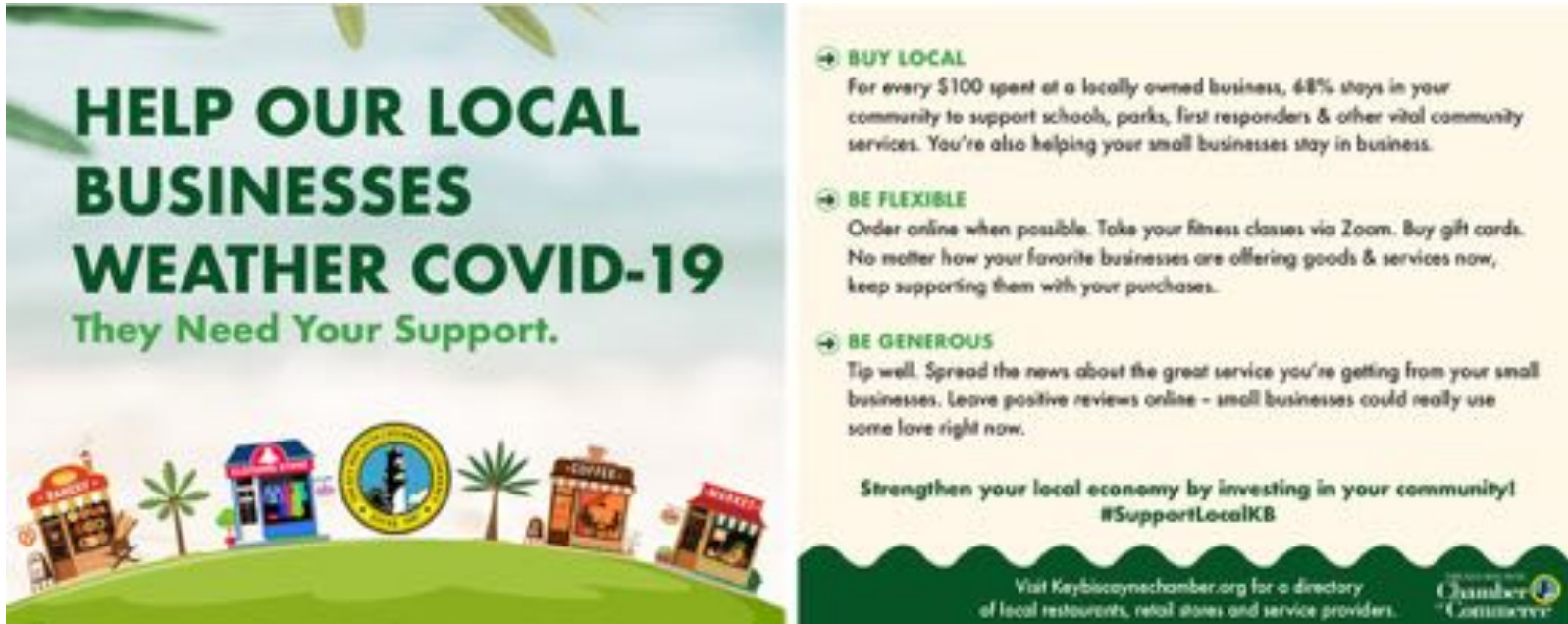
Enjoy your favorite food & beverages at home from Key Biscayne restaurants and choose from a variety of options. View the Key Biscayne Chamber Dining Partner List [here](#).

[Visit Miami Eats](#) >



# BUY LOCAL CAMPAIGN

Invest in Your Community



**HELP OUR LOCAL BUSINESSES WEATHER COVID-19**  
They Need Your Support.

**➔ BUY LOCAL**  
For every \$100 spent at a locally owned business, 68% stays in your community to support schools, parks, first responders & other vital community services. You're also helping your small businesses stay in business.

**➔ BE FLEXIBLE**  
Order online when possible. Take your fitness classes via Zoom. Buy gift cards. No matter how your favorite businesses are offering goods & services now, keep supporting them with your purchases.

**➔ BE GENEROUS**  
Tip well. Spread the news about the great service you're getting from your small businesses. Leave positive reviews online - small businesses could really use some love right now.

Strengthen your local economy by investing in your community!  
#SupportLocalKB

Visit [KeyBiscaynechamber.org](http://KeyBiscaynechamber.org) for a directory of local restaurants, retail stores and service providers.

THE KEY BISCAINE Chamber of Commerce



**Buy Local**  
**Invest in Your Community**

For every \$100 you spend at locally owned businesses, 68% will stay in the community.

#SupportLocalKB  
Visit [keybiscaynechamber.org](http://keybiscaynechamber.org)



**Compre Local**  
**Ponga sus impuestos a buen uso**

Sus compras apoyan escuelas, parques, primeros auxiliares y otros servicios comunitarios vitales.

#SupportLocalKB  
Visita [keybiscaynechamber.org](http://keybiscaynechamber.org)



**Buy Local or Bye-Bye Local**  
Invest in your community!

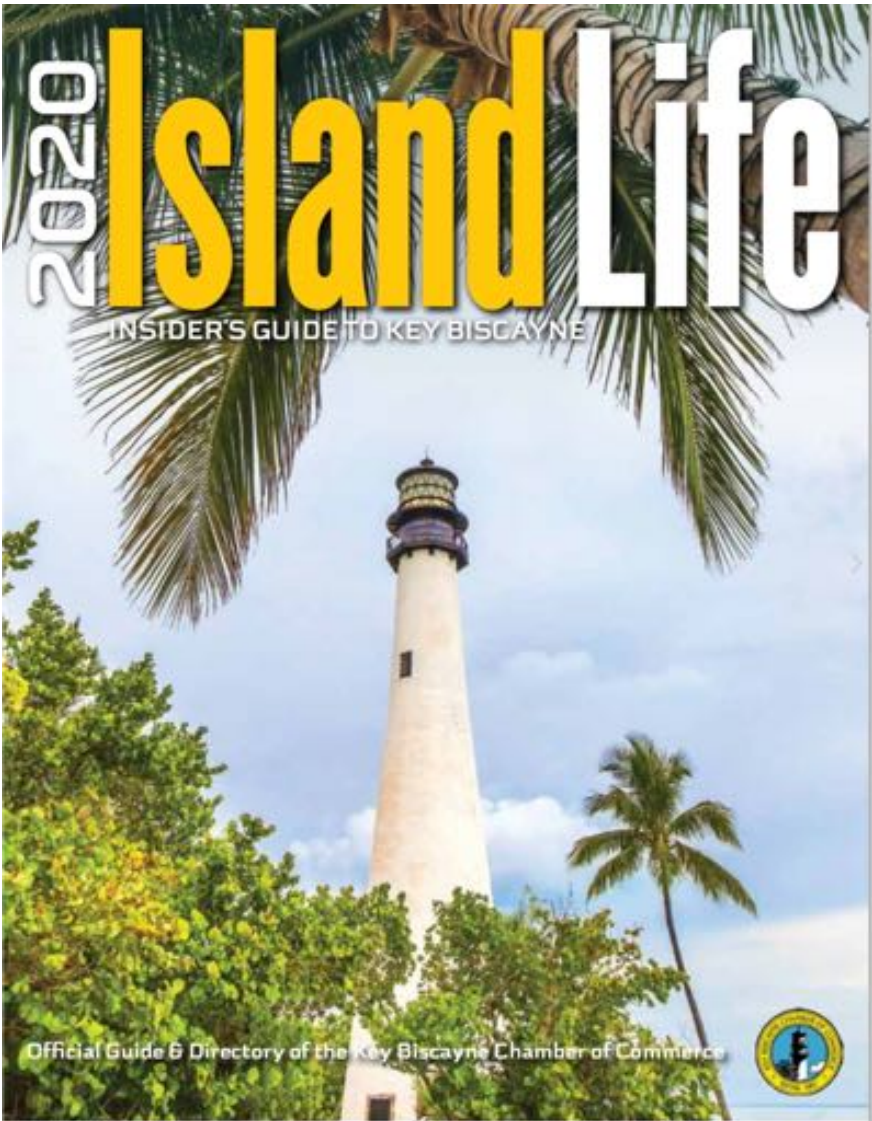
THE KEY BISCAINE  
**Chamber of Commerce**

#SupportLocalKB

Visit [keybiscaynechamber.org](http://keybiscaynechamber.org) for a directory of local restaurants, retail stores and service providers.



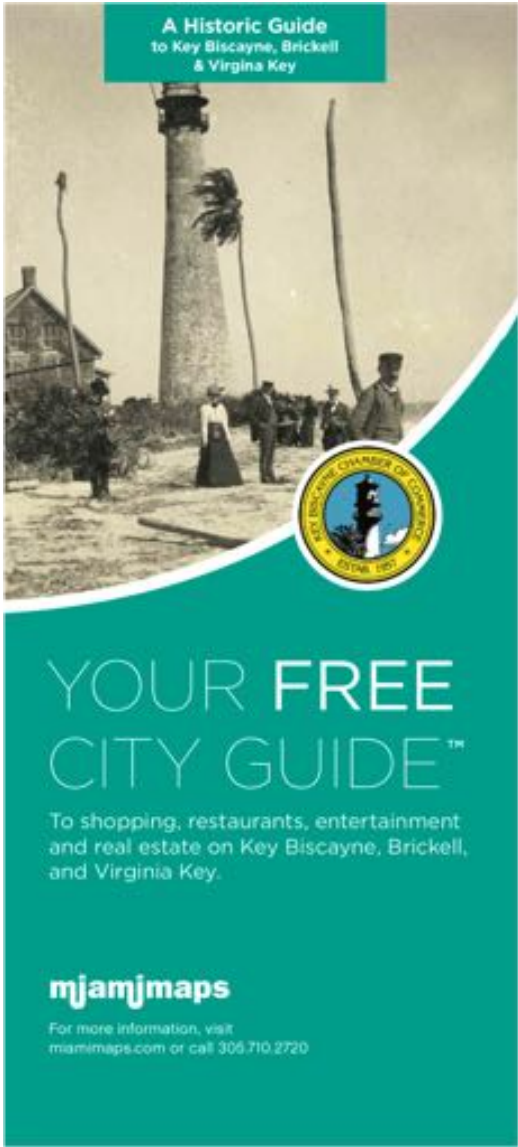
# Official Chamber Directory & Map



## 2020 MEMBERSHIP DIRECTORY

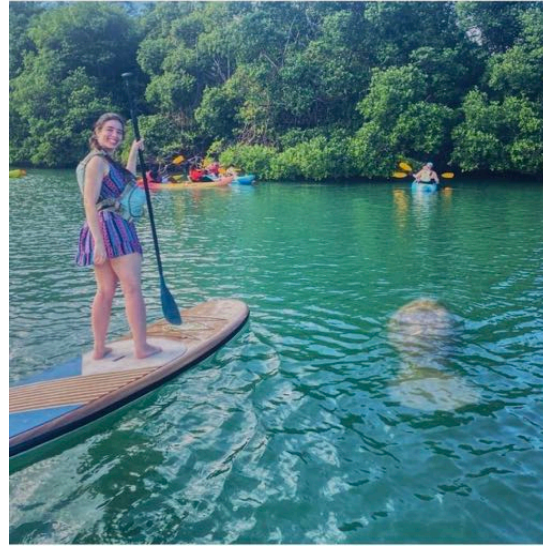
<b>ATTRACTIONS, BEACHES &amp; PARKS</b> .....	<b>83</b>	<b>FINANCE &amp; INSURANCE</b> .....	<b>85</b>	<b>PET CARE &amp; VETERINARY</b> ....	<b>89</b>	
<small>Art Galleries / Artists Arts &amp; Entertainment</small>		<small>Banking / Financial Services, Financial Advisors, Insurance, Mortgage Services</small>		<b>REAL ESTATE</b> .....		<b>89</b>
<b>ARTS, CULTURE &amp; ENTERTAINMENT</b> .....		<b>HEALTH CARE</b> .....		<small>Commercial Property &amp; Management, Condominium Associations &amp; Management, Realtors</small>		
<small>Art Galleries / Artists Arts &amp; Entertainment</small>		<b>86</b>		<b>RELIGIOUS ORGANIZATIONS</b> ..		<b>91</b>
<b>AUTOMOTIVE &amp; MARINE</b> .....		<small>Chiropractic, Chiropractic Medicine, Dentists &amp; Orthodontists, Dermatology &amp; Plastic Surgery, Gastroenterologist, Home Healthcare, Hospital - Emergency Rooms, Lab Testing, Medical Clinics, Optometrists, Physical Therapists, Psychology, Vascular Specialists</small>		<b>RESTAURANTS, FOOD &amp; BEVERAGE</b> .....		<b>91</b>
<small>Automotive - Gas Stations, Dock Construction / Yacht Refit &amp; Repair, Marina, Yacht Sales &amp; Charters</small>		<b>HOME &amp; GARDEN</b> .....		<small>Bakery, Café &amp; Coffee Shops, Bars / Wine &amp; Spirits, Catering &amp; Events / Food Delivery, Gelato, Grocery &amp; Specialty Foods, Health Food, Restaurants</small>		
<b>BEAUTY SALONS &amp; SPAS</b> ....		<b>87</b>		<b>SHOPPING &amp; SPECIALTY RETAIL</b> .....		<b>92</b>
<b>BUSINESS &amp; PROFESSIONAL SERVICES</b> .....		<small>Air Conditioning, Flood, Fire &amp; Mold Restoration, Landscaping, Home Furnishing &amp; Decor, Marble &amp; Tile, Pest Control Services, Plumbers, Pools - Construction &amp; Maintenance</small>		<small>Apparel &amp; Accessories, Furniture, Gift Shops, Jewelry, Hardware, Pharmacies, Sporting Goods, Toys</small>		
<small>Accounts - CPA, Architects, Business Outsourcing Solutions, Business Services / Shipping, Cleaning - Commercial &amp; Residential, Computer Services, Consulting Firms, Dry Cleaners &amp; Laundry, Interior Designers, Merchant Services, Professional Coaches, Property Management &amp; Maintenance, Relocation Services, Shared Workspace, Translation / Language Services</small>		<b>LEGAL</b> .....		<b>SOCIAL MEMBERSHIP</b> .....		<b>93</b>
<small>Accounts - CPA, Architects, Business Outsourcing Solutions, Business Services / Shipping, Cleaning - Commercial &amp; Residential, Computer Services, Consulting Firms, Dry Cleaners &amp; Laundry, Interior Designers, Merchant Services, Professional Coaches, Property Management &amp; Maintenance, Relocation Services, Shared Workspace, Translation / Language Services</small>		<small>Attorneys</small>		<b>SPORTS, FITNESS &amp; RECREATION</b> .....		<b>93</b>
<b>CONSTRUCTION, EQUIPMENT &amp; CONTRACTORS</b> .....		<b>LODGING &amp; TRAVEL</b> .....		<small>Fitness &amp; Wellness, Martial Arts, Private Clubs, Swim Classes, Tennis, Waterports</small>		
<small>Construction / Contractors / Developers, Green Engineering / Sustainability</small>		<small>Accommodations, Convention &amp; Visitors Bureau, Travel Agencies</small>		<b>TELECOMMUNICATIONS</b> .....		<b>94</b>
<b>EDUCATION &amp; GOVERNMENT</b> .....		<b>MARKETING, ADVERTISING &amp; MEDIA</b> .....		<b>TRANSPORTATION</b> .....		<b>94</b>
<small>Education, Music Lessons, Government</small>		<b>88</b>		<small>Transportation, Moving &amp; Storage</small>		
<small>Education, Music Lessons, Government</small>		<small>Marketing &amp; Advertising, Online Media &amp; Publications, Photography, Printing &amp; Graphic Design</small>		<b>UTILITIES</b> .....		<b>94</b>
<b>NON-PROFITS, COMMUNITY &amp; CIVIC ORGANIZATIONS</b> .....		<b>88</b>				

82 ISLAND LIFE MAGAZINE 2020





# Social Media Stats



## FACEBOOK

@KeyBiscayneChamber  
1,798 to 2,225 followers  
**427 new**  
24% increase

## INSTAGRAM

@KeyBiscayneChamber  
3,131 to 5,140 followers  
**2,009 new**  
64% increase

## TWITTER

@KBChamber  
1,431 to 1,590 followers  
**159 new**  
11% increase

\*January – December 2020

# Special Project: Promoting KB Lifestyle



The Chamber was approached by the Village to find a way to promote KB to attract potential real estate buyers in the Northeast.

The Chamber recommended creating a **KB Lifestyle digital campaign** to increase Awareness and Top of Mind by authentically capturing the essence of what KB has to offer, utilizing local residents & business owners as storytellers.

The content would be shared via realtor networks, the Village & Chamber websites, our 24/7 Visitors Center and targeted social media.



# Key Messaging

- Island living with proximity to a global metropolis
- Family-friendly neighborhood
- Top-ranked public & private schools
- Ranked Safest City in Florida
- Shops & restaurants within walking distance





# KB Lifestyle

The best place in South Florida to  
LIVE, INVEST & VISIT.





# Welcome Bag Program

The Chamber delivered 100+ welcome bags to Member Realtors to give to New Residents. The bags contain useful information and promotional materials from our local businesses.





# Events





# Events

Annual Fundraiser cancelled due to COVID-19

## Returning Sponsors (2)

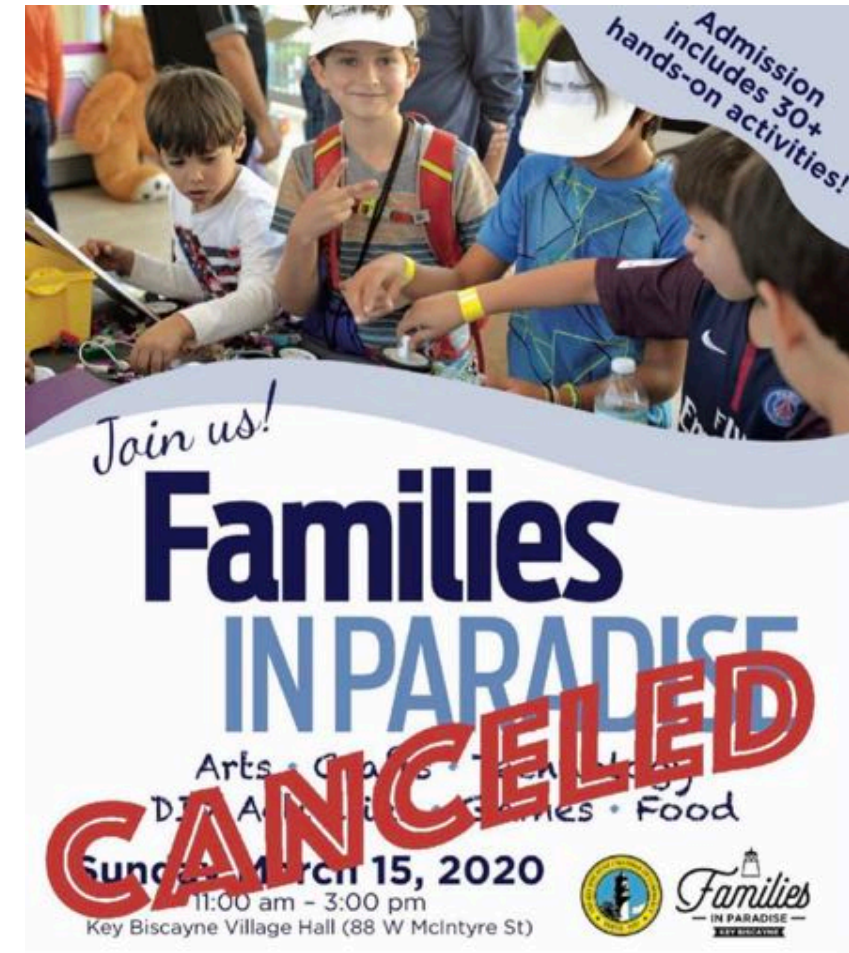
- Baptist Health (Silver Sponsor)
- Islander News (media)

## Returning Exhibitors (12)

- Alliance Jiu-Jitsu Key Biscayne
- Arraya Tennis Academy & Key Biscayne Tennis Association
- BHHS EWM Realty
- Colwell Banker
- IBERIABANK
- Key Pharmacy
- Miami Seaquarium
- NMR Design Group
- Pilates Zone
- Pommodori Pizza & Pasta
- The Golden Hog
- Zambrano Orthodontics

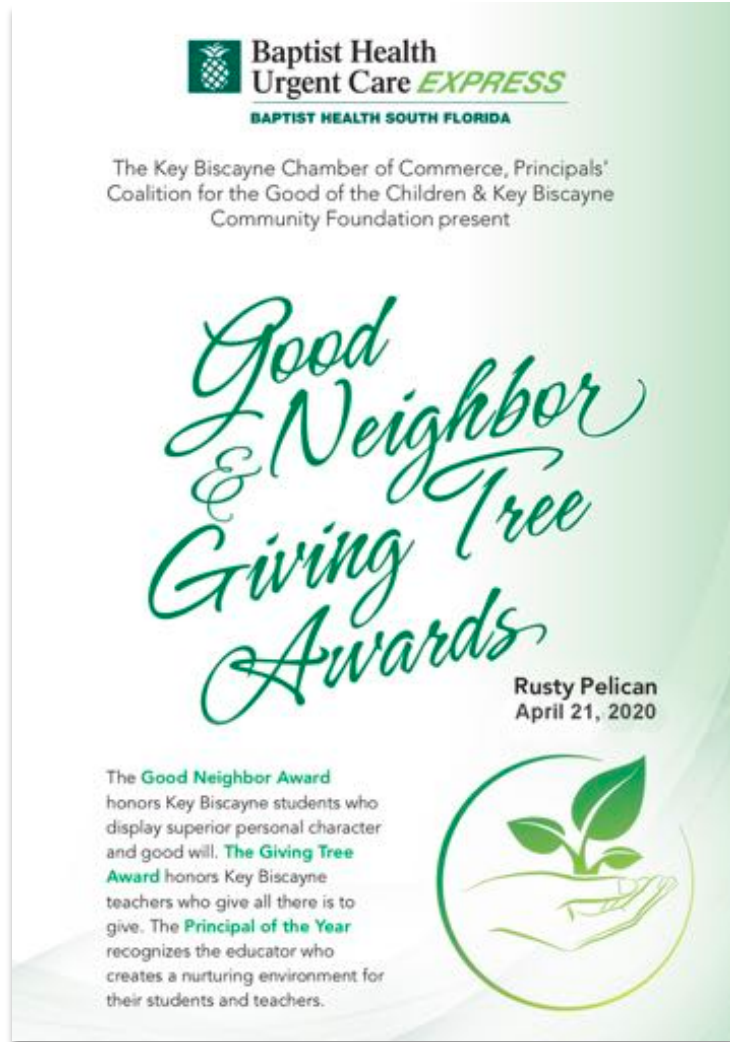
## New Exhibitors (8)

- Virginia Key Outdoor Center VKOC
- The Gordon School
- Deroode Orthodontics
- A Zero Waste Culture
- JOMO IN LLC (Beach Shoes)
- Dr. Idalia Lastra Orthodontics
- \*KB Fire Rescue (comp)
- \*KB Police Department (comp)



# Events

Annual Good Neighbor Awards cancelled due to COVID-19





# Events

## Chamber Sponsored

### Key Biscayne K-8 Center Winter Festival

Sponsorship level that allows insertion of our Families in Paradise flyer in the “Yellow Communicator” reaching 1,300 students.



### Key Biscayne Children's Business Fair

(Supporting young entrepreneurs + included our 2020 Shop, Dine & Unwind in the Fair's welcome bags & gave Family Passes (6 tickets each) to the 4 winning entrepreneurs.



# Events

## Educational Seminars / Forums


A series of free quarterly forums designed to bring practical, actionable information and advice to our members and the community.






**2020**  
REAL ESTATE MARKET UPDATE  
*with Ron Shuffield*

Ron Shuffield, CEO and President of BHHS EWM Realty will provide an Update on the Key Biscayne Real Estate Market.

Zoom Meeting Discussion will include Condo and Home Sales in 2020 and his predictions for the rest of the year.




KB Chamber Invites You to a Virtual Discussion\*



Talking about  
**Sea Level Rise, Sargassum, & Water Quality**

Coldwell Banker Realty, Key Biscayne Chamber of Commerce and Sunbelt Title Agency bring you Florida State Senator Jason Pizzo (38th District) and special guest Key Biscayne Mayor Michael Davry to discuss Sea-level Rise, Sargassum and Water Quality among other issues affecting Key Biscayne.

Presented by  
**Coldwell Banker Realty Key Biscayne**  
328 Crandon Blvd., Suite 126  
Key Biscayne, FL 33149  
(305) 361-6722



Tuesday, June 23  
10:30 AM - 11:30 AM

# Events

## Grand Re-Opening of Miami Seaquarium



Miami Seaquarium officially reopened on June 6<sup>th</sup> after being closed since March 13<sup>th</sup> as a precautionary response to the COVID-19 pandemic. Guests included Rolando Aedo, COO, of the GMCVB, and KB Mayor Mike Davey, along Miami Seaquarium management and some of the park's Annual Passholders were among the first to visit the park.



# Events

Virtual Forums *en español*



**Digital Marketing**

COMUNICACIÓN DIGITAL EN  
TIEMPOS DE INCERTIDUMBRE

 CuCo  
The CuCompany

A poster for a digital marketing event. It features a white background with a blue and red border. The title 'Digital Marketing' is in large blue letters. Below it, 'COMUNICACIÓN DIGITAL EN TIEMPOS DE INCERTIDUMBRE' is written in red and blue. At the bottom is the CuCo logo, which consists of a stylized 'C' and 'Co' in blue and red, with the text 'CuCo The CuCompany' next to it.



CAMILA 3 CANABAL

CONVERSATORIO  
ME REINVENTÉ  
Y EMPRENDÍ  
#MIMANUALDEÉXITO

**8** DE MAYO  
7:30 pm  
EASTERN TIME

A poster for a conversatorio event. It features a woman with blonde hair, wearing a white top and a black skirt, standing with her hands on her hips. To her right is a black circle containing the text 'CONVERSATORIO ME REINVENTÉ Y EMPRENDÍ #MIMANUALDEÉXITO'. Below this is a white circle containing the date and time '8 DE MAYO 7:30 pm EASTERN TIME'. The name 'CAMILA 3 CANABAL' is at the top.



Mapping Up presenta  
**CAMBIA EL FOCO Y RE-SETEATE !**

APRENDE A CAMBIAR TU OPTICA Y MAXIMIZAR  
LOS RECURSOS QUE TU VIDA TE OFRECE



Marcelle Kaswalder | Psicologa, Neuro-Coach  
y Experta en Liderazgo y Talento.

WEBINAR EN ESPANOL  
ZOOM  
Meeting ID: 224 192 0114  
Contraseña: 121109

JUEVES 7 DE MAYO  
6:30PM

Follow us @MappingUp  
Info@mappingup.com



A poster for a Mapping Up event. It features a white background with a blue border. At the top, it says 'Mapping Up presenta CAMBIA EL FOCO Y RE-SETEATE !'. Below this is a subtitle 'APRENDE A CAMBIAR TU OPTICA Y MAXIMIZAR LOS RECURSOS QUE TU VIDA TE OFRECE'. In the center, there is a smartphone displaying a photo of a person taking a photo. To the left of the phone is a small potted plant, and to the right is a cup of coffee on a cork coaster. At the bottom, there is text about the speaker 'Marcelle Kaswalder | Psicologa, Neuro-Coach y Experta en Liderazgo y Talento.', the event details 'WEBINAR EN ESPANOL ZOOM Meeting ID: 224 192 0114 Contraseña: 121109', the date and time 'JUEVES 7 DE MAYO 6:30PM', and contact information 'Follow us @MappingUp Info@mappingup.com'. The Mapping Up logo is in the bottom right corner.

# Events: SpeedBiz Networker w/ Aventura Chamber

THE KEY BISCAYNE  
Chamber  
OF Commerce



AVENTURA MARKETING COUNCIL  
CHAMBER OF COMMERCE



## SpeedBiz Networker



### Expand your Business Contacts

Don't miss this dual Chamber SpeedBiz Networker where members of the Key Biscayne Chamber of Commerce and the Aventura Marketing Council | Chamber of Commerce do some great one-on-one virtual networking together. Everyone will have a quick three minutes to meet other business professionals before being moved to the next private chat room... and on it goes.

**Friday, September 4 at 12:30 PM**

Meeting INFO

STAY SAFE. STAY CONNECTED.

[keybiscaynchamber.org](http://keybiscaynchamber.org) | Facebook | Twitter | Instagram | Flickr





## Events: Webinars

- 6/23 - Talk on Sea Level Rise, Sargassum & Water Quality with State Senator Pizzo
- 7/23 – MIAMI REALTORS Webinar South Florida Market Update
- 7/29 – How to Sell on Instagram Webinar
- 7/29 - MDCLC Mayoral Forum
- 7/30 - Traveling Today: “Planes, Trains & Boats” Florida Restaurant & Lodging Assoc.



**UNIVERSITY  
OF MIAMI**

# MDCLC

## MAYORAL FORUM



### THE CANDIDATES

  
**Monique Nicole Berley**

  
**Esteban Bovo**

  
**Carlos Antonio De Armas**

  
**Ludovilla Domond**

  
**Daniella Levine Cava**

  
**Alex Pemeles**

  
**Xavier Suarez**

## WEDNESDAY, JULY 29, 2020

## 6:00 PM-8:00 PM

### REGISTER IN ADVANCE FOR THIS WEBINAR

**MODERATED BY**  
**NBC 6 NEWS ANCHOR**  
**WILLARD SHEPARD**



### SUPPORTING ORGANIZATIONS














MEET THE MIAMI-DADE COUNTY MAYORAL CANDIDATES, HEAR THEIR VISIONS, SOLUTIONS AND IDEAS FOR MIAMI-DADE COUNTY AS WE APPROACH ELECTION DAY.

**KB Chamber Invites You to  
a Virtual Discussion**

 **SUNBELT**  
TITLE AGENCY

Talking about  
**Sea Level Rise,  
Sargassum, &  
Water Quality**

Coldwell Banker Realty, Key Biscayne Chamber of Commerce and Sunbelt Title Agency bring you **Florida State Senator Jason Pizzo** (38th District) and special guest **Key Biscayne Mayor Michael Davey** to discuss Sea-level Rise, Sargassum and Water Quality among other issues affecting Key Biscayne.

**Presented by**  
**Coldwell Banker Realty Key Biscayne**  
328 Cranden Blvd, Suite 126  
Key Biscayne, FL 33149  
(305) 361-5722

 **COLDWELL  
BANKER  
REALTY**

MIAMI REALTORS Webinar

South Florida MARKET UPDATE

South Florida

MARKET UPDATE



LYNDA FERNANDEZ

Moderator



RON SHUFFIELD CRA

Berkshire Hathaway  
HomeServices EWM  
Realty



ANTHONY M. GRAZIANO CRA

Integrus Realty  
Resources

Latest Market Metrics | Recovery | Forecast | Q&A

Thursday, July 23 at 11:00 AM

REGISTER

THE KEY REGIONAL

Chamber  
of Commerce

STAY SAFE. STAY CONNECTED.

[keybizcavnetchamber.org](http://keybizcavnetchamber.org) | Facebook | Twitter | Instagram | Flickr

THE KEY BISCAYNE  
**Chamber  
of Commerce**

---

## FREE Virtual Workshop How to Sell on Instagram



**Macarena Bravo**  
Uniklon Agency

# How to sell on instagram

a free workshop for business owners, managers and entrepreneurs!

- In this workshop you will craft an ad that is optimized for Instagram.
- You will understand the differences between Facebook and Instagram placement optimization
- Learn how to reach new leads at the most critical stage in the Customer Value Journey.

  
 Ad Copy Generation

  
 Optimization

  
 Customers

Wednesday, July 29th, 2020  
11 AM via Zoom

 @Uniklonads

**Wednesday, July 29 at 11:00 AM**

Host:  
Macarena Bravo, CEO Uniklon Agency

**Join Zoom Meeting**

RSVP: [macarena.bravo@live.com](mailto:macarena.bravo@live.com)

---

STAY SAFE. STAY CONNECTED.

#visitourpresidentstours | Facebook | Twitter | Instagram | Club

**THE KEY KEY-SAYNE**

**Chamber  
of Commerce**

Zoom Meeting  
**TRAVELING TODAY**  
Planes, Trains & Automobiles  
Thursday, July 30<sup>th</sup> at 2 PM

**TRAVELING TODAY**  
*Planes, Trains & Automobiles*  
Thursday, July 30<sup>th</sup> ~ 2pm

INA LEE, President  
Travelhost of Greater Fort Lauderdale

ALI SOULE, Chief of Staff  
Virgin Trains

HAYDEE BLANCO, Sales Director  
Florida, US Latin, Caribbean & Central America  
American Airlines

DAVID KLEIN, Director of Commercial Sales  
Avis Budget Group

Moderator: JANE WOOLDRIDGE, Miami Herald  
President, Society of American Travel Writers

Register in advance for this meeting:  
<https://us02web.zoom.us/join/register?loc=join&secretkey=9684-6754-91KwGz8d>

After registering, you will receive a confirmation email containing information about joining the meeting.

**AVENTURES MARKETING COUNCIL**  
MEMBER OF THE CHAMBER OF COMMERCE

**Hilton**  
HILTON GRAND VACATION RESORTS

**FLORIDA RESTAURANT & LODGING ASSOCIATION**

**HOLLYWOOD FLORIDA**  
CHAMBER OF COMMERCE

**SOUTHEAST FLORIDA CHAMBER OF COMMERCE**

**MIAMI BEACH CHAMBER OF COMMERCE**

**FLORIDA STATE CHAMBER OF COMMERCE**

**Shop Bank Street**  
BANK STREET MARKETPLACE

**DUNN BEACH**  
MARKETPLACE FOR GOLFERS

**HOTEL ASSOCIATION**  
FLORIDA CHAPTER

**Northeast Beach Chamber**

**REGISTER IN ADVANCE**

**STAY SAFE. STAY CONNECTED.**

[fortlauderdalechamber.org](http://fortlauderdalechamber.org) | Facebook | Twitter | Instagram | Email

# Events: Webinars, Farewell Casting Boutique



Instagram Business -  
*Aprender a gestionarlo con éxito para triunfar en tu negocio.*



Farewell event for Casting Boutique at The Square following 25 years on the Key.



# Events: Virtual Candidate Forums

Two Village Council Virtual Candidate Forums 2020 were co-presented by Islander News and The Key Biscayne Chamber of Commerce via Zoom.

The moderator for both forums was be **Walter J. Stanton III**, President of CARNEY STANTON P.L. ATTORNEYS AT LAW. Walt is no stranger to Key Biscayne elections.



THE KEY BISCAYNE  
**Chamber**  
OF **Commerce**

TONIGHT Monday Sept 21 at 6 PM

**VILLAGE COUNCIL**  
**VIRTUAL CANDIDATE FORUMS 2020**  
PRESENTED BY  
Islander News and The Key Biscayne Chamber of Commerce  
Get to know the candidates who will shape our Village's future.  
Learn about who they are and their position  
on issues affecting our community.

 Jennifer Allegra	 Matt Branson	 Franklin Caplan	 Armando Chapeli	 Louisa Conway
 Reynaldo Figueroa	 Michael J. Kelly	 Allison McCormick	 Brett Moss	 Oscar Sardinas

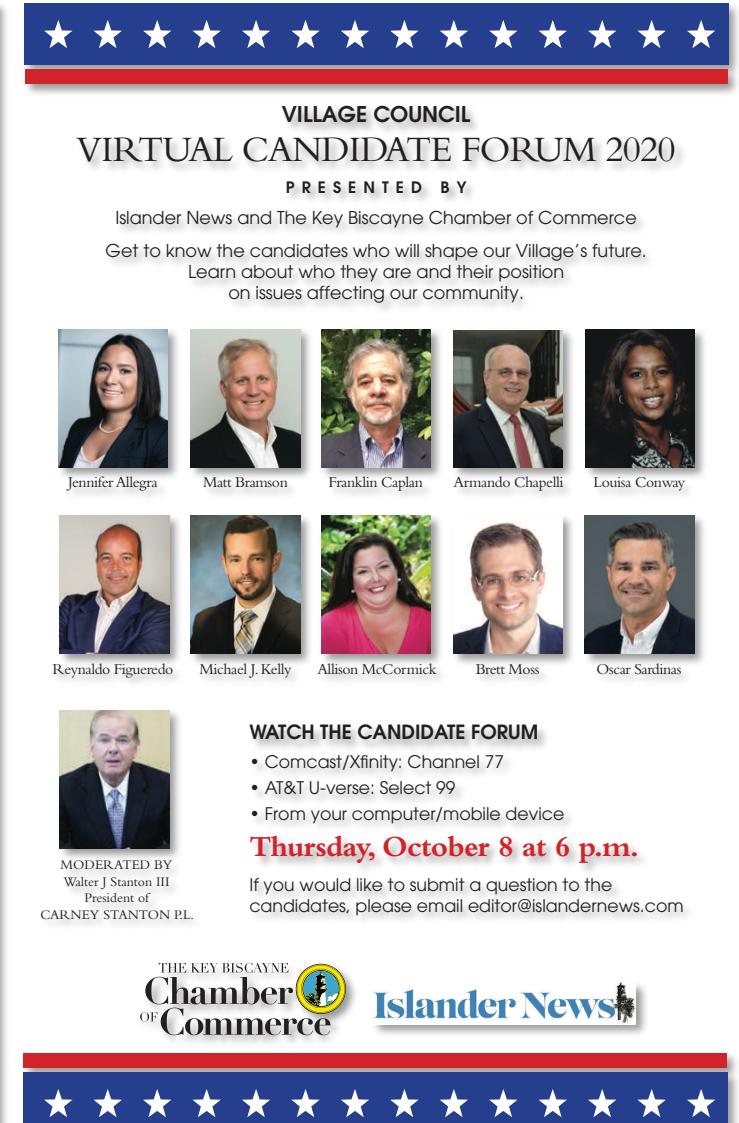
VIEW LIVE via:

- Comcast/Xfinity: Channel 77
- ATT U-verse: Select 99
- From your computer/mobile device: [CLICK HERE](#)











[Learn more](#)


STAY SAFE. STAY CONNECTED.

[keybiscaynchamber.org](#) | Facebook | Twitter | Instagram | Flickr



**VILLAGE COUNCIL**  
**VIRTUAL CANDIDATE FORUM 2020**  
PRESENTED BY  
Islander News and The Key Biscayne Chamber of Commerce  
Get to know the candidates who will shape our Village's future.  
Learn about who they are and their position  
on issues affecting our community.

 Jennifer Allegra	 Matt Branson	 Franklin Caplan	 Armando Chapeli	 Louisa Conway
 Reynaldo Figueroa	 Michael J. Kelly	 Allison McCormick	 Brett Moss	 Oscar Sardinas

  
MODERATED BY  
Walter J. Stanton III  
President of  
CARNEY STANTON P.L.

**WATCH THE CANDIDATE FORUM**

- Comcast/Xfinity: Channel 77
- AT&T U-verse: Select 99
- From your computer/mobile device

**Thursday, October 8 at 6 p.m.**

If you would like to submit a question to the candidates, please email [editor@islandernews.com](mailto:editor@islandernews.com)

THE KEY BISCAYNE  
**Chamber**  
OF **Commerce**

**Islander News**

# Events: Co-hosted Webinars





# Events: The Latest in Orthopedic Treatments Webinar

Miami Orthopedics & Sports Medicine Institute and the Key Biscayne Chamber of Commerce for The Latest in Orthopedic and Minimally Invasive Regenerative Treatments.

Guest speaker: Michael Swartzon, M.D., Sports medicine physician, team physician for the Miami Dolphins.



A flyer for a webinar titled "The Latest in Orthopedic Treatment". The flyer has a teal header with the title and a small logo. Below the header, it says "Join Miami Orthopedics &amp; Sports Medicine Institute and the Key Biscayne Chamber of Commerce for". The main topic is "The Latest in Orthopedic and Minimally Invasive Regenerative Treatments". The guest speaker is "Michael Swartzon, M.D., Sports medicine physician, team physician for the Miami Dolphins". The date and time are "Tuesday, November 24 10 a.m.". It also says "Hosted via Zoom Meeting". To the right, it says "RSVP to Tatyana Chiodetti at Tatyana@KeyBiscayneChamber.org by Friday, November 20". At the bottom, there are logos for "THE KEY BISCAYNE Chamber of Commerce" and "Miami Orthopedics &amp; Sports Medicine Institute".

# Events: KB's Shopping Night Out





# Events: 2020 Photo Albums





# Media Coverage



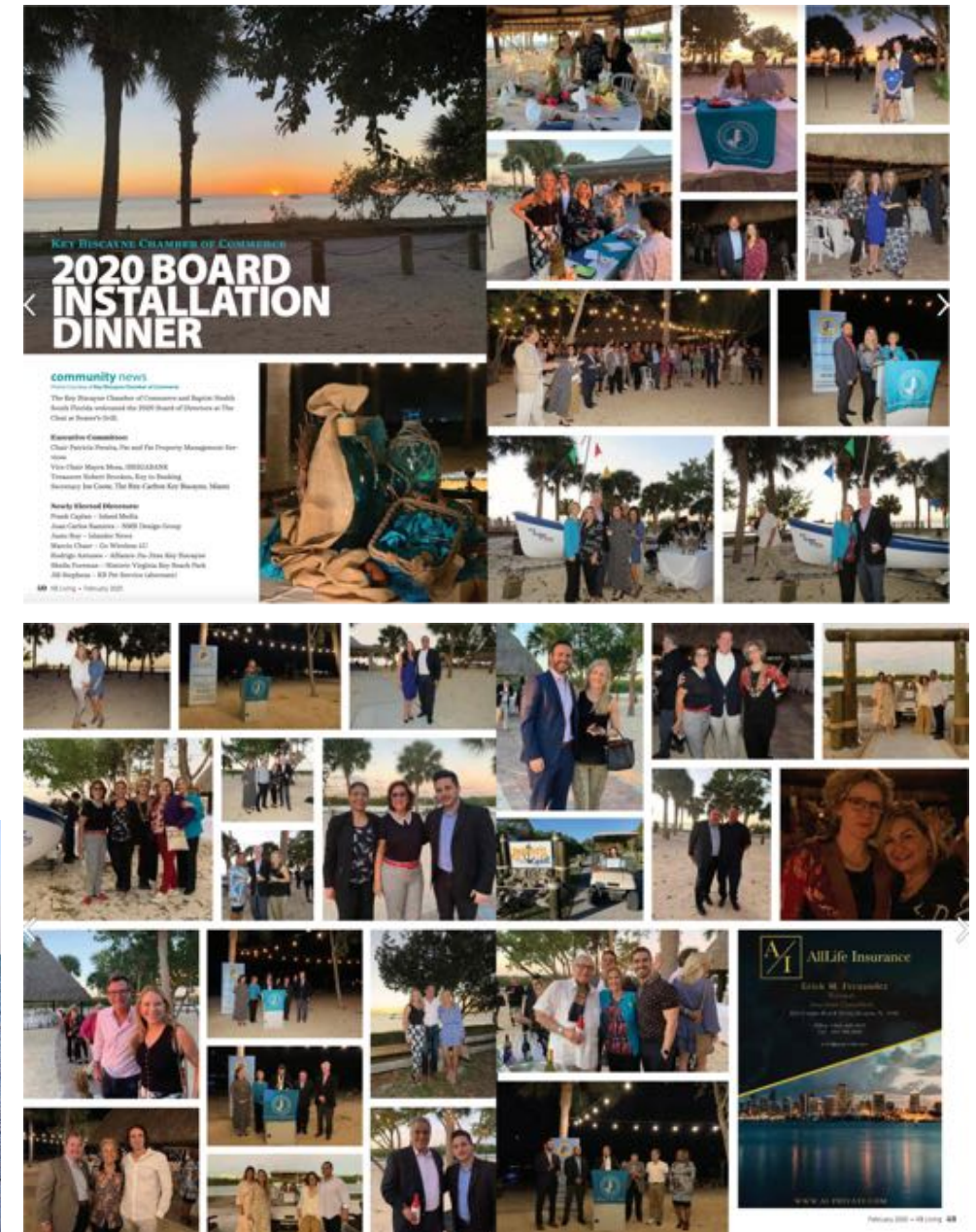
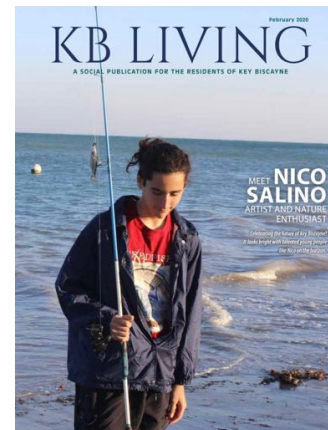


# Media Coverage



KB Living January 2020

KB Living February 2020





# Media Coverage: KB Living April 2020

Chamber photos featured



faces of the future  
by Christine Salinas and Fernanda Torres  
Photo courtesy of Key Biscayne Chamber of Commerce

# 2020

## Key Biscayne

### Children's Business Fair

The 2020 Key Biscayne Children's Business Fair was held on February 9th and was once again a huge success, thanks to all the sponsors and volunteers who made this event possible. Prizes were awarded for Most profitable business, Most original business, Most creative decoration or setup for stand.

KB Living • April 2020



"We have the privilege to live in Key Biscayne, not only because of the long sandy beaches, the tropical landscape, the beautiful weather, and amazing views but because Key Biscayne has a true sense of community. The support and excitement from local government, local businesses and schools made it clear to us that not only were we helping our daughters to have a taste for their products, but we were contributing to all young entrepreneurs in the village. We believe that the potential entrepreneurs of Key Biscayne are here and will make of the all the young people in our community!"

Christine Salinas and Fernanda Torres, Founders



# Media Coverage

## Key Biscayne Magazine February 2020



MAGAZINE  
KEY BISCAIYNE®

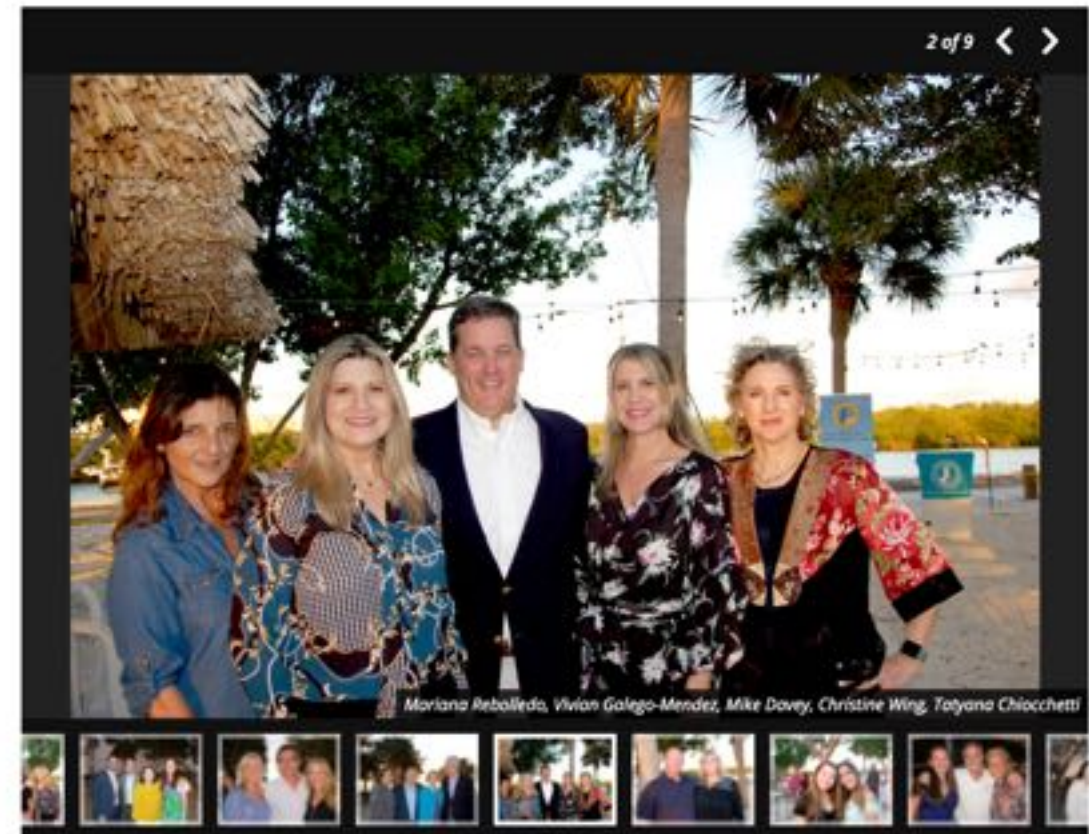
PEOPLE FASHION SOCIAL MORE ▾

### SOCIAL

#### ISLAND LEADERS

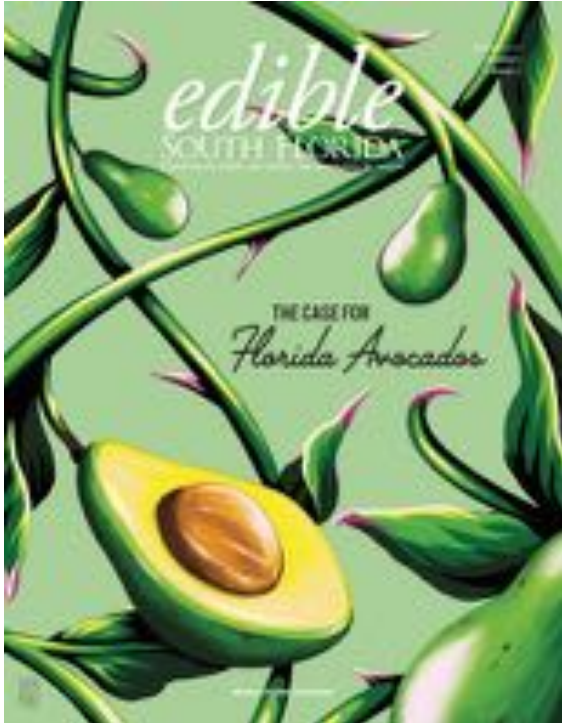
The Key Biscayne Chamber of Commerce held their annual installation dinner at Boater's Grill.

Photos by Maritza Minor | January 30, 2020 | Social



# Media Coverage: Summer Staycations in the Time of COVID-19

Featuring KB => editorial as a result of Dining Guide 2020 insert / full-page ad



*edible*  
SOUTH FLORIDA

*The desire to experience new adventures doesn't disappear because of a pandemic. Satisfy that urge safely close to home.*



We're lucky to live where there so many wide-open spaces and a beautiful ocean for a paddleboard journey or solitary walk on the beach, for an afternoon or a weekend. At press time, these venues were all open, but check first. Wear a mask, wash your hands, and keep your distance.

Key Biscayne

It never gets old. You can cross a causeway and be on a tropical island with views of the dazzling Miami skyline while parking – still free! – on Hobie Beach so your quarantine rescue dog can swim in the bay. Pick up the guide from the [Key Biscayne Chamber of Commerce](#) for pet-friendly restaurants. The bay side of [Bill Baggs State Park](#) is perfect for dog walking and spotting rays, parrotfish and mangrove snapper. And check out the The [Historic Virginia Key Beach Park](#) – they celebrated their own state day Aug 1! Stay at the vintage [Silver Sands Resort](#) right on the beach. You can rent a golf cart from [KB Green Golf Carts](#) and drive around the island like the locals do, or take [Freebee](#). Fresh snapper is on the menu at the [Boater's Grill](#) at No Name Harbor in Bill Baggs, and breakfast at the [Donut Gallery Diner](#) is a local favorite. Stock up on picnic supplies at [The Golden Hog Market and Bakery](#) next door. Bicycle or walk along the beach to the old [Crandon Park Zoo](#), now an overgrown garden filled with non-native iguanas, peacocks and Egyptian geese roaming freely. On your way back to the mainland, stop by the [Crandon Park Marina](#) for fresh fish from one of the charter boats. Take home a taste of Miami's own tropical island.



# Media Coverage: KB Living April 2020

Chamber photos featured





# Media Coverage: Chamber Response to Fantasy Island

## Exec Director responds to opinion column critical of Chamber's efforts

Commentary by Tatyana Chiochetti | Jun 11, 2020 Updated Jun 11, 2020

**POPULAR STORIES**

- 10,794 new coronavirus cases in 8 days. Could the spike lead to another stay-at-home order?
- 2,783 new COVID-19 cases, the most recorded in a single day
- BLM demonstration not needed on Key Biscayne
- New bike lane coming to the key
- The art of survival at the Donut Gallery Diner

**THINGS TO DO**

**LATEST E-EDITION**

**Islander News**

To view our latest e-Edition click the image on the left.

I take this opportunity to set the record straight in response to the opinion piece, expressed in terms of 7 "fantasies" that appeared in the June 4, *Islander News*: "We need to escape from fantasy island to regain prosperity."

The statements in Fantasy #7, relating to the Key Biscayne Chamber of Commerce (KB Chamber), are factually incorrect.

There are misconceptions about what a Chamber of Commerce is and does, including whether a chamber is a government agency, an information center, or the go-to organization for community events. Although the KB Chamber performs some of these roles -- as we are also a Visitors Center and part of the village's Incident Command Structure team -- we are essentially a membership-based organization comprised of businesses that have joined forces to be the voice of the business community, while offering programs and benefits to address business needs and interests.

Fantasy #7 in the *Islander News* opinion piece contends that the chamber is ineffective in attracting new customers for our restaurant and stores from the outside.

Fact: Aside from encouraging KB residents to frequent our businesses and shop local, we have specific initiatives to attract customers from neighboring communities, such as the 24-page Key Biscayne Shop Dine & Unwind Guide, which was inserted into the 2020 Winter issue of *Edible South Florida*. Along with a full-page ad, 20,000 copies were distributed throughout Broward, Miami-Dade and Monroe counties at Whole Foods & Milam's Markets, farmers markets, restaurants, retailers, tourist and visitor attractions, and at the South Beach Wine & Food Festival and Coconut Grove Arts Festival. The chamber also distributed 5,000 copies to area hotels and hospitality venues, local businesses, and our 24/7 Visitors Center.

"No budget emphasis has been placed on attracting new people who don't know Key Biscayne even exists and has so much to offer."

Fact: The KB Chamber has recently invested in a complete website redesign. It also purchased an additional URL targeting visitors, visitkeybiscayne.org, which redirects visitors to the dual-purpose website and which receives an average of 5,000 visitors per month. The chamber also placed half page ads in the four official annual publications of the Greater Miami Convention and Visitors Bureau (GMCVB), including digital editions, promoted via email blasts, social media and various online tactics:

- Visitors Guide - the premier guide to Greater Miami and the beaches, the highly targeted in-room guide reaches visitors as they decide where to shop, dine and sightsee.

- Vacation Planner - the guide seen by tourists before they arrive on our shores.

- Travel Planner - the travel professional's go-to guide for planning a client's trip.

- Miami Super Bowl Edition - created to commemorate Miami's historic 11th Super Bowl game distributed at Super Bowl VIP lounges, suites and VIP events.

"An example I experienced, which showed how out of touch the chamber is, was the absence of a desire to publicize Key Biscayne when the Superbowl was scheduled to come to town. The chamber was oblivious to the importance of doing so. It was focused on a winter festival because it happens every year."



Key Biscayne Chamber of Commerce

Fact: A fumbled example, because we actually scored a touchdown! Leveraging one of the biggest sporting events of the year, we teamed up with the Village of Key Biscayne and placed a full-page ad in the *Super Bowl LIV Official Guide*, reaching 1.2 million game and event attendees.

The KB Chamber is currently working on a Key Biscayne lifestyle promotional campaign, including a professional video, targeting vacationers and potential real estate buyers from the Northeast, Midwest and anywhere. Stay tuned.



Key Biscayne Chamber of Commerce

Tatyana Chiochetti is executive director of the Key Biscayne Chamber of Commerce.





# Village Partnership

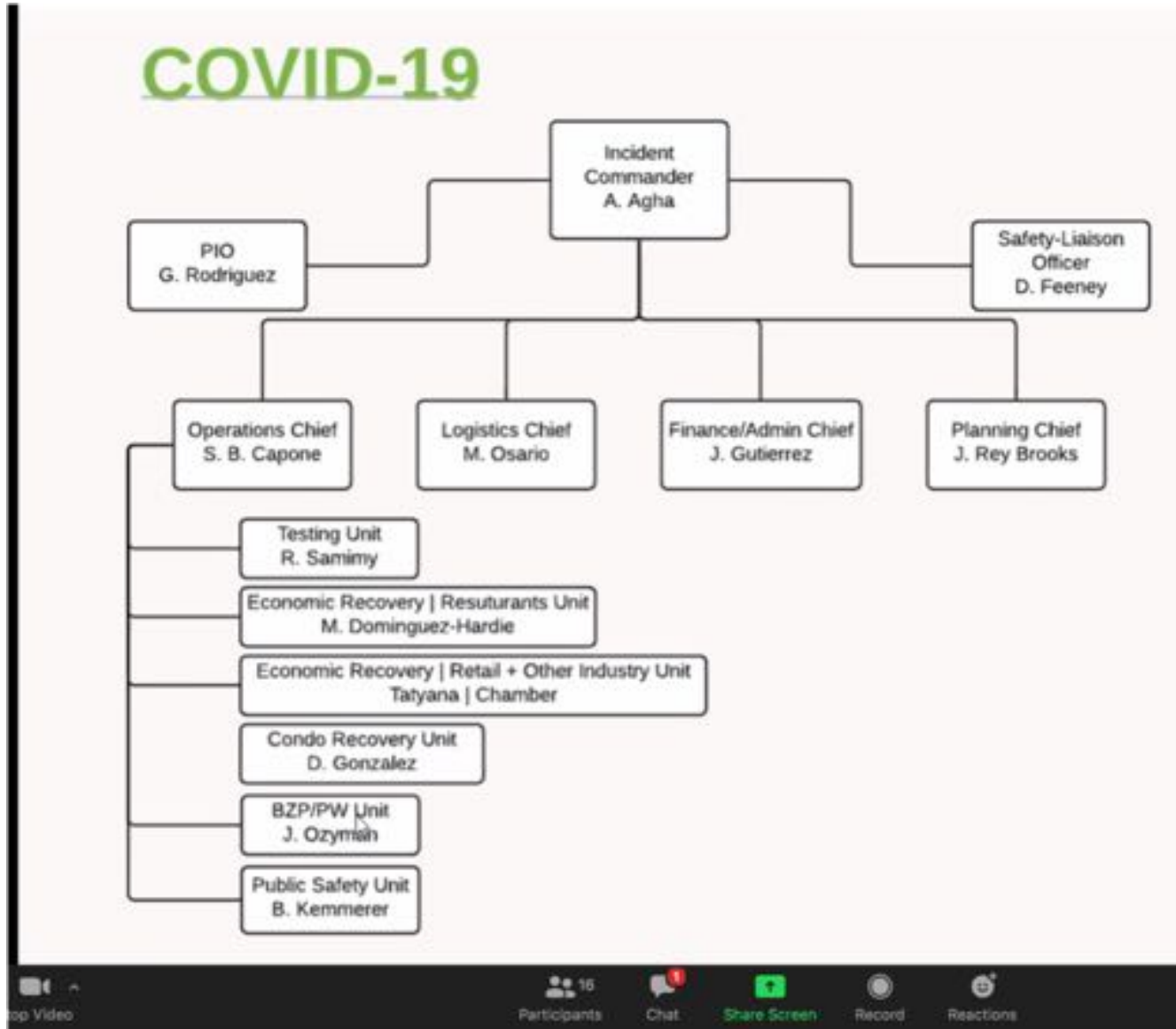


# Increased Scope of Services

- Sharing Village communications via Chamber's distribution channels
- Serving as a conduit for the businesses community on the Village's Incident Command Structure (ICS)
- Researching COVID-19 Business Assistance Programs in different municipalities
- Providing the Village with monthly reports rather than quarterly
- Reaching out to ALL businesses on the Key (not limited to Members only)  
re: adherence to new guidelines, including site visits
- Fielding inquiries re: new normal guidelines & re-openings



# VKB's Incident Command Structure (ICS)



Chamber part of  
Economic Recovery Unit

# Village Partnership: CARES Act

Money was made available by **Miami-Dade County** through the CARES Act to support small businesses operating within the **Village of Key Biscayne**.

A maximum of \$5,000 per business was available to cover expenditures necessary to address the impact of COVID-19 and associated stay-at-home orders as well as modifications to help spur revenue in the coming months.

Out of the 85 applications submitted, **42 businesses** were awarded grants ranging from \$1,000 to the full amount \$5,000 utilizing the entire funding amount of **\$180K**. Each application was reviewed by our Treasurer Bob Brookes who made distribution recommendations to the Village of KB and Miami-Dade County.





# 24/7 Visitors Center

In 2020 the volume of monthly **walk-ins averaged about 50 per month** compared with the usual average of 200/month due to pandemic.

However, the Chamber has experienced a sharp increase in **calls averaging 10/day** requesting info:

- New normal guidelines & re-openings
- COVID testing
- Accommodations
- Status of park beach openings, restaurant restrictions
- 4<sup>th</sup> of July parade
- Staycation activities

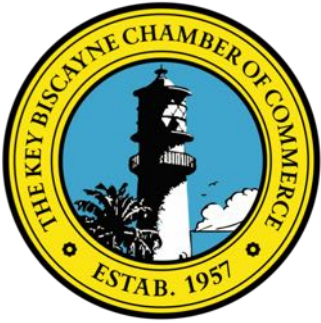




# Pandemic Response







# Chamber's COVID-19 Response

Chamber worked diligently to provide members with essential information on how to manage their businesses through the COVID-19 crisis, filtering through vital information, analyzing it and disseminating it in a user-friendly way.



## **Vital Community Partner to Village of KB:**

- Sharing Village communications via Chamber distribution channels: dedicated eBlasts, social media, & Key Commerce eNews
- Serving as a conduit to business community for the Village via updates, surveys, and feedback.

## **Staying informed on COVID-19 business-related issues via:**

- Coalition of Chambers weekly meetings, SBA, GMCVB, and The Beacon Council webinars.

# Outreach Calls during Pandemic

The Chamber Team and six Board Members helped reach out to 44 non-essential businesses, most which had been closed since March 16, 2020.

**Vivian Galego-Mendez \* Nora Camejo \* Rebeca Calvet  
Marshall Steingold \* Sheila Foreman \* Gabriel Chavarria**

Inquiries included:

- If they were doing any business online
- How they were handling rent payments
- What the employee situation was (any layoffs/furloughs)
- Had they applied for any loan and which ones
- What the Chamber could do to help





# Chamber in Action: eBlasts during Lockdown

## March 2020

### (25) Email Blasts

Mar 12 – **SBA Loans for Small Businesses Impacted by Coronavirus**  
Mar 16 – Cleaning & Sanitizing Guidelines for Restaurants  
Mar 16 – **Restaurant Business Launches a Coronavirus Live Blog**  
Mar 16 – KB Restaurant Take-out & Delivery Guide  
Mar 17 – **Message from the Village for KB Restaurants**  
Mar 19 – SBA Small Business Loan Programs  
Mar 20 – **Pro bono Legal Help for Small Business Owners**  
Mar 20 – SBA Coronavirus Conference Call for Small Business Economic Support  
Mar 23 – **Healthcare Services Guide**  
Mar 23 – FREE Delivery Service through Freebee  
Mar 25 - **KB Employee Letter**  
Mar 26 – Updated: KB Restaurant Take-out & Delivery Guide  
Mar 26 - **COVID-19 Business Resource Guide**  
Mar 27 – SURVEY: The Impact of COVID-19 on Your Business  
Mar 30 – **Free Virtual Wellness Classes from Baptist Health**  
Mar 31 – SBA Webinars COVID-19  
Apr 1 – **2020 Census**  
Apr 2 – KEY COMMERCE: COVID-19 Special Edition  
Apr 3 - **Message from the KB Chamber Chair**  
Apr 5 – Forbes Article on how to calculate payroll costs  
Apr 6 – **Baptist Health Telehealth + Virtual Wellness Classes**  
Apr 8 – COVID-19 Employee Retention Credit (ERC)  
Apr 8 – **C.A.R.E.S. Act and 1099, Sole Proprietors and Gig Economy Workers**  
Apr 8 – Free COVID-19 Legal Assistance for Nonprofits & Small Businesses

## April 2020

### (25) Email Blasts

April 1 – **2020 Census**  
April 2 – COVID-19 Special Edition KC  
April 3 – **Message from the KB Chamber Chair**  
April 5 – Forbes article on how to calculate payroll costs  
April 6 – **COVID-19 SBA Webinars**  
April 6 – Baptist Health Virtual Wellness Classes  
April 7 – **Village Virtual Public Meeting**  
April 8 – COVID-19 Employee Retention Credit (ERC)  
April 8 – **CARES Act and 1099 Gig Workers Town Hall**  
April 8 – FREE Legal Assistance for Nonprofits & Small Businesses  
April 13 - **Understanding Contractual Obligations During the COVID-19 Pandemic**  
April 13 - Healthcare Services Guide: Updated  
April 13 - **BizHelp.Miami is LIVE 4/13**  
April 14 - Kaufman Rossin Webinar: COVID-19 Funding  
April 14 - **UPDATED: KB Takeout & Delivery Guide**  
April 16 - UPDATED: Healthcare Services Guide  
April 17 - **KB Gift Card Initiative**  
April 20 - Baptist Health Virtual Wellness Classes  
April 20 - **Virtual Town Hall Meeting with Mayor Gimenez**  
April 20 - COVID-19 Special Edition Key Commerce  
April 21 - **COVID-19 SBA Virtual Office Hours**  
April 24 - Baptist Health Virtual Wellness Classes  
April 27 - **Real Estate Market Update with Ron Sheffield (BHHS EWM)**  
April 27 - COVID-19 News Roundup  
April 27 - **Virtual Education & Fitness Classes**

**The Chamber also sent 22 Village PSAs.**

# Chamber in Action

## May (13)

May 1 – Virtual Education & Fitness Classes Guide  
May 6 – Stimulus Planner  
May 8 – Baptist Health Virtual Wellness Classes  
May 11 – GMCVB Event  
May 11 – KB Takeout & Delivery Guide  
May 12 – CARES Act: SBA Coronavirus Funding Program 5/15  
May 12 – Join an Exclusive Corporate Briefing with Baptist Health  
May 14 – The New Normal Guidelines  
May 19 – Baptist Health Staying Centered Webinar  
May 21 – New Normal Restaurant Guidelines  
May 22 – Baptist Health Virtual Wellness Classes  
May 26 – Hurricane Preparedness Meeting  
May 28 – Virtual Town Hall

## JUNE (10)

6/3: Census 2020  
6/5: \$25 to Assist Small Business  
6/12: Fla. Senator Jason Pizzo Virtual Discussion  
6/12: Conversation with Women of Influence  
6/16: Virtual Town Hall Meeting  
6/18: Economic Injury Disaster Loan (EIDL) Reopened  
6/22: KB Chamber: Free Member Online Benefits Training Webinar  
6/25: PPP Loan Forgiveness  
6/25: City Theatre Virtual Gala  
6/26: CareerSource South FL grants up to \$10K



# Chamber in Action

## JULY (18)

7/1: UPDATED: Healthcare Services Guide  
7/2: Baptist Health Virtual Wellness Classes  
7/3: PSA Restaurants Curfew Notice  
7/6: Baptist Health COVID-19 Testing  
7/6: PPP "Next Steps" Webinars  
7/6: COVID-19 Important Update  
7/7: Support Local Freebee Campaign  
7/8: Dade Emergency Order  
7/8: Enrich, Enlighten, Engage Baptist Webinar  
7/14: Virtual Community Forum  
7/15: Chief Press COVID-19 Update  
7/16: News & Reopening Resources  
7/20: SB Virtual Office Hours  
7/22: South Florida Market Update  
7/23: How to Sell on Instagram Webinar  
7/27: Traveling Today  
7/28: Emergency Mgmt Notification: Potential Cyclone  
7/31: Beaches and Parks Hurricane Isaias

## AUGUST (8)

8/5: KB's Specialized Education Guide  
8/10: Instagram Business Webinar  
8/14: Baptist Health Virtual Wellness Classes  
8/28: Enrich, Enlighten, Engage Baptist Webinar  
8/25: Restaurants 50% Capacity  
8/28: SpeedBiz Networker  
8/28: Virtual Meet & Greet Jake Ozyman  
8/31: PPP "Next Steps" Webinar

# Surveys

- **COVID-19 Business Impact Survey** 2/27/20
  - 60 responses
- **COVID-19 Business Impact Survey** 4/30/20
  - 74 responses
- **Business Re-opening Survey** 5/13/20
  - 60 responses
- **COVID-19 Business Impact Survey** 8/19/20
  - 121 responses





# Finances



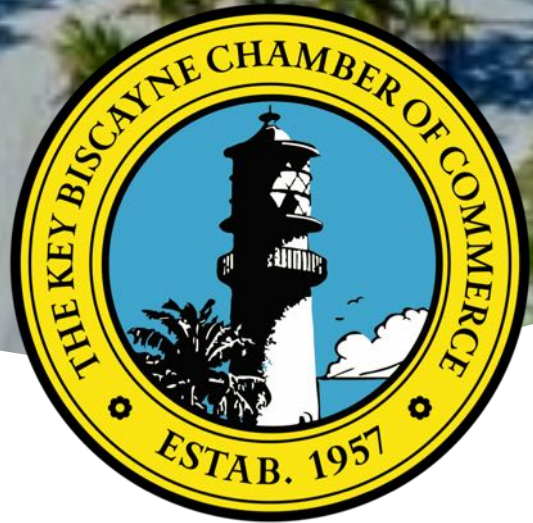
## Paycheck Protection Program (PPP)

Paycheck Protection Program funding for **The Key Biscayne Chamber of Commerce, Inc.** was approved in the amount of **\$29,175.00** on May 8, 2020.



## TDC Grant

The program funding for the Tourist Development Grant is up in the air since the hotels are closed and hotel rooms are the revenue source for the TDC.



# Advocacy



# Advocacy for KB Businesses during Pandemic



Following a Miami-Dade County mandate and soon to be released EO in July re: restaurant & fitness studio closures — the Chamber requested an **URGENT Zoom meeting** on behalf of our business owners so that they could voice their serious concerns directly to the Village.

# Advocacy for KB Businesses during Pandemic



Joe Coote made a strong case for the outdoor dining component for The Ritz-Carlton during the meeting.

Vice Mayor Brett Moss reached out to Richard Cooper at the League of Cities with this request to move it up the ladder.

Worked with Code Enforcement to advocate for The Ritz-Carlton's Splash Pad to remain open during the time they were at 25% occupancy. As the largest business on our Island, many businesses rely The Ritz-Carlton's highly affluent guests to support retail, restaurants etc.



# Coalition of Miami-Dade County Chambers of Commerce Resolution of Support



**A joint Resolution of Support by The Coalition of Miami-Dade County Chambers of Commerce, along with our active local member Chambers of Commerce organizations signed below, requests Miami-Dade Mayor Carlos Gimenez to extend the curfew from 10:00 PM to midnight in our County.**

August 26, 2020

WHEREAS, The Coalition of Miami-Dade County Chambers of Commerce recognizes that as part of the County's response to the COVID-19 pandemic, a 10:00 PM curfew was instituted by our County Mayor under his emergency powers to encourage social distancing and healthy habits; and,

WHEREAS, the County Mayor continued the curfew as a way to reduce social engagement at private house parties and large social gatherings; and,

WHEREAS, the current reality is that our restaurants, and the impact they make on our local economy, have been unfairly damaged by this policy and all collectively believe that the virus does not spread more after 10:00 PM than before; and,

WHEREAS, the restaurant community is comprised of frontline, essential personnel: chefs, waiters, line cooks and prep cooks, managers, hosts, bussers, expeditors and many others who drive this industry sector; and,

WHEREAS, the restaurant industry is also the end user of the supply chain that employs drivers, warehouse workers, shippers and ultimately personnel whose products are bought from local fisheries and sourced from local farmers; therefore, these larger industries that are served by restaurants being open longer hours extend far beyond just the restaurant workers; and,

WHEREAS, the majority of all of those employed in the restaurant sector - from the waiter to the farmer to the delivery staff - are in jeopardy of losing their livelihoods, homes and future; and,

WHEREAS, the simple extension of the curfew by two additional hours allows thousands of extra meals to be served weekly without creating any additional risk to our county population.

NOW THEREFORE BE IT RESOLVED, The Coalition of Miami-Dade Coalition County Chambers of Commerce, as well as our local Chamber community signed below, endorses this Resolution of Support for our restaurant industry, and fully and strongly encourages County Mayor Gimenez to immediately extend the curfew to midnight to help save our restaurant community.

Steve Adkins, President, Miami-Dade Gay and Lesbian Chamber; Co-Chair, The Coalition of Miami-Dade County Chambers of Commerce

Mark A. Trowbridge, President, Coral Gables Chamber of Commerce; Co-Chair, The Coalition of Miami-Dade County Chambers of Commerce

Elaine Adler, President,ventura Marketing Council and Chamber of Commerce

Brittnie Bassant, Executive Director, Chamber South

Kerry Black, President, South Dade Chamber of Commerce

Tatyana Chiochetti, Executive Director, Key Biscayne Chamber of Commerce

Bob Fitzsimmons, Chairman, Coconut Grove Chamber of Commerce

Wendy Kallergis, President, Greater Miami and Beaches Hotel Association

Eric Knowles, President, Miami-Dade Chamber of Commerce

Armando "Mandy" Llanes, Jr., President, Hialeah Chamber of Commerce & Industry

Jerry Libbin, President, Miami Beach Chamber of Commerce

As part of the Coalition of Chambers, we sent a letter thanking Mayor Gimenez for his decision on 8/25 to allow our restaurants to once again return to a 50% capacity for in-restaurant dining as of Monday, August 31<sup>st</sup>.

We understood he was planning to evaluate this decision after Labor Day, but asked him to consider making the change now in parallel with the 50% dining option.

# Village Representation

The Chamber represents the Village of Key Biscayne at non-governmental business-related sessions with the goal of increasing awareness to local, domestic, and international audiences.

- Greater Miami Convention & Visitors Bureau (GMCVB)
- Miami-Dade County Coalition of Chambers
- The Beacon Council







**Website**



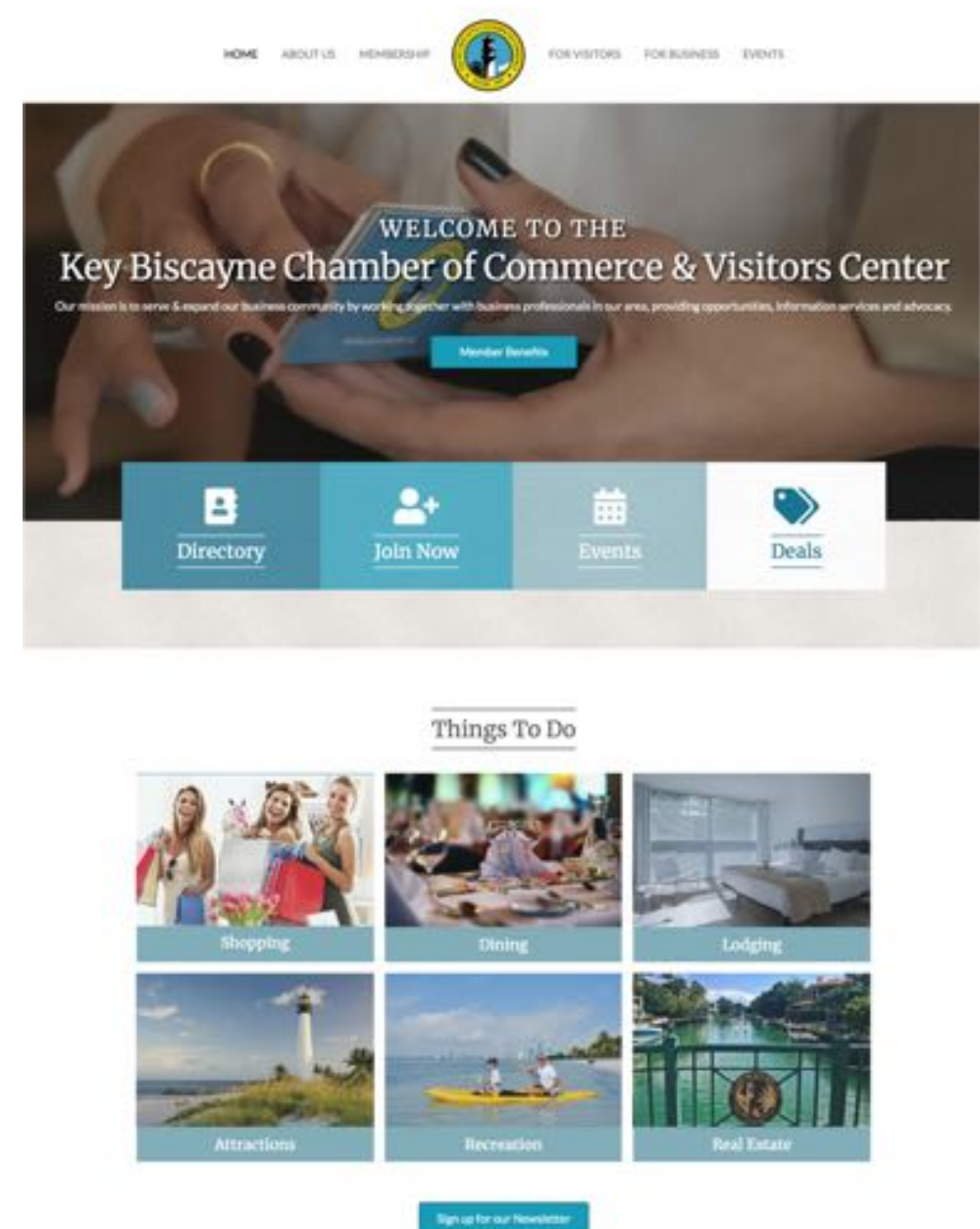
# Multi-Purpose Website

**keybiscaynechamber.com**

Completed an in-house website redesign with tailored content for Businesses, Residents & Visitors – which receives an average site traffic of 5,000 per month.

**visitkeybiscayne.org**

Purchased an additional URL targeting visitors which redirects to the Chamber website.





# Website Updates

## Homepage

- Modified dropdown menus
- Membership info page updated
- Key Deals replaced with Job Opportunities

## About the Visitor's Center page

- Refreshed with new photos and additional info



Key Biscayne Chamber Visitors Center is a one stop shop providing information and advice for visitors to Key Biscayne.

The Center is staffed Monday through Friday 9am to 5pm with a walk-in foyer open 24 hours a day, seven days a week, 365 days a year.

The walk-in foyer's leaflet racks boast over 150 maps, newspapers, magazines, brochures, visitor's guides and flyers on the amenities and attractions of Key Biscayne, Dade County, and Florida.

The center is on the first floor of Key Biscayne Village Hall with a ramped access.



Key Biscayne Chamber of Commerce is located in Village Hall next to the Key Biscayne Police Department and opposite the Key Biscayne Community Center.

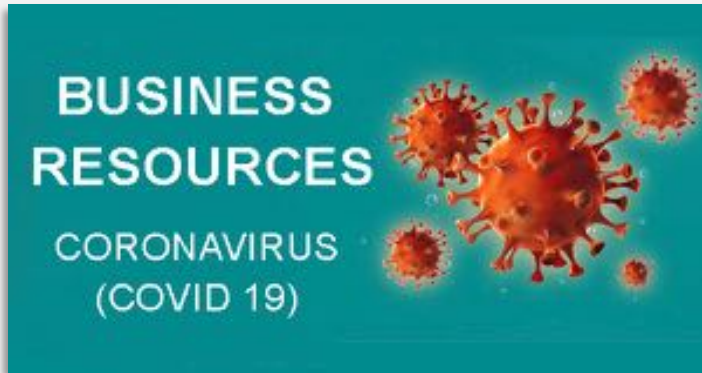
If driving, enter the village of Key Biscayne, drive on Crandon Boulevard past the Village Green. Just before you reach the Fire Department (look for the flag and tower on the right), take a right at the lights (the junction of Crandon and West McIntyre). The Visitors Center will be on your left opposite the blue "I" tourist information sign - look for the "Police Station" sign on the building and go there.

The Chamber and Visitors Center (Suite 100) is the first office you will come to.



With the support of the Miami-Dade County Department of Cultural Affairs and the Cultural Affairs Council, the Miami-Dade County Mayor and Board of County Commissioners.

# Created Useful Guides for Website



**LOANS:** Federal Resources, State Resources, Facebook Small Business Grants

**OTHER:** Reemployment Assistance, Damage Assessment Survey, Useful links (Beacon Council)



Baptist Health Urgent Care Express, Mercy Hospital, Elite Medical Alliance, Key Pharmacy, Ethos Wellness / Pharmacy, CVS Pharmacy, Key to Health, ARCpoint Miami, South Florida Psychology Group, Mount Sinai



KB restaurant guide offering current take-out, delivery, and/or curbside pickup options.



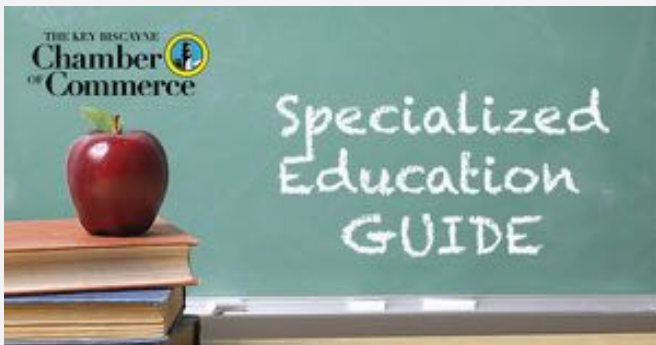
# Created Useful Guides for Website



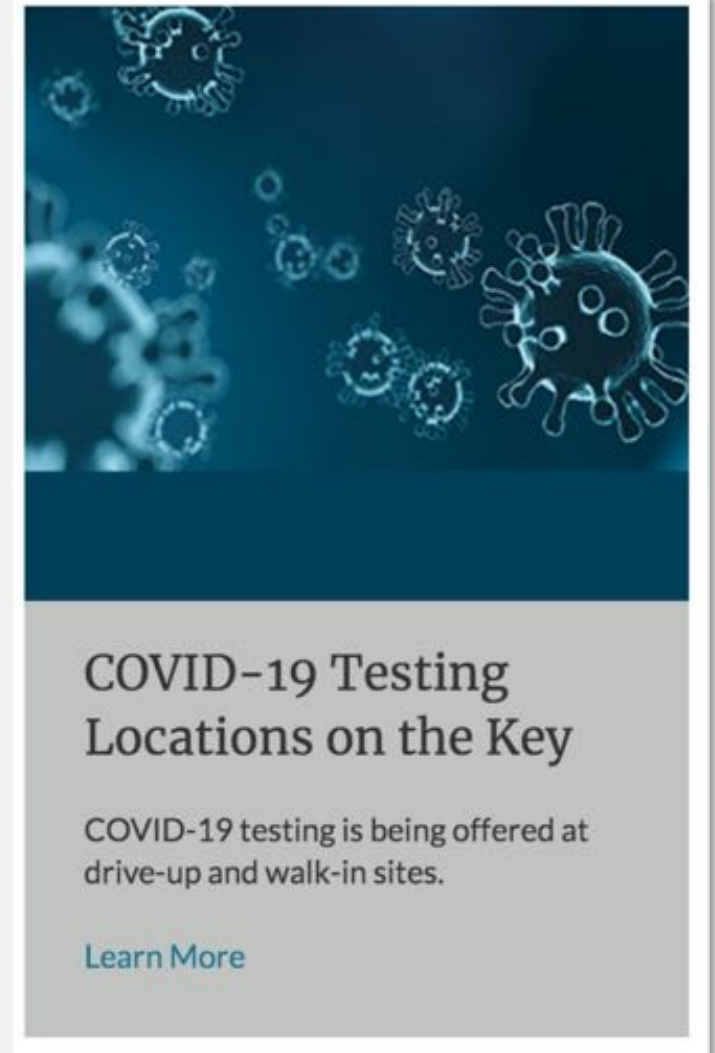
Virtual Education & Fitness Classes Guide promoting Chamber members in these industries.



KB Gift Card Directory to give customers another way to support our local businesses. Gift cards include watersports, beauty salons, gift shops, advertising, and more.



Key Biscayne's Specialized Education Guide.









# Brick & Mortar Update



# Brick-and-Mortar update October 2020





# Harbor Plaza Shopping Center

## 51 Harbor Drive

- 7-11
- Julian Watch Repair
- \*Cristalina Swimwear (NEW)
- AT&T
- Peloton Key Biscayne
- Blooming Flowers
- \*Cigar Store scheduled to open
- Master Clean Cleaners
- Key Postal Business Center
- The Court Sports Gear
- Donut Gallery
- Glamour Spa Lounge
- The Golden Hog



# Key Biscayne Arcade

180 Crandon Blvd

- Island Veterinary Hospital
- KB Pet Grooming
- Nino Hair Salon
- Pita Pockets
- Huayla's Key 2 Dance
- T-Mobile
- **Vacant Space**
- The Empanada's
- Domino's Pizza
- La Scala
- Subway
- Key Cleaners
- **Vacant (RPM Studio – Closed due to COVID but are continuing business by offering classes outdoors at Crossbridge Church)**
- Delirio Fresh Co.





# Key Colony Plaza Shopping Center & Offices

## 200 Crandon Blvd



### PLAZA LEVEL (Retail)

- Origin Asian Bistro & Sushi
- Pommodori Pizza
- Starbucks
- Kebo Restaurant
- La Isla Beauty & Spa
- James Duncan
- Miloki Flow | JiuJitsu & Movement
- Crankhaus Inc
- **3 vacant retail spaces**

### LEVEL 2 (Office)

- 200 Mercado Services, LLC
- **201 vacant**
- 202 Legacy Consulting
- 203 Industrial System LLC
- **204 vacant**
- 206 Jurakan International Corp

### LEVEL 3 (Office)

- The Key Biscayne Historical & Heritage Society, Inc.
- **307 vacant**
- 309 Management Office / JLK Global Funds U.S. Inc.
- 311 Lisette Pie Salazar P.A.
- **312 vacant**
- 314 Zubillaga Design Inc.
- **316 vacant**
- **315-B vacant**
- 315-C Jupani, LLC
- 320 Navory Foods, LLC
- 321 LP Realty LLC Maria Carolina Lea Plaza
- 323 GOW Capital Advisors
- 324 Hot Chocolate Design LLC / Bolton Global Capital
- **325 vacant**
- **326 vacant**
- 327 Dsignage
- 328 Law Office of Victor Perez, P.A.
- 329 Sacramento Farms, LLC
- 332 Guijarro de Pablo

# The Square Shopping Center

## 260 Crandon Blvd



- Bank of America
- Pretty Boutique Kids
- Nouba Boutique
- Elite Medical Alliance
- Magellan International Mortgage
- **Vacant – 10 / 11**
- D'Luna Beauty & Spa
- Stefano Versace Gelato
- Pop's Burgers, Wings & Ribs
- Pilates Zone
- Kazumi
- La Despensa KB
- Pilates & Wellness Center by Bernadette
- **Vacant (formerly FIR) – 19**
- Patagonia Nahuen
- New Douglas Holdings, LLC / Maria Cordoba Good - Licensed RE Broker
- Salon 27 (Hair & Nails Services)
- Menocento
- Ristorante Forchetta
- The Dental Connection
- American Postal & Business Services
- ETHOS Wellness | Pharmacy
- Narbona (Opening date TBD)
- **Vacant – 38**
- Prestige Beauty Salon & Spa
- Meating
- MIXTO
- ONE Sotheby's
- Toy Town
- Dr. Michael Landau
- Costa Med
- Tacópolis
- Serpico y Laino
- eRealty International / James Salas - Licensed Real Estate Broker
- **Vacant (formerly dry cleaners) – 50**
- IBERIABANK | First Horizon



# Galleria Mall - Retail Space Update

## 328 Crandon Blvd

### 1<sup>st</sup> Floor (4 are currently vacant)

- Ayesha
- Brasas KB
- Coldwell Banker Residential Real Estate
- Ceviche Bar by Mixtura
- Coldwell Banker Realty → *currently vacant*
- **Enterprise Rent-A-Car** → *currently vacant*
- **Fortune International Realty** → *reduced to one location at the Square*
- La Boulangerie Boul' Mich
- Northern Trust
- **Palm Produce** → *reduced from two spaces to one*
- **MVSA Dance Studio** (KB Pop-Up studio formerly Pretty Boutique)
- Randazzo's Italian Seafood & Classics
- SakeRoom
- **Stefano's Lounge** → *looking to reopen*
- Stefano's Wine & Liquor
- The UPS Store
- Tutto Pizza & Pasta
- **Yogurt Früz** → *under new contract*



### 2<sup>nd</sup> Floor (3 spaces are currently vacant)

- Academy of Martial Arts
- **Bibiana Domit Studio** → *currently vacant*
- Beerbev LLC
- Camila Canabal
- Cesar Gomez P.A.
- Code of Life
- Colors Hair & Nails Spa
- Commenoz Gallery
- **Family Office Club** → *currently vacant*
- **Inlingua Language School** → *currently vacant*
- Island Plumbing
- Key to Health
- Liviluxe & Other Stories
- Piononos
- The Dental Connection

# Key Biscayne Shopping Center

600 Crandon Blvd



## GROUND LEVEL (18)

- BB&T, now Truist Bank
- Yogurt BYU
- Panna
- Gran Inka
- Velisa Salon
- Tinky's Gifts
- Key Pharmacy
- Novecento
- Winn Dixie Beer, Wine & Spirits
- Sushi Siam
- Cervera Real Estate
- XOXO Care Cleaners
- Clasica Victoria
- BHHS EWM Realty
- USA Cellular
- The Island Shop
- **Vacant (GNC)**
- Artisan

## SECOND FLOOR (5)

- Winn-Dixie
- **Vacant (Test Smart)**
- **Vacant (Medispa)**
- Ceci's Hair & Nails Spa
- KB Smiles



# 660 Key Biscayne Office Building



- Alliance Jiu-Jitsu Key Biscayne
- Annex Corp
- Basic Skin Elements
- Bushido Educational
- Estrellitas Del Mar
- KB TK, LLC
- Key Biscayne Travel
- Key Therapy
- Miami Sunrise Props
- Pilates Studio
- Stitch by Stitch Alterations
- Trini Studio
- Wild Soul, LLC
- WM Botica –Dr. Patricia
- Your Good Dog

# 700 Crandon Blvd & 800 Crandon Blvd



- CVS
- Key Island Cleaners
- Sir Pizza
- Milanezza Restaurant & Fresh Market



- ACE, Hardware Key Biscayne
- KB Green



# L'Esplanade Mall

971 Crandon Blvd

- 907 Vacant space (was Crossfit KB)
- 927 Not to be rented kept by owner
- Armando F. Paz DMD
- Center Tone Music School and Recording Studio
- Coffee And ... USA LLC
- Ed Logistic Mc Clay Office
- Ed London
- Framed by GIO
- Fuentes Disco (Office)
- G3 Tutoring
- GM Salon Beauty Salon (Newly opened)
- Head Cleaners
- Island Clinic – Dr. Carmen Ortiz
- Juventas
- Key Biscayne Barber Shop (part of Juventas expansion)
- Key Biscayne Realty Group
- Key Platinum (Architects and Developers)
- Loop Fitness
- Martha Unisex
- Motivating Minds (3 spaces)
- Neil A. Friedman, DMD, PA
- Neo Nail Bar
- PatandPat Bayfront Realty & Associates
- Sun Esthetics
- Total Care Therapy
- U.S. Post Office
- USPS
- Yoga Center of Key Biscayne
- Zambrano Orthodontics



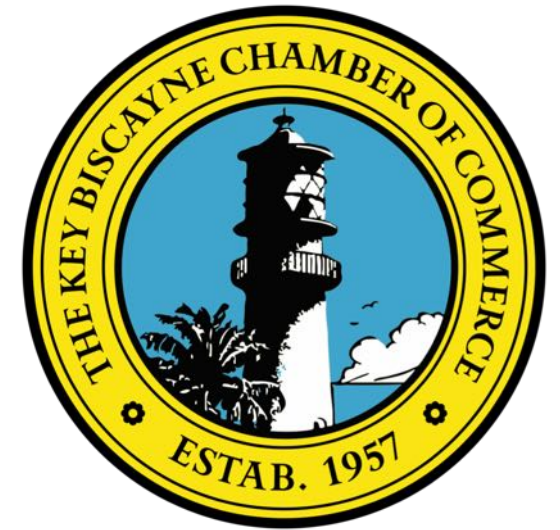
# 2021 Incoming Directors

Nominating Committee Chair: Shayna Lopate

**Chair:** Art Yerian, Bill Baggs Cape Florida State Park

**Vice Chair:** Rodrigo Antunes, Alliance Jiu-Jitsu Key Biscayne

- **Olga Izquierdo** - Cuco Company
- **Taima Hervas** - A Zero Waste Culture
- **Jill Stephens** – KB Pet Service
- **Mary Tague** – Toy Town
- **ALT: Coral Lugaro** - Hotwire Communications
- **Treasurer:** Robert Brookes – Key to Banking
- **Secretary:** Joe Coote - The Ritz-Carlton Key Biscayne, Miami





# The Team

Thank you for your Support!

**Tatyana Chiocchetti**  
Executive Director

**Christine Wing**  
Director, Marketing & Member Services

