



ORGANIZATIONAL EXCELLENCE & FISCAL GROWTH

2023 Daytona Regional Chamber Incoming Chair Remarks



**Nellie Lupoli, ICI Homes
2023 Chair, Daytona
Regional Chamber**

“This is the renaissance.” Wow! When I heard these words last month from Brown & Brown Insurance Chairman, Hyatt Brown, I got goosebumps because Mr.

Brown is absolutely right. The momentum for positive change is beyond impressive and should be celebrated. We should celebrate the Riverfront Esplanade. We should celebrate dual language programs at schools in Deltona and Holly Hill. We should celebrate the coming of Costco (I’ve never even been and am elated for its opening). We should celebrate the Ormond Memorial Art Museum. We should celebrate our local Universities and Colleges evolving in ways that benefit our community today and in the future. We should celebrate our commitment to affordable housing.

In 2022, Kelly Kwiatek, then current Chair of the Board, sang about the “wonderful world” that our community is and spoke about the many opportunities we could seize to continue driving change. Kelly, as always, has done an incredible job (I know, I should have thought through following in her overachiever footsteps) and my hope is to carry that baton forward.

So, what is on deck for 2023? We have invited the incoming President of the University of Florida, Senator Ben Sasse, to speak at our Annual Meeting in February. Dr. Sasse, who will be interviewed in a “fireside chat” format by our illustrious Lieutenant Governor, Jeanette Nunez, will share with us some insight into world affairs and the impact that the University of Florida plans to have on the entire sunshine state.

We also intend to leverage, to the benefit of Volusia County, this time that we are being represented at the highest levels of state leadership. Further, with the election year out of the way, we look forward to having productive conversations about what the Daytona Regional Chamber’s role should be in the political spectrum, if any. Perhaps it’s just providing information to our members or perhaps it’s establishing a formal PAC; a non-election year is the perfect time to determine what exactly is the best way to serve our community.

Most exciting, in just a few months, we will begin the renovation of the Daytona Regional Chamber of Commerce’s office into a state-of-the-art business center. There will be more training and meeting spaces. There will be a plug and work area for entrepreneurs, colleagues or guests waiting for their next meeting. There will even be a podcast studio. We will continue to share more about this exciting transformation. I would be remiss if I did not share with you that just a few opportunities for naming

rights remain, so if you or your business have any interest, please reach out to me or chamber staff.

It should go without saying that some things will remain the same – the Daytona Regional Chamber of Commerce will ALWAYS look for ways to evolve our communications in a way to make them efficient and easily consumable (I’m still striving to get Nancy Keefer on TikTok). We will ALWAYS strive to engage our membership. We will ALWAYS welcome any opportunity for meaningful collaboration. Most importantly, we will ALWAYS advocate at every level for the business community.

Please join me this year. Join me at our Annual Meeting. Join me at our Business After Hours. Join me at Eggs & Issues. Join me at the Awards Luncheon. Join me at the greatest golf tournament of all time. I look forward to seeing you, collaborating with you and serving our community with you.

Thank you for giving me this opportunity to share my excitement. I know things are not perfect. I know we have a lot of opportunity for improvement. I know there are projects and ideas loved by some and disliked by others. I know there is A LOT to be done and, yes, we absolutely should focus on those things and we will. But taking a step back to celebrate this “Renaissance” is exactly what is going to give us the grit and vigor to get it done.



ORGANIZATIONAL EXCELLENCE & FISCAL GROWTH

103rd Annual Meeting Presented by Halifax Health to Feature Senator Ben Sasse

The 103rd Annual Meeting of the Daytona Regional Chamber of Commerce will be presented by **Halifax Health** on Tuesday, February 7, from 5:30 p.m. – 9:00 p.m. The speaker for this year's event will be incoming President of the University of Florida, Senator Ben Sasse.

Following a reception at the outset of the event, attendees will enjoy dinner and a program featuring the presentation of the Daytona Regional Chamber's most prestigious business awards, the J. Hyatt Brown Enterprise Award and the Glenn Ritchey Leadership Award, as well as remarks from 2023 Chairperson of the Board, Nellie Lupoli of **ICI Homes**.

Nebraska Senator and Incoming President of the University of Florida Dr. Ben Sasse will be the featured presentation for the Daytona Regional Chamber's signature business event. Dr. Sasse, who will be

interviewed in a "fireside chat" format by our illustrious Lieutenant Governor, Jeanette Nunez, will share with us some insight into world affairs and the impact that the University of Florida plans to have on the entire sunshine state.



Sasse

The son of a coach and a graduate of Fremont High in Fremont, NE, he was recruited to wrestle at Harvard and subsequently earned a PhD in American history at Yale. An occasional professor, Ben has spent most of his work life helping companies and institutions through technological and leadership disruptions. He's worked with the Boston Consulting Group and McKinsey and Company, as well as private equity firms and not-for-profit organizations, to tackle failing strategies across dozens of sectors and nations.

In the U.S. Senate, Dr. Sasse serves as a member of the intelligence, judiciary,

finance, and budget committees. He was first elected to the Senate in 2014 and re-elected in 2020 winning all 93 counties in Nebraska on both occasions.

Jeanette M. Nuñez was born and raised in Miami, Florida. She was elected as Florida's First Hispanic Female Lieutenant Governor of Florida in 2018. She previously served as a State Representative of the Florida House of Representatives from 2010 to 2018 and was named Speaker Pro Tempore from 2016 to 2018.

Join the Daytona Regional Chamber at the 103rd Annual Meeting presented by **Halifax Health** by registering today at DaytonaChamber.com. Do you want to learn more about sponsorship opportunities or admission please contact Ken Phelps, IOM, Vice President of Resource Development, 386.523.3675.



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Volusia County Emergency Management, Randy Dye to be Honored

Responding to the needs of the community is a trait possessed by each of the honorees to be recognized at the 103rd Annual Meeting presented by **Halifax Health**.

The J. Hyatt Brown Enterprise Award recognizes an organization that has made significant contributions to the quality, vitality, and growth of our community. For its support of the community through numerous emergencies which made a historic impact on the region, **Volusia County Emergency Management** will receive the J. Hyatt Brown Enterprise Award. Accepting the award on behalf of the division is Volusia County Emergency Services Director Jim Judge.



On December 6, 2022, Volusia County Council approved the creation of a new Emergency Services Department and the realignment of some divisions from the Public Protection Department. The new Emergency Services Department will take on Emergency Medical Services, Emergency Management, Emergency Medical Administration and Fire Rescue, with Judge serving as its director.

This year's Glenn Ritchey Leadership Award honoree is Randy Dye, owner of **Daytona Dodge Chrysler Jeep RAM and Maserati Alfa Romeo of Daytona**.

"The Annual Glenn Ritchey Award is given to an individual whose contributions to the Daytona Regional Chamber personify

integrity, dedication and hard work," said former Glenn Ritchey Award winner Joe Petrock, Halifax Health.



Dye

"Randy has made recent and consistent contributions to his community, state and nation over a considerable period of time; and supports the goals of the Daytona Regional Chamber," Petrock added.

Dye's current professional and community affiliations include the Board of Directors of the NASCAR Foundation, Board of Directors of the Museum of Arts & Sciences, Board of Directors of the Daytona Beach Community Foundation and Stellantis (Dodge Chrysler Jeep RAM) Dealer Council, where he is the current Chairman. Additionally, he is an Elder and Trustee for the Deland Sanctuary Church of God, and a Board Member of Daytona State College, CEO Alliance, Civic League, and Volusia Flagler Boys & Girls Club.

This year will feature an unprecedented passing of the gavel as 2022 Chair Kelly Parsons Kwiatek, **Halifax Health**, welcomes 2023 Chair Nellie Lupoli, **ICI Homes** to the podium. Leadership of the Daytona Regional Chamber passes from female to female for the first time in the organization's rich history.

To register for this can't miss business event on Tuesday, February 7 go to DaytonaChamber.com. Or to learn about sponsoring contact Ken Phelps, IOM, Vice President of Resource Development, 386.523.3675.

ADVOCACY & ECONOMIC PROSPERITY

Daytona Regional Chamber Legislative Priorities to Guide 2023 Advocacy Efforts

The Daytona Regional Chamber of Commerce's Board of Directors approved its 2023 legislative priorities at its final meeting in December. With the legislative session beginning in March and the Volusia County Delegation meeting on January 9th, the priorities will set the direction of the Chamber's advocacy efforts during the session(s).

The Daytona Regional Chamber's 2023 priorities started with an open membership survey asking our members to outline their essential issues affecting our community. After conducting the survey, the Daytona Regional Chamber's Cornerstone Committee reviewed the top priorities and presented them for board approval.

The Daytona Regional Chamber's Priorities will be the framework during the 2023 Legislative Session. The priorities will also direct our annual scorecard and will be delivered to our Volusia County Delegation during our annual Volusia Days trip to Tallahassee in March of 2023. 2023 Legislative Priorities include:

Affordable Housing

The Daytona Regional Chamber of Commerce advocates for legislation supporting the continued growth of Affordable Housing across our region and the State of Florida.

Disaster Recovery

The Daytona Regional Chamber of Commerce supports funding Disaster Relief and Recovery Bills due to Hurricane Ian and Nicole's impact on our community and State.

The Daytona Regional Chamber of Commerce supports funding and regulatory reform to strengthen and modernize infrastructure to relieve flooding and coastal deterioration.

Insurance

The Daytona Regional Chamber of Commerce supports a competitive and stable insurance market and a reduction of size and exposure to Citizens' Insurance.

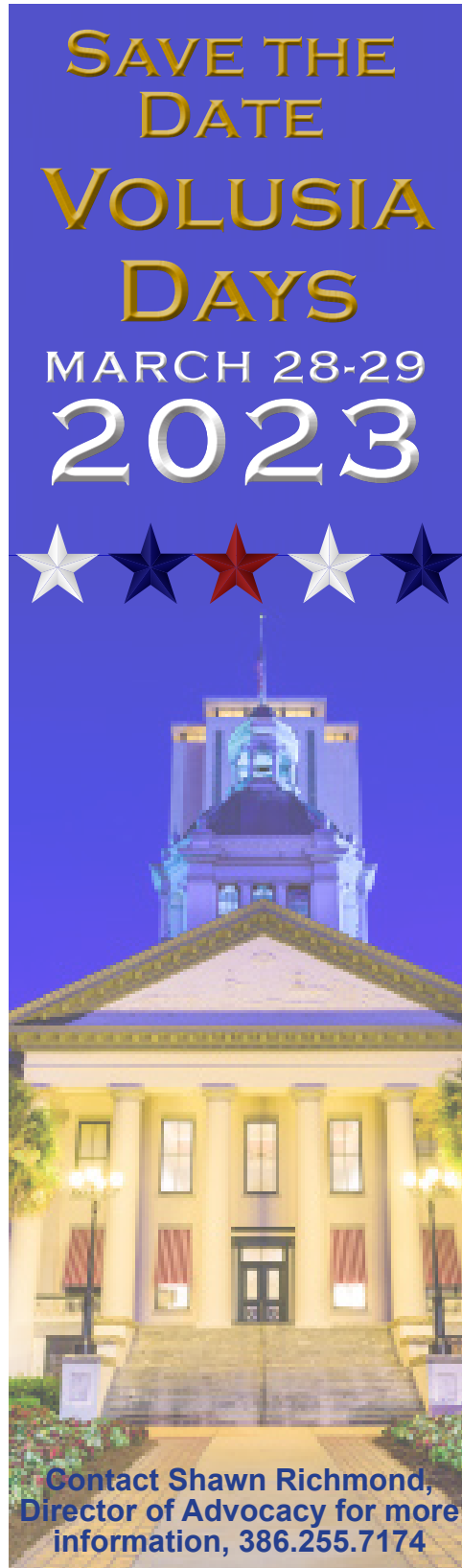
Lawsuits Abuse/Tort Reform

The Daytona Regional Chamber of Commerce supports comprehensive tort reform, discouraging frivolous lawsuits in Florida.

Workforce Availability

The Daytona Regional Chamber of Commerce supports efforts to ensure that our community continues to have a skilled workforce.

For more information about the 2023 legislative priorities please contact Shawn Richmond, Director of Advocacy, 386.255.7174.





BUSINESS DEVELOPMENT & COMMUNITY AWARENESS

Kick Off 2023 at Business After Hours

Come enjoy a relaxed networking experience by joining us for the first Business After Hours event for 2023. Let's get together and make connections that'll enhance our personal and professional circles of influence.

This month's host are our member and friends at **The Gallery at Port Orange**. The Gallery at Port Orange is the newest premier senior living community in the heart of Port Orange, nestled away in a beautiful, peaceful setting that opened in the spring of 2022. This event will be held on Tuesday, January 17, 2023, from 5:00 p.m. – 7:00 p.m.

This event is open to both Members and Non-Members. Chamber Members are offered a discounted rate of \$10 until Tuesday, January 10. Starting January 11, Members can still register at the rate of \$15. Non-Members can register at any time at the rate of \$35, regardless of registration date.

Interested in hosting a Business After Hours? Daytona Regional Chamber members may contact Nicole Bosley, Program Manager, 386.523.3672 for details on how to host this great event. Act fast, as dates are starting to fill up.



THE GALLERY
AT PORT ORANGE | SENIOR LIVING

Daytona Regional Chamber Offers Unique Small Business Programming in 2023

New in 2023, The Daytona Regional Chamber of Commerce will feature new programming geared towards the small business community. With a membership of just under 1,000 members, our business size demographics are as follows:

Fifty nine percent of Daytona Regional Chamber member businesses have 1-25 employees, forty percent of member businesses have 26+ employees, and twenty two percent of member businesses have not identified their employee counts.

In response to our large base of small business owners and their employees, the Daytona Regional Chamber of Commerce is pleased to announce the launch of three new programs available to membership this year.

BRIDGEx: Taking place quarterly, these small business professional development events will be geared towards our small business community. These events will be delivered as trainings, meetings, seminars, or panels and will cover a wide range of various topics. Exclusive to Daytona Regional Chamber members, this is an opportunity to not only come and learn, but to also teach or educate fellow business owners.

Deliverables will include, but are not limited to, Brand, ROI, Innovation, Diversity, Goals and Entrepreneurship.

Daytona Regional Chamber members can register online for these events, scheduled for January 25, April 26th, July 26th and October

25th. Mark your calendars now for these dates.

Lunch with Leaders: Small Gestures, Big Impact. The Lunch with Leaders series will take place bi-annually, on March 22nd and September 27th. This series will provide an opportunity in a small group setting for a small business to have conversations with an experienced individual in the community. These lunch events will have very limited space available, will be limited to small business owners, and only available to Daytona Regional Chamber of Commerce members.

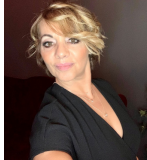
Small Business Resources: In partnership with Volusia County Economic Development, businesses and the community will have direct access to the Volusia Business Resources portal through the Daytona Regional Chamber of Commerce website. The Volusia Business Resources portal will provide current information on commonly sought resources, such as available grants, scholarship opportunities, available partnerships, and general additional business support in the community.

An Opportunity to Shine: If you have a topic that you would like to share and engage members with for the BRIDGEx program and would be interested in leading one of these events, or to be considered as a lunch host for the Lunch with Leaders program, please contact Samantha Crouch, Vice President of Small Business Development, 386.523.3678.



BUSINESS DEVELOPMENT & COMMUNITY AWARENESS

Ambassador Spotlight



Meet Ambassador Maria Maillo, Office Manager, **New Journey Chiropractic**

Q. Why are you involved with Daytona Regional Chamber?

A. To connect with the community and assist and establish the importance of having a membership as well as the benefits.

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

A. Native Floridian, mother of three boys and a grandmother.

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

A. I want to travel to Japan and I look forward to adding more countries to my list in 2023.

Underwriting a Daytona Regional Chamber Membership Can Shift the Trajectory of a Business in 2023

In a time when countless businesses are gearing up for a brand new year filled with possibilities, the underwriting of a Daytona Regional Chamber membership is a way more successful businesses can give back and support the small business community. Here are the top reasons why:

Membership opens the door to the business community. Owners of struggling established or new businesses who are unfamiliar with the purpose and benefits of a Chamber of Commerce might not easily conceptualize investing in membership right now. Give them a chance to gain first-hand knowledge of how membership investment is a critical part of a successful business strategy.

Membership is experiential and lasts all year. Experiential opportunities are more popular than ever, and a Daytona Regional Chamber membership monumentally delivers in this aspect for an entire year. This gives business owners unsure of how membership benefits them time to explore and appreciate the many resources available. They can work with Daytona Regional Chamber staff to develop a prescriptive approach to harnessing the power of the features and benefits best suited to their unique business needs.

Access to soft and hard skill development necessary to succeed in business. Whether it's through attending a Business After Hours, serving on a committee or calling

another member for information, new members will gain vital experience networking and marketing in the business community.

Connections, visibility, information, training and education, economic development and advocacy/legislative affairs comprise the framework of exemplary value the Daytona Regional Chamber provides to our community. You already know why your company joined and why you remain a member. Help someone else discover their unique why in 2023. Who knows? You just may have opened the door to a future board chair.

For more information about how you can support another business joining the Chamber, please contact Daytona Regional Chamber Membership Team Members Lori McMullin, APR, Business Development Director, 386.523.3680 or Samantha Crouch, Vice President of Small Business Development, 386.523.3678.



Thank You for Your Referral

The Daytona Regional Chamber would like to thank Todd Huffstickler from **Vann Data** for connecting us with **Brightstar Care** and Ambassador Committee Member and Board Member Jonny Magill from **Jonny Nomad Media** for connecting us with **Ponce Inlet Surgical Associates** 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, 386.523.3680.

ADVOCACY & ECONOMIC PROSPERITY

Volusia Delegation Meeting

The Daytona Regional Chamber will be delivering its 2023 Legislative Priorities on Monday, January 9 during a public meeting. The Volusia County Legislative Delegation will hear testimony from the public and other stakeholders on matters affecting our local community and the state of Florida. The public hearing will take place from 9:00 a.m. until 1:00 p.m. at DeLand City Hall, 120 S. Florida Ave., DeLand, FL, 32720.

The Daytona Regional Chamber 2023 Priorities are available at DaytonaChamber.com

Special Session

During a special session in December 2022, state legislators passed three bills targeting Property Insurance, Disaster Relief, and Toll Relief. One bill establishes the Florida Option Reinsurance Assistance (FORA). Reinsurance rates are expected to increase at least 50%. To cover the increased cost, insurance companies pass on those expenses to policyholders in the form of premium increases. The Legislature is hopeful that lower reinsurance rates offered through the program will decrease the need for insurance companies to increase premiums. Check out our website for a more in-depth blog at DaytonaChamber.com for more details of the special session.

Eggs & Issues

Join the Daytona Regional Chamber on Friday, January 13 for our first Eggs & Issues program of 2023, sponsored by **Halifax Health**, **CareerSource Flagler/Volusia** and **Lifestyle Realty Group**. Featuring a special update from Jim Judge, Director of the Emergency Services Department with Volusia County, this program is critical for the business community to attend.

Director Judge will be delivering a much-needed update on where our community stands after hurricanes and the plans for the county to deal with future storms.

For more information please contact Shawn Richmond, Director of Advocacy, 386.255.7174.

CHECK OUT OUR ADVOCACY



Homeowner Insurance Crisis



And more issues...

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.

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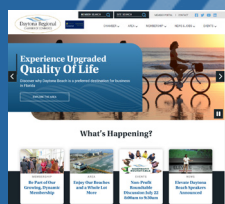
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CONTACT
SAMANTHA CROUCH
OR KEN PHELPS
386.255.0981

Welcome New Members

Congratulations to our newest members who made the recent decision to join:

- ★ **Brightstar Care**
- ★ **Ponce Inlet Surgical Associates**
- ★ **SCORE Volusia/Flagler Chapter 87**
- ★ **The Orthopedic Clinic**

Your membership supports our efforts to strengthen the business community. The business owners and operators you meet work in association with the Daytona Regional Chamber and can be your clients or open doors to other companies to help grow your business.

If you too are interested in becoming a member, contact Lori McMullin, APR, Director of Business Development, 386.523.3680.

VYPG Upcoming Event

January Social at Dave & Busters

Thursday, January 19

5:30 p.m. - 7:30 p.m.

Dave & Busters

1507 Cornerstone Blvd

Daytona Beach, FL

Members \$5/Non-Members \$10

Join the Volusia Young Professionals Group (VYPG) for their first social of the new year. Be sure to bring a business card and enter for a chance to be featured in their Member Spotlight!

Register at volusiaypg.com

Daytona Regional Chamber Upcoming Events

Eggs & Issues: Jim Judge

Friday, January 13th

7:30 a.m. - 9:00 a.m.

Halifax River Yacht Club

Members \$24/Future Members \$40

For further information contact
Shawn Richmond, Director of
Advocacy, 386.255.7174

Business After Hours: The Gallery at Port Orange

Tuesday, January 17th

5:00 p.m. - 7:00 p.m.

Members \$10/Future Members \$35

For further information contact
Nicole Bosley, Program Manager,
386.523.3672

BRIDGEx

Wednesday, January 25th

9:00 a.m. - 10:00 a.m.

Daytona Regional Chamber

Open to all active members ONLY

For further information contact
Samantha Crouch, Vice President
of Small Business Development,
386.523.3678

Nonprofit Roundtable

Friday, January 27th

8:00 a.m. - 9:30 a.m.

Daytona Regional Chamber

Member invite only

For further information contact
Nicole Bosley, Program Manager,
386.523.3672

Be sure to register for these
upcoming events by going to
DaytonaChamber.com

CAUGHT ON CAMERA



Market Watch Business Summit 2022 Presenters Group Photo



Avocado Bikes Ribbon Cutting



Barwick Bank presents Business After Hours at Riverfront Esplanade



Door prize winners at Business After Hours at Riverfront Esplanade



Business After Hours at Riverfront Esplanade



Soft Skills Youth Summit



DEI Council Meeting at the UCF Business Incubator