CLAY BUSINESS
CONNECTION
Clay County's #1 Source for Business News • DECEMBER 2017

## Clay Chamber Board Approves U.S. Small Business Administration Boots to Business/Reboot – Introduction to Entrepreneurship Program

Boots to Business Reboot is a two step entrepreneurial training program offered by the U.S. Small Business Administration. The course is open to Veterans of all eras, Service members (including members of the National Guard and Reserves) and their spouses. The curriculum provides assistance to those interested in exploring business ownership or other self-employment opportunities by leading them through the key steps for evaluating business concepts and providing foundational knowledge required to develop a business plan. In addition, participants are introduced to SBA resources available to access start-up capital, technical assistance and contracting opportunities.

This program will be offered by your Clay Chamber in partnership with U.S. SBA and its resource partners that include the Jacksonville Women's Business Center, SCORE, the SBDC and others to offer this program in Clay County. It is offered at no cost to the attendee.

We are currently working the details with the local SBA contact. There is a target date of January to for the initial event to take place at our new location.

## Please Welcome MARIE TAYLOR

Marie Taylor joined the Clay Chamber staff team on November 7 as Administrative Assistant/Bookkeeper.

## Jacksonville Jaguars Grant $50,000 to Chamber Members Community Hospice & Palliative Care and Florida National Guard Foundation

Jaguars president Mark Lamping and Jacksonville Mayor Lenny Curry announced that Community Hospice & Palliative Care and Florida National Guard are two of six veteran-serving organizations on the First Coast to receive a $50,000 grant from the Jacksonville Resource and Reintegration Center. The grants are funded by theJaguars' #1 million commitment to the City of Jackonville's Military Affairs and Veterams department.

Community Hospice & Palliative Care provides flags and appreciation pins to honor the military service of veterans in hospice end-of-life care.

Florida National Buard Foundation offers emergency financial assistance for Guardsmen.

## Clay Chamber Moves to Fleming Island Office

With December comes our long-awaited relocation to new offices in Fleming Island!

While the exact move date hasn't been finalized at the time of this writing, we think it is safe to say that by December 15 you will find us at 1845 Town Center Blvd, Bldg 400, Ste 410. That is the Fleming Island Business Park and we are in the building closest to the Clay County Public Library Fleming Island. Watch our website and Facebook for more information.

Visit us at claychamber.com

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2017-2018
CHAMBER BOARD OF DIRECTORS

**OFFICERS**

**Chairman:** Bob Olson, Thrasher-Horne Center

**Chair-Elect:** Amy Pope-Wells, LINK Staffing Services

**Interim President:**
Tresa Calfee

**COMMITTEES**

**Annual Spectacular Committee :**
**Chair: Amy Pope-Wells, LINK Staffing Services**
**Vice Chair: David Goldberg, DM Image Design LLC**

**Council Advocacy & Advisory Committee:**
**Chair:** Howard Wanamaker, Hanania Automotive Group
**Vice-Chair:** Patrick Hayle, Mercy Support Services Inc.

**Finance Committee:**
**Chair:** Susan Carter, CPA - Susan Carter CPA, P.A.
**Vice-Chair:** James Machado, St. Vincent's Medical Center Clay

**Major Donor Action Committee:**
- Rosiland Bridges
- Jon Cantrell
- Mark Szaks
- Tresa Calfee (Interim President)

**Membership Engagement Committee:**
**Chair:** Lori Widell, Florida Blue
**Vice-Chair:** Elaine Umbaugh, FirstAtlantic Bank

**Public Policy Committee:**
**Chair:** Roy Buncome, Buncome Technologies Inc.
**Vice-Chair:** Darin Roark, Baptist Clay Medical Center

**Search Committee:**
**Chair:** Daphne David, Orange Park Medical Center

**General Council**
Ryan Maloney, Partner - Foley & Lardner LLP

Clay Business Connection is published monthly by the Clay County Chamber of Commerce
1734 Kingsley Ave., Orange Park, FL 32073.
(904) 264-2651 ext. 209.:
Marketing@claychamber.com

## FROM THE INTERIM PRESIDENT

Tis the season to be jolly and here at the Chamber we do hope you've had a very good year indeed!

As we prepare to enjoy the holidays with our families and friends, our business members are working hard to make this their very best year yet!

It has not been an easy year for business. Hurricane Irma put a damper on sales and growth in the third quarter. Still, several members have mentioned that they are sliding into the end of the year with a very healthy P&L statement and a hefty backlog to kick start the New Year.

When it comes down to it, we all are in this together. The success of every member trickles down into our local economy and we all benefit. We enjoy a high quality of life, good schools, and lower taxes. The economy continues to strengthen county-wide with new businesses opening in our communities. Our homes are appreciating and jobs—good jobs— are being created. This is an exciting time to live in Clay County!

Of course, we all want to see this uplifting trend continue. What can you do personally to influence strong business activity in 2018?

Mind your store. That's right. Invest in the things your business needs to grow and prosper. Upgrade your accounting system. Hire that customer service person you have been yearning for. Attend professional development programs readily available to you through the Chamber and its regional partners. We are here for YOU. Implement what you learn. Strive to improve yourself and your business, continuously.

Then bring it back home to your neighborhood in your community in our county. Eat out each month at one of our great restaurants from BBQ to pizza to fine and eclectic dining. Get your oil changed by another chamber member; buy your next car from one of our member dealerships. Shop our specialty grocers, confectioners, and bakeries. Visit our historic landmarks and buy a souvenir. Explore Clay County and don't hesitate to take it all in—we are so fortunate to live, work and play here!

Merry Christmas and Happy New Year!
Tresa Calfee, Interim President

## FROM MEMBERSHIP ENGAGEMENT

We are very excited to be part of the membership committee this year.

One of our primary goals is to ensure our members perceive value in their Chamber Membership. We want to ensure you feel the membership in the chamber is instrumental in helping you achieve your business goals.

We are currently reviewing all of our membership packages. We want to make sure that the packages we are offering are the right ones for you. We are taking a look at Chambers around the globe to share best practices and look at new ideas.

Also, we will be looking at new membership growth and assessing our current processes. We realize continuous growth is necessary for our continued success in the community.

Most importantly, we want to hear from all of our members. We would like to know your thoughts and ideas on what the Chamber can do for you!

We would appreciate it if you would take the opportunity to complete a survey to assist us in our continuous improvement goals. We will be sending this out to all members shortly. Also, someone from the membership team may reach out to you in the next few weeks for additional feedback.

Our goal is for your membership to the Clay Chamber to exceed your expectations on every level. Your success is our greatest achievement. We are looking forward to working with all of you to achieve that goal!

Lori Widell
NorthEast Regional Manager
Florida Blue

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**Experience matters.** Unlike other ERs, at Wolfson Children's ER at Baptist Clay, your child will always be seen by a board-certified physician experienced in pediatric care.

**A pediatric team matters.** Your child's ER doctor works with a team of pediatric experts who recognize subtle differences in children, which can be vital in an emergency.

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**Kid-sized technology matters.** Wolfson Children's offers child-specific trauma equipment and imaging, reviewed by pediatric radiologists.

**Why take chances?** When your child has a medical emergency, you never really know how serious it might be, so we hope you'll choose Wolfson Children's. We're right here in Clay County 24/7 with fast, expert care you can rely on.

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# Selection Committee Update

"As mentioned in August when we announced our Interim President, the Chamber has formed a Selection Committee to conduct a formal search process for the role of a permanent Chamber President.

We are anticipating the Clay Chamber President position posting to occur in the mid-January timeframe, which will officially open the application process.

Applications will not be accepted until the official posting of the job position has been announced.

The Selection Committee recognizes the collective interest in the Chamber leadership and direction so it is our intentions to keep the membership updated as this process progresses.

For any questions or additional information, please contact the Selection Committee Chair, Daphne David."

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Thank you for all your support on the big day.

Whether you're a small business owner, Neighborhood Champion or even a shopper, your effort on Small Business Saturday® helped fuel the small business community.

Now help keep the Shop Small® Movement going strong all year long. Start by checking out American Express® Card-accepting merchants near you on the Shop Small® Map. http://amex.co/2jyo24W

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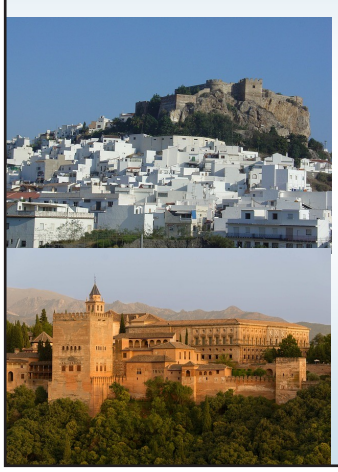

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# From the Clay County Schools

## CLAY SCHOOL SELECTED FOR URBAN AGRICULTURE PROJECT GRANT

The University of Florida's Institute of Food and Agricultural Sciences (UF/IFAS) Extension Clay County 4-H Youth Development Program was selected as a grantee in the Aetna Foundation's Cultivating Healthy Communities program. The Clay County program was awarded a $60,000 community grant to implement a 4-H Urban Agriscience Project.

R.C. Bannerman Learning Center was chosen to be part of the project through an expansion of their school garden, which will include three types of hydroponic systems. This expansion will introduce students to new urban agriculture techniques and give them a deeper understanding of the connection between technology, agriculture, and sustainable living.

"We are grateful for our existing partnership with the UF/IFAS Clay County Extension and are excited to be included in this grant from the Aetna Foundation. Agriculture is the foundation of Clay County and it will continue to be an important part of our community as we grow and develop. This expansion will offer more opportunities for students to learn about the future of agriculture while incorporating science, technology, engineering, and math principles in a hands-on environment," said Superintendent Addison Davis.

"We are pleased to have been selected for this grant and excited about the synergistic partnerships it will create in our community. The resources provided by the Aetna Foundation will allow us to educate young leaders and future decision makers, through a learn-by-doing approach, about the critical role agricultural innovation can play in addressing the world's most pressing problems," said Dr. Brad Burbaugh, County Extension Director.

"The Aetna Foundation is committed to addressing the social determinants of health to reduce health disparities," said Dr. Garth Graham, Aetna Foundation President. "By identifying community-specific challenges, and unique ways to combat them, this year's grantees are a shining example of organizations who strive to make a measurable and positive local health impact. We are honored to contribute towards the great work they are doing in pursuit of health equity."

The University of Florida's Institute of Food and Agricultural Sciences (UF/IFAS) is a federal-state-county partnership dedicated to developing knowledge in agriculture, human and natural resources, and the life sciences, and enhancing and sustaining the quality of human life by making that information accessible.

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**FEATURING PANELISTS:**

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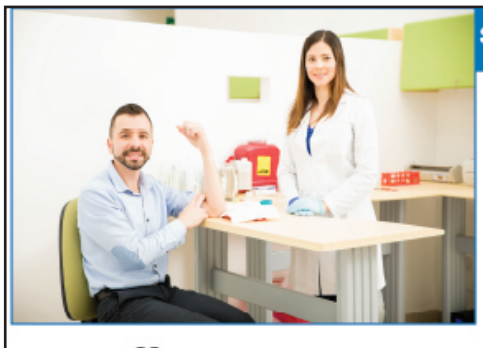

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Member MONITOR
Tracking the Progress of Member Businesses Dec. 2017

# Leadership Member Spotlight

## Meet Your Neighbors at Baptist Clay

Baptist Clay Medical Campus is a health hub conveniently located in Fleming Island. The campus, just off US Hwy 17, is home to board certified family doctors, pediatricians, cardiologists, sinus specialists and orthopedic experts–right here in your neighborhood. Here are some reasons to stay healthy with help from Baptist Clay:

**ONE** freestanding 24/7 ER with adult and child services that connects you and your family to the experts of Baptist Health and Wolfson Children's Hospital.

Full-service imaging options, including:

- X-ray
- CT
- MRI
- Ultrasound
- Lab
- Mammography

**TWO** specialists to diagnose and treat conditions related to:

- Ears, nose and throat
- Sinuses and allergies

**THREE** cardiologists with expertise in:

- Blood pressure management
- Valve conditions
- Adult congenital heart disease
- Sports cardiology
- Cholesterol control
- Heart failure
- Lowering your risk for heart attack and stroke

**FOUR** Jacksonville Orthopaedic Institute surgeons who treat:

- Sports medicine issues
- Shoulder issues
- Microsurgery for hands
- Hip Pain
- Knee Pain

**FIVE** nearby Baptist Primary Care offices:
Fleming Island at Baptist Clay Medical Campus, Village Square, Kingsley Avenue, Argyle Forest Blvd at Merchants Gate, and Collins Road. Those offices include 13 primary care doctors and 7 pediatricians to help everyone from the young ones to the young-at-heart.

New patients are welcomed for all specialties and primary care. No appointment? No problem. Primary care and imaging services accept walk-ins, and imaging services are available 7 days a week.

Call: 904.202.CARE (primary care) 904.224.5185 (heart) 904.592.1068 (ENT) 904.276.5776 (orthopedics) Visit: baptistclay.com
Walk in: Baptist Clay Medical Campus, 1747 Baptist Clay Drive, Fleming Island.

# Get To Know A Chamber Member

## Global Accounting— Nicole Aston

Nicole Aston, 31, is the president of Global Accounting. She has been in the accounting industry for 13+ years and began her own firm in 2015. She services individual tax return needs as well as all small business accounting and tax needs.

Nicole obtained her associated degree and is currently pursuing her bachelors at UNF. She will then test for the CPA exam.

Nicole is married to Matthew Aston, president of American Alarm, Inc., and they enjoy their three daughters.

She is an Orange Park Biznet and Clay County Chamber of Commerce member.

# Member News

## NOTABLE

**Lewis, Longman & Walker, P.A.** recently received the 2018 "Best Law Firms" Ranking by U.S. News & World Report. The firm's Jacksonville, Tallahassee and West Palm Beach offices received Tier 1 rankings in Environmental Law and Environmental Litigation. Rankings are determined by a combination of hard data, peer reviews and client assessments. Best Law Firms® lists are excerpted in a wide range of general interest, business and legal publications worldwide, reaching an audience of more than 10 million readers. For more information on "Best Law Firms" rankings, visit http://bestlawfirms.usnews.com.

Lewis, Longman & Walker, P.A. is a statewide law firm with 33 attorneys and over 20 years' experience practicing in the areas of environmental, land use, real estate, litigation, legislative and governmental affairs. LLW has the experience to navigate complex local, state, and federal laws and regulations. Our offices are in Jacksonville, Tallahassee, Tampa Bay and West Palm Beach. For more detailed information on our qualifications, visit our website at www.llw-law.com.

**St. Vincent's Medical Center Clay County** received an A grade in the latest survey by the Leapfrog Group, a nonprofit that issues annual safety reports.

## CAREER MOVES

William "Bill" McKendry joined **Ameris Bank** as executive vice president and chief risk officer.

Martha Cox was named director of grants and research for **Episcopal Children's Services**.

**Green Cove Springs** appointed Derek S. Asdot as its new Police Chief.

James Bennett joined **JaxPort** as senior director, facilities development.

Tammy Brown joined **JaxPort** as director, public safety and security.

**Kopelousos, Bradley, Garrison & Komando, P.A.** named Rich Komando as a new partner. Komando specializes in criminal defense and municipal law.

## PROFESSIONAL RECOGNITION

Congratulations to the following DEFENSE CONTRACTORS for making the Jacksonville Business Journal List: **RS&H** #28, **Challenge Enterprises of North Florida Inc.** #44.

Bold City Best 2017 Winners Announced:

- Best New Car Dealership, Tom Bush Family of Dealerships
- Best Auto Insurance Agency, Best Home Insurance Agency, Brightway Insurance
- Best Bang for the Buck Restaurant, Best Family Restaurant, Best Pancakes, Best Breakfast, Best Brunch, Best Diner, Metro Diner
- Best Margarita, Best Mexican Restaurant, La Nopalera
- Best Local Chocolatier, Peterbrooke Chocolatier
- Best Home Builder, KB Home
- Best Real Estate Broker/Agency, EXIT Real Estate Gallery
- Best Bank/Credit Union, VyStar Credit Union
- Best Accountant/CPA, Susan Carter CPA, P.A.
- Best Urgent Care, Avecina Medical
- Best Pool Service and Care, Pinch A Penny
- Best Home Improvement/Repair Service, Mr Handyman Serving Greater Jacksonville
- Best Grocery Store, Publix
- Best Place to Work—Large (100+ employees) The Suddath Companies

Congratulations to the following MEETING FACILITIES for making the Jacksonville Business Journal List: **Ramada Hotel and Conference Center Mandarin** #22, **Hilltop Restaurant** #24, **Thrasher-Horne Conference Center** #26.


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# New Members

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Interior Fusion LLC

**Professional**
Aaron Group
Bojangles
Elevate Fitness Orange Park
Florida Health Group dba Compass Health
RJ Young Company Inc

**Business**
Ygrene Energy Fund

**Plus One**
W.E. Cherry Elementary-Angie Whiddon
W.E. Cherry Elementary-Whitney Johnson
Supervisor of Elections-Robin Conte

**Individual**
Latanya Peterson

# Renewing Members

**Professional Level**
Arbor Terrace Ortega Assisted Living
CPA Retirement Planning Inc.
Gentiva Homecare
Hurricane Grill & Wings
Keller Williams First Coast Realty Fleming Island
Kindred Hospital
St. Johns Pointe Apartments
The Law offices of Ron Sholes PA

**Entrepreneur Level**
Dr. Joseph M. Perry
Imagination Island of Fleming Island
Law Office of Dale S Wilson PA
F.T. Spencer Farms
The McInnis Company CPAs PL
Orange Park Pharmacy

**Non-Profit Level**
BASCA Inc.
Clay County Soccer Club, Inc.
Quit Doc Research and Education Foundation

**Plus One & Individual**
Bo Norton
Quit Doc Research and Education Foundation-Joy Moritz
Coldwell Banker Vanguard Realty- Mona Gardella

# Small Business of the Month

**Congratulations to Dick's Wings & Grill Fleming Island December Small Business of the Month**

By: Judy & Art Dragoslis
Owner, Dicks Wings & Grill, Fleming Island

Established in 1994 in Jacksonville, Florida as a family-friendly neighborhood restaurant, Dick's Wings & Grill®

Our energetic, sport-themed atmosphere attracts families and friends out for an evening of fun, and offers locals a great place to relax and enjoy the game.

From lighter fare and kids specialties to wings and beer, Dick's Wings offers selections everyone will enjoy. Our franchise family has won several local "Best Of" awards in North Florida and South Georgia for our unique wings and juicy burgers. The company continues to dominate the category of "Best Wings in Jax" by winning 10 of the past 12 years earning us the moniker, "King of Wings."

We have owned and operated both Dicks Wings in St. Augustine for over 10 years and purchased the Fleming Island location earlier this year. With our continuous focus on quality food and service, we have grown from 10 to over 25 employees. We are thankful for the wonderful management team; servers and kitchen staff who have all played a part in helping our restaurant become a success.

With sales increasing steadily, we give back to our community by supporting the local schools and sponsor many of their sporting events as well as spirit nights. We support the Florida Fallen Soldiers, and many other local organizations.

It is truly an honor to be part of this wonderful Clay County Community and we look forward to growing with you.

# Ambassador of the Month

**December's Ambassador is Sharon Lynn Unger from Wicked Branding & Graphix and Florida Fallen Heroes.**

Being a member of the Clay Chamber & part of their Ambassador program has been a great way to get to know the amazing members of this Chamber. I have enjoyed helping new member & learning more about this great community. As a chamber member I have made some really wonderful connections for both my company & the non profit I run. I am looking forward to the upcoming year & all the great events that the chamber hosts. Hope to see you all there!

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# Clay Chamber Calendar of Events

For more information and to register for events, visit our website at www.ClayChamber.com/Chamber-Events or call Kellie Collins at (904) 264-2651 ext. 214. Chamber Signature Events sell out quickly so register early. You do not need to register for Clay Technology Council or Finally Friday Networking. For Oakleaf Business Council, Clay Women's Empowerment Council, and Bridge to Bridge Council you must RSVP for meetings so we have an accurate count for food.

### December

Dec 5 Oakleaf Business Council - 11:30 a.m. - 1 p.m. - Plantation Oaks Amenities Center
Dec 6 Ambassador Committee - 8:30 a.m. - 9:30 a.m. - CC Board Room
Dec 7 Clay Women's Empowerment Council - 11: 30 a.m. - 1 p.m. - The Club Continental
Dec 13 Clay Chamber Annual Christmas Luncheon - 11:30 a.m. - 1 p.m. - The Hilltop Club
Dec 20 Public Policy Committee - 8:30 a.m. - 9:30 a.m. - CC Board Room
Dec 22 Chamber Closed
Finally Friday - 8:30 a.m. - 10 a.m. - Haven Hospice - December 1, 8,15

### January

Jan 1 Chamber Closed
Jan 2 Oakleaf Business Council - SEE US AT OUR NEW DATE, 4th TUESDAY, Jan 23
Jan 3 Ambassador Committee - 8:30 a.m. - 9:30 a.m. - CC Board Room
Jan 4 Clay Women's Empowerment Council - 11: 30 a.m. - 1 p.m. - The Club Continental
Jan 9 Chamber 1-on-1 - 10 a.m. - 11 a.m. - CC Board Room
Jan 10 Bridge to Bridge Council - 11:30 a.m. - 1 p.m. - Talon's at Eagle Harbor Golf Club
Jan 11 Clay Day in Tallahassee/Public Policy Committee
Jan 16 Clay Technology Council - 7:45 a.m. - 9 a.m. - Holiday Inn Hotel & Suites
Jan 18 Quality of Life Breakfast - 8 a.m. - 9:30 a.m. - Thrasher-Horne Center
Jan 18 Third Annual "Taste of Clay" After Hours - 5 p.m. - 7 p.m. - Clay Chamber
Jan 23 Oakleaf Business Council - 11:30 a.m. - 1 p.m. - Plantation Oaks Amenities Center
Jan 24 State of the County - 11:30 a.m. - 1:30 p.m. Thrasher-Horne Center
Finally Friday - 8:30 a.m. - 10 a.m. - Haven Hospice - January 5, 12,19, 26

### February

Feb 1 Clay Women's Empowerment Council - 11: 30 a.m. - 1 p.m. - The Club Continental
Feb 7 Ambassador Committee - 8:30 a.m. - 9:30 a.m. CC Board Room
Feb 8 Oakleaf Business Council Community Expo - 6 p.m. - 8:30 p.m. - Plantation Oaks Amenities Center
Feb 13 Clay Chamber Marketing & Networking Advantage - 10 a.m. - 11 a.m. - CC Board Room
Feb 14 Bridge to Bridge Council - 11:30 a.m. - 1 p.m. - Talon's at Eagle Harbor Golf Club
Feb 15 Member Appreciation Cookout - 11:30 a.m. - 1:00 p.m. - Chamber
Feb 20 Clay Technology Council - 7:45 a.m. - 9 a.m. - Holiday Inn Hotel & Suites
Feb 27 Oakleaf Business Council - 11:30 a.m. - 1 p.m. - Plantation Oaks Amenities Center
Finally Friday - 8:30 a.m. - 10 a.m. - Haven Hospice - February 2, 9, 16, 23

### March

Mar 1 Clay Women's Empowerment Council - 11: 30 a.m. - 1 p.m. - The Club Continental
Mar 7 Ambassador Committee - 8:30 a.m. - 9:30 a.m. CC Board Room
Mar 8 New Member Roundtable - 8:30 a.m. - 9:30 a.m. - Orange Park Medical Center Classroom 7
Mar 8 After Hours - 5 p.m. - 7 p.m. - Whitey's Fish Camp
Mar 14 Bridge to Bridge Council - 11:30 a.m. - 1 p.m. - Talon's at Eagle Harbor Golf Club
Mar 20 Clay Technology Council - 7:45 a.m. - 9 a.m. - Holiday Inn Hotel & Suites
Mar 27 Oakleaf Business Council - 11:30 a.m. - 1 p.m. - Plantation Oaks Amenities Center
Finally Friday - 8:30 a.m. - 10 a.m. - Haven Hospice - March 2, 9, 16, 23, 30

### Oakleaf Business Council

First Tuesday 11:30 a.m. - 1:00 p.m.
In 2018 moves to Fourth Tuesday
Plantation Oaks Amenities Center
845 Oakleaf Plantation Parkway
Orange Park, FL 32065
$15.00 Members Advance Registration
$25.00 Non-Members and at the Door
Register by 11:30 a.m. Monday prior to meeting.

Sponsored by: Orange Park Medical Center

### Clay Women's Empowerment Council

First Thursday 11:30 a.m. - 1:00 p.m.
The Club Continental
2143 Astor Street
Orange Park, FL 32073
$15.00 Members Advance Registration
$25.00 Non-Members and at the Door
Register by 11:30 a.m. Tuesday prior to meeting.

Sponsored by: St. Vincent's Healthcare / Ascension

### Bridge to Bridge Council

Second Wednesday 11:30 a.m. - 1:00 p.m.
Talon's at Eagle Harbor
2217 Eagle Harbor Pkwy.
Fleming Island, FL 32003
$15.00 Members Advance Registration
$25.00 Non-Members and at the Door
Register by 11:30 a.m. Tuesday prior to meeting.

Sponsored by: Trust Environmental — ADVANCE • ACCELERATE • GO GREEN

### Clay Technology Council

Third Tuesday 7:45 a.m. - 9:00 a.m.
Holiday Inn Hotel & Suites
620 Wells Road
Orange Park, FL 32073
$5.00 Members at the Door
$10.00 Non-Members at the Door

Sponsored by: Pragmatic Works

### Finally Friday Networking

Every Friday 8:30 a.m. - 10:00 a.m.
Haven Hospice
745 Blanding Blvd.
Orange Park, FL 32065
$5.00 Members at the door
$10.00 Non-Members at the door

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# Chamber Programs

## ATHENAPowerLink® Program – Expansion to Clay County

We are very pleased to announce that the ATHENA PowerLink Program is expanding to Clay County and will roll-out in the first quarter of 2018. The Program will be offered at the new Clay Chamber office in Fleming Island. Please watch for details and enrollment information in the coming weeks.

ATHENA PowerLink Program is a business advisory program designed to increase the growth and profitability of women-owned businesses. The Jacksonville Women's Business Center is licensed to offer the program in Northeast Florida.

The program "links" a woman business owner with an Advisory Panel recruited from the local community to work with her for one year. These professionals provide guidance regarding networking skills, how to achieve access to capital, implementation of best business practices and other issues identified by the woman owner to reach her goals.

**Business Application Criteria**

- Business must be at least 51% owned and actively managed by a woman
- Minimum of two (2) years in business
- Minimum of two (2) full-time employees (including the owner)
- Annual revenues of at least $250,000 for retail or manufacturing businesses $100,000 for service businesses

Everyone involved shares in the benefits of a successfully run program.

- Women Business Owners—receive advice and support from professional advisors, grow their businesses and establish invaluable networks
- Governing Body and Advisory Panel Participants—are afforded networking opportunities and positive mentoring experiences
- Sponsors—receive recognition in the community and at APL events Communities—experience the positive economic impact that thriving businesses generate

According to a survey commissioned by ATHENA International, women business owners participating in the program experienced tangible results that allowed them to enjoy greater success in their businesses. Surveyed were 70 business owners, as well as the approximately 500 panel members involved in the program.

- 93% of the participants rated as a positive or very positive experience
- 93% of the participants made significant changes as a result of ATHENAPowerLink®
- Prior to having a panel, 27% of the business owners owned their business property
- Upon completion of their panel, 46% owned their business property
- On average, ATHENAPowerLink® helped business owners grow: 88% in sales and 38% in net income

## LEADERSHIP CLAY

Applications for the Leadership Clay Class of 2018 are due by December 15. The program brochure and application are available online at http://www.claychamber.com/Resources/Programs/Leadership-Clay

Leadership Clay is an innovative program designed to enhance the leadership potential of Clay County citizens and business leaders through a challenging curriculum of educational and participatory exercises. The program's goal is to encourage potential and existing community leaders to become more familiar with current issues and to develop solutions for future challenges. A program of the Clay County Chamber of Commerce, Leadership Clay launched its charter class in 2004.

Program days immerse the class in relevant topics: Economy, Education, Growth Management, Health Care, Industry, Law Enforcement and Criminal Justice, Local and State Government, Media, Social Challenges, Sports, Transportation, and Non-Profits.

Each class completes a community project.

## CLAY DAY IN TALLAHASSEE

We hope you are able to join us on January 11, 2018 for our annual Clay County Chamber of Commerce Legislative Trip to Tallahassee for Clay Day.

We meet at 6 a.m. at Orange Park Mall to travel to the State Capitol to meet with our Legislative Delegation, as well as other key legislators and state officials. Continental breakfast is provided on the bus and we enjoy lunch on the grounds of the State Capitol. We return by 6 p.m., traffic permitting. A detailed itinerary for this one-day trip will be furnished upon registration. Tickets are limited so you will want to reserve your seat as soon as possible.

For sponsorship opportunities and/or tickets, please contact Kellie Collins at (904) 264-2651 or kcollins@claychamber.com or visit http://bit.ly/2jyuLMh

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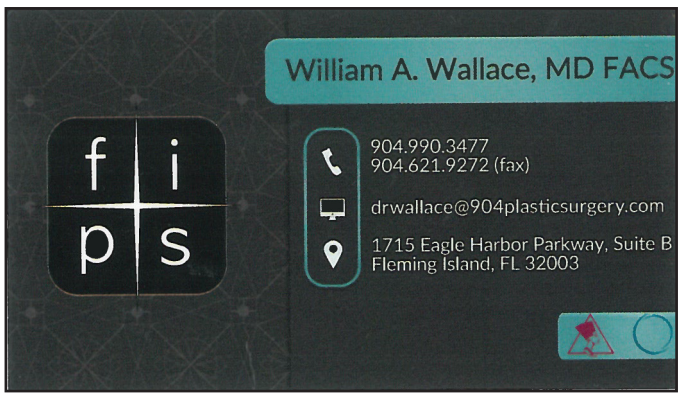


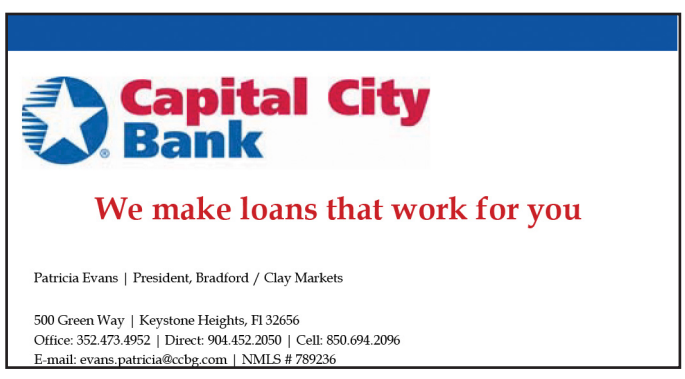


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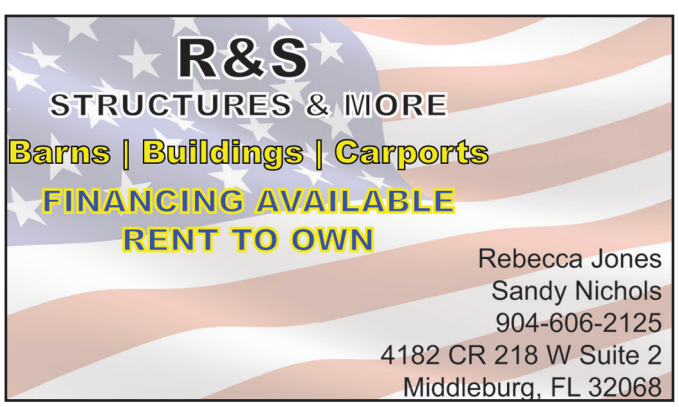

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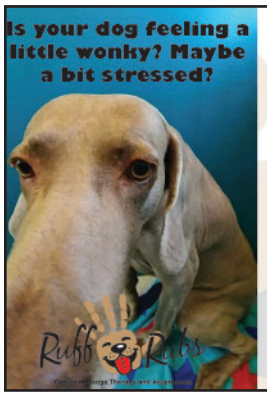
**MISSION:**
**Lead, advocate and promote opportunity, economic growth, networking and best practices that will serve the membership in the best way possible.**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**December 13** — **$1,300 HIGH HANDS**
Wednesday, December 13
2:00pm - 10:00pm

**December 14** — **$1,400 HIGH HANDS**
Thursday, December 14
2:00pm - 10:00pm

**December 15** — **$1,500 HIGH HANDS**
Friday, December 15
2:00pm - 12:00am

**December 16** — **$1,600 HIGH HANDS**
Saturday, December 16
12:00pm - 12:00am

**December 17** — **$1,700 HIGH HANDS**
Sunday, December 17
2:00pm - 10:00pm

**December 18** — **$1,800 HIGH HANDS**
Monday, December 18
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**December 19** — **$1,900 HIGH HANDS**
Tuesday, December 19
2:00pm - 10:00pm

**December 20** — **$2,000 HIGH HANDS**
Wednesday, December 20
2:00pm - 12:00am

**December 21** — **$2,100 HIGH HANDS**
Thursday, December 21
2:00pm - 12:00am

**December 22** — **$2,200 HIGH HANDS**
Friday, December 22
12:00pm - 12:00am

**December 23** — **$2,300 HIGH HANDS**
Saturday, December 23
12:00pm - 12:00am

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| Wednesday, Dec. 27 | 3:30pm | Satellite | $55 |
| Thursday, Dec. 28 | 3:30pm | Satellite | $55 |
| **Friday, Dec. 29** | **12:00pm** | **NLH Flight #1** | **$200** |
| | **7:30pm** | **NLH Flight #2** | **$200** |
| **Saturday, Dec. 30** | **12:00pm** | **NLH Flight #3** | **$200** |
| | **7:30pm** | **NLH Flight #4** | **$200** |
| **Sunday, Dec. 31** | **12:00pm** | **Final Day** | |

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