

ORGANIZATIONAL EXCELLENCE & FISCAL GROWTH

A Message From 2022 Chair, Kelly Parsons Kwiatek



This November, some of us are still reeling from the community devastation of Hurricane Ian. The Daytona Regional Chamber of Commerce has stood side-by-side with many of our members, as part of the emergency response team navigating resources and funding for our business community. As with any disaster or disruption of business, the impacts vary greatly across our region. Your Chamber staff and leadership work to find a balance of compassion for those who are greatly impacted, all the while keeping the economy moving so businesses can succeed.

It is in difficult times like these that I am most grateful. Grateful for the

leaders that preceded me in building a great foundation for our Chamber that we can rapidly respond to a crisis. Grateful to our Board of Directors, committee members, and ambassadors that voluntarily give for the betterment of our business community. Proud of our professional staff that continue to shift with all that is thrown at them day after day. And grateful to our business community and our many agencies, first responders and government officials that pull together in time of need.

In spite of it all, this area is a magnificent place to live, work, learn, and play.

As we enter the final two months of 2022, we will continue to provide impactful programs and important opportunities for you to individually, and collectively, chart your course for 2023. This starts with exercising your right and obligation to vote for the candidates that will work on

your behalf for the issues that are important to you.

We will conduct a Soft Skills Youth Summit in partnership with **CareerSource Flagler Vonsia** and **Volusia County Schools** for area students on November 9 as a response to our businesses' needs to attract work-ready students and will hear from our new Volusia County Schools Superintendent, Dr. Carmen Balgobin, at our Eggs & Issues on November 10. Our Market Watch program, co-hosted with Team Volusia, and presented by **Bank of America**, on December 6 will give you a view of what to anticipate in 2023 and beyond as our economy faces challenges and opportunities.

It has been an incredible experience to be your Chair of the Board in 2022. It is especially exciting to see where we are headed in the next few years.



ADVOCACY & ECONOMIC PROSPERITY

Connecting Education and Business at Eggs & Issues

Our growing population will continue to create the demand for more jobs. Connecting our local school system through a workforce pipeline is critical to a thriving business environment.

Join us for Eggs & Issues on Thursday, November 10 from 7:30 a.m. – 9:00 a.m. at Daytona State College, Mori Hosseini Center sponsored by **Halifax Health, Lifestyle Realty Group, and CareerSource Flagler Volusia.** Hear directly from Dr. Carmen Balgobin about her first five months in the role of Superintendent of Volusia County Schools. She will share about the new ways she'll bring experiential learning to students, and the growing partnerships with the Daytona Regional Chamber and the local business community for talent development of students.

General admission is \$24 for Daytona Regional Chamber members and \$40 for future members. For event questions and sponsorships, contact Shawn Richmond, Director of Advocacy, at 386.255.7174.



Your essential blog on all things advocacy where you'll learn about major issues like...



A cornerstone of the Daytona Regional Chamber of Commerce is to advocate on behalf of the region's business community on critical issues at all levels of government – local, state, and federal. Learn more about the issues impacting business today.

SCAN HERE TO READ NOW





Building Effective Professional Relationships

As individuals, we rely on our professional relationships for our competency. Professional relationships provide the information, insight, and influence we need to be successful. It might be information on a great job that is about to open up, insight on an important new trend in your industry, or access to critical decision makers. With the right relationships, your professional knowledge and value can increase.

Consider the following to help you connect and build the productive relationships that will increase your knowledge, influence and ultimately your values as a professional:

Make a long-term commitment. Like all relationships, your professional connections require commitment and an investment of your time. Take a long-term view in building these relationships and continually nurturing them – rather than seeing them as a speed-networking approach.

Take the time to learn about people. People instinctively know when you're genuinely interested, and just taking the time to learn about them is a good way to demonstrate interest. Learn about what they're working on, what they struggle with, and what they care about.

Build relationships on reciprocity. Approach relationship building from the standpoint of what support can you provide to another person.

Stretch out of your comfort zone. Limiting your professional relationships to only those who work in your industry, or your company can lead to blind spots. Get to know people who have a different perspective.

Invest time on a regular basis. To have productive relationships, you must commit to investing time. This could be scheduling time each week to meet with someone you haven't spoken to in a while, joining special project teams, or joining professional organizations to broaden your connections.

Ready to nurture your relationships? Join fellow Daytona Regional Chamber members for our Open Regional Business Connections (RBC) Group on Wednesday, November 9 from 8:00 a.m. – 9:00 a.m. at our offices.

Held monthly on the second Wednesday, the Open RBC Group is a unique opportunity to connect with other businesses in a small group setting. Unlike traditional RBC Groups, it is not limited to one business per category in attendance. Any Daytona Regional Chamber member in good standing may attend. Grow your network, highlight your business, and share ideas with like-minded business owners. Advanced registration is required, and there is no fee to participate.

Register online, or contact Samantha Crouch, Vice President of Small Business Development, at 386.523.3678 to reserve your spot.

Thank You for the Referral



The Daytona Regional Chamber would like to thank Robert Macklin from **Gary Yeomans Ford Lincoln** for connecting us with **The Beach Hut Cantina** and Katrina Guevara

from **The Running Elements** for connecting us with **Beach Street Repertory Theatre** as they became members.

If you know of a business

that would benefit from a Daytona Regional Chamber membership, connect them with Lori McMullin, APR, Director of Business Development, at 386.523.3680.

WORKFORCE AND INNOVATION

2nd Annual Soft Skills Youth Summit Prepares Students for Today's Workplace

21st Century Skills. Employability Skills. Soft Skills. No matter what you call them, this skill set is needed by employees to be successful regardless of the industry in which they work.

The Daytona Regional Chamber, in partnership with **CareerSource Flagler Volusia** and **Volusia County Schools**, is proud to host the 2nd Annual Soft Skills Youth Summit on Wednesday, November 9 from 9:00 a.m. – 12:00 p.m. at Daytona State College.

Approximately 140 high school juniors and seniors will engage with regional business leaders to learn about attire, communication,

etiquette, punctuality, and work ethic. Each skill will be the focus of a 10-minute small group discussion between students and business participants in a speed-networking style format. This maximizes the potential connections made for both students and business participants alike.

In addition, attendees will hear a motivational presentation by Daytona Beach City Manager Deric Feacher as well as participate in an abbreviated tour of Daytona State College's Daytona Beach campus. The event will conclude with a catered business lunch which will offer participating students a chance to implement some

of what they learned in a real world, business setting.

This initiative highlights the mission of the Daytona Regional Chamber of Commerce to advocate for a strong economic and business environment. Developing the potential of future employees helps ensure local businesses can select employees from a deep, rich pool of local talent.

Supporting the future of our workforce through sponsorship of this event are **Ashford Investment Advisors**, **ICI Homes**, **Coastal Cloud**, and the **Volusia Flagler Society for Human Resource Management**.

Congratulations to the Graduates of Leadership Daytona Class XLII!

We are delighted to announce our latest graduates who participated in 12-weeks of classes and completed a Chair Challenge.

- Lawrence Anderson, United Way of Volusia-Flagler
- Felicia Benzo, CATALYST Global Youth Initiative
- Demi Borden, iatricSystems
- Samantha Crouch, Daytona Regional Chamber of Commerce
- Robert Campbell, CCIM, MBA, Root Company
- Stephanie Ecklin, Boys & Girls Club of Volusia Flagler
- Elaine Daniels, Fairwinds Credit Union
- Ivonne Halleran, CPA, Brown & Brown, Inc.
- Kristen Hanson, Daytona State College Foundation
- Joseph Hearn, Joe Hearn Events
- Jamie Kabanuk, AdventHealth Daytona Beach
- Kerry Karl, VCARD
- Lourdes Leon, Volusia Hispanic Chamber of Commerce
- Lindsay Martin, MHA, BSA, RN, Halifax Health
- Angie Merino, VyStar Credit Union
- Edward Miyagishima, NASCAR
- Chris Noyes, CPA, James Moore & Co.
- Kelis O'Rourke-Patel, MBA, VYPG
- Serena Piper, Early Learning Coalition of Flagler & Volusia
- Connor Rand, Daytona Beach Area CVB
- William Rice, Cobb Cole, P.A.
- Terry Sabiston, Southern Stone Communications
- Charlene Savidge, Children's Home Society
- Clifton Scott, AdventHealth Daytona Beach
- Melanie Stegall, GBDS, VBS, Brown & Brown, Inc.
- Jake Stehr, Zev Cohen & Assoc., Inc.
- Karly White, Brown & Brown, Inc.
- Ashley Wohlford, Halifax Health
- Stephanie Wohlford, Representative Tom Leek





BUSINESS DEVELOPMENT & COMMUNITY AWARENESS

Ambassador Spotlight



Meet Shari Jackson, Specialty Leasing Manager for Volusia Mall.

Q: Why are you involved with Daytona Regional Chamber?

A: The Daytona Regional Chamber is the heart of our community in so many ways. From business development opportunities to community partnerships to outreach programs, the Daytona Regional Chamber makes such a positive difference to our city and surrounding areas. Being an Ambassador allows me to help inspire that same influence for our local businesses, whether by supporting new companies as they celebrate their grand openings or by helping entrepreneurs realize their dreams in my role as local leasing & advertising manager. I couldn't be prouder to help build our community in so many different ways.

Q: What is something unusual about you most people do not know?

A. Although I have been in the retail industry for over a decade, I was previously in lawncare and pest control for eight years! Out in the field, managing routes as a service and branch manager as well as in regional customer service.

Q. What is something on your bucket list you've done or want to do?

A. My cousin and I have a bucket list plan to take my now eight-year-old daughter to Hawaii for her 16th birthday.

Stream into Business After Hours at Streamline Hotel

Grab your business cards and get ready to gather on the rooftop of the Streamline Hotel for Business After Hours on Tuesday, November 15. Join us as we get together for hors d'oeuvres, drinks, and jaw-dropping views, while making important business connections with like-minded professionals in our community.

This after-hours event will be held from 5:00 p.m. - 7:00 p.m. and pre-registration is required. Admission is \$10 for Daytona Regional Chamber members, while registration on the day of the event is \$15. Admission is \$35 for future members regardless of registration date.

Held monthly at a Daytona Regional Chamber member business

location, these social gatherings are focused on connecting members with one another. Local businesses open their doors to host and sponsor the events which features networking, food, drinks, and prizes.

Interested in hosting a Business After Hours? Daytona Regional Chamber members may contact Nicole Bosley, Program Manager, at 386.523.3672 for details on how to become a host for a Business After Hours in 2023!




Daytona Regional
CHAMBER OF COMMERCE
ACCREDITED

**MAKE A REFERRAL,
GET INVITED
TO AN** *Exclusive
Breakfast*

WITH

Kelly Kwiatek
2022 Board Chair

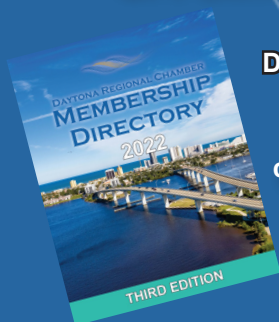
Nancy Keefer
President & CEO




Referral must result in Daytona Regional Chamber membership by Wednesday, November 30

GET NOTICED

WITH 4 UNIQUE
ADVERTISING
OPPORTUNITIES



Digital Directory

Set yourself
apart from the
crowd beginning
at just \$200



The Edge Newsletter

Reach your
fellow members
for \$100 per
week or less

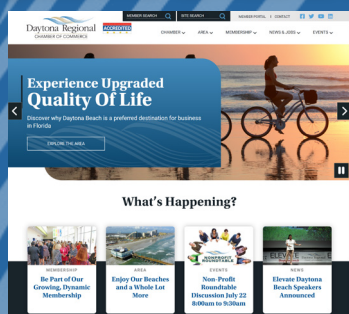


Inside Volusia Business

Shared with
more than
1,000 combined
emails and
followers on
social media,
rates are as
low as \$250

Website

Get a year's worth of
exposure for as little as \$515



CONTACT SAMANTHA
CROUCH OR KEN PHELPS
386.255.0981

Welcome New Members

Congratulations to the following
who chose to become new members:

- ★ Beach Street Repertory Theatre
- ★ Metropolitan Workplace Trust
- ★ Oceanside Dental Daytona
- ★ The Beach Hut Cantina
- ★ Tomoka Town Center
- ★ Tree Work Now Inc.

Your membership supports our efforts to strengthen the business community. If you too are interested in becoming a member, contact Lori McMullin, APR, Director of Business Development at 386.523.3680 for a customized membership.

VYPG Upcoming Events

Halifax Health - Hospice 5k

Saturday, November 5th
VYPG has a team and limited number of spots.

For more information email Michael
at grice@jmco.com

November Social

Thursday, November 17
The Hilton Daytona Beach
Oceanfront Resort inside McCoys
Rum Holiday Themed Bar
5:30 p.m. – 7:30 p.m.
\$5 for members, \$10 for non-members

Register at volusiaaypg.com

Daytona Regional Chamber Upcoming Events

Annual Awards Luncheon presented by Foundation Risk Partners & VyStar

Tuesday, November 1st
11:30 a.m. - 1:00 p.m.
Hard Rock Hotel- Daytona Beach
Members \$50 / Non-members \$75
For further information contact
Samantha Crouch, Vice President
of Small Business Development, at
386.523.3678

Open RBC Leads Group

Wednesday, November 9th
8:00 a.m. - 9:00 a.m.
Daytona Regional Chamber
Open to all active members ONLY
For further information contact
Samantha Crouch, Vice President
of Small Business Development, at
386.523.3678

Eggs and Issues: Dr. Carmen Balgobin, Volusia County Schools Superintendent

Thursday, November 10th
7:30 a.m. - 9:00 a.m.
Daytona State College
Mori Hosseini Center
Members \$24 / Non-members \$40
For further information contact
Shawn Richmond, Director of
Advocacy, at 386.255.7174

Business After Hours: Streamline Hotel

Tuesday, November 15th
5:00 p.m. - 7:00 p.m.
Streamline Hotel Daytona Beach
Members \$15 / Non-members \$35
For further information contact
Nicole Bosley, Program Manager, at
386.523.3672

CAUGHT ON CAMERA



Leadership Daytona Graduation Class XLII graduation photo



Thursday RBC Group Volunteers with Daytona Dream Center



Big Kid Toys Ribbon Cutting



Nancy Lohman speaking at Leadership Daytona Graduation



VYPG Power Lunch at DIS



Volusia Recovery Alliance Ribbon Cutting

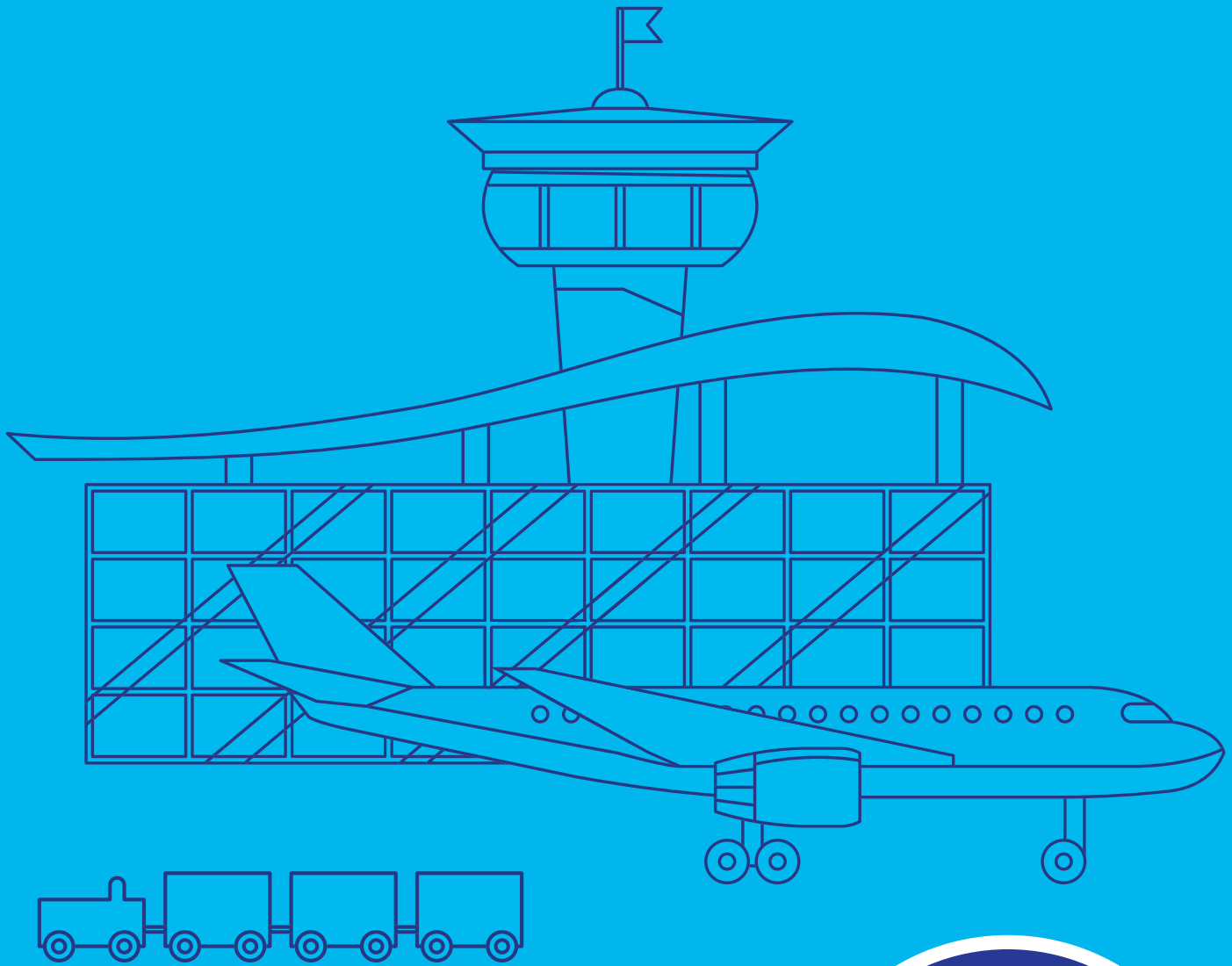


A mini-ribbon cutting for the website of daytonaebikes.com at their Ribbon Cutting



VYPG with their FBH donations

READY TO FLY!



Daytona Beach International Airport (DAB) has made health and safety enhancements so passengers can feel more at ease when they are Ready to Fly. Don't drive over an hour to Orlando just to catch a flight. Fly out of DAB and skip the trip before the trip. With flights offered by Delta Air Lines and American Airlines, you can reach your destination from an airport that's only a few minutes away.



Right airport. Right here.SM

FlyDaytonaFirst.com