FACP
Mid-Month Memo

2017 Spring Conference Set for May 4-5



Thanks to our members' feedback, the 2017 Spring Conference will be held at the historic and beautiful Plantation on Crystal River on **May 4-5**! We appreciate all of you who took the time to respond to our survey to help us pick the conference dates.

The **Early Bird Rate of $195** is available through **March 31**, so register today and take advantage of the savings. For even more savings, register 3 or more staff members and receive a 15% discount on the third and subsequent attendee!

Register

Hotel reservations can be made by calling **800-632-6262** and requesting the Florida Association of Chamber Professionals Room Block Rate of $99 per night (or $119 per night for a Patio Room).

... Professional Development
Conference Call & Webinar Series

PR 101:
5 Simple Steps to Landing Press
January 19 · 2 pm (Eastern)

This session will cover
5 Simple Steps to Landing Press:

1. **Media Formulas - How they Open the Door to Media Exposure**: What is a Media Formula?
2. **How to Target the Correct Journalist, Producers & TV Host:** Who are the anchors/reporters that cover the segments that would relate to your company/ brand/story?
3. **Top PR Strategies that make the Media want to Talk to You:** What does the media want to hear? What makes a great story?
4. **How to use a Publicity Calendar to get Booked on "Timely" Segments:** Having a pitch that is "Timely" significantly increases chances of getting booked
5. **How to Write the Perfect Pitch:** Pitch vs. Press Release



Carolynn Smith is a Hall of Famer in NCAA Women's Basketball, Emcee of the 2015 NCAA Women's Basketball Final Four, a Former Fox Sports Radio personality, "Million Dollar Baby" in sales and marketing for Hilton Hotels Worldwide & Starwood Hotels and owner of the highly successful company, Seven PR + Marketing— Carolynn Smith is a sales, marketing, and PR professional, specializing in marketing, public relations, and event production with over 15 years of experience in the sports, hospitality, and entertainment industries. Carolynn knows the critical components necessary to take your publicity and marketing to the championship level and ensure the bottom line increase.

Register

This Seminar is Free
Advanced Registration is required.

FACP

ABOUT FACP | MEMBER CENTER | EVENTS & NEWS

Available Jobs

Chamber	Open Position
Sanibel-Captiva Chamber of Commerce	Member Services Manager

Apply



Is Your Chamber Hiring?

Don't forget to post your available positions on the FACP website. The job posting service is free to FACP member chambers and the applications from potential employees are sent directly to your chamber and are confidential and seen only by your chamber.

Post a Job

FACP THURSDAY SURVEY

BECAUSE U R THE ONE WHOSE ANSWERS COUNT!

The Results Are In....
And Your Ideas are Welcomed!

As an FACP member, every Thursday morning brings you another opportunity to share (and later gather) feedback on topics relating to chamber management and operations.

Your ideas and suggestions for survey topics are welcome (and needed!). If you have a question or need information, chances are, one of your peers has the same question and would also benefit from the survey responses. Please **click here to submit suggestions**.

Florida Certified Chamber Professional
FCCP
Florida Association of Chamber Professionals

Shane Moody, CCE, FCCP, Destin Area Chamber
Stephen Queior, FCCP, Sarasota Chamber
Troy McLellan, CCE, FCCP, Greater Boca Chamber
Hope Allen, FCCP, Wesley Chapel Chamber
Skip Alford, FCCP, South Dade Chamber
Cindy Brief, FCCP, Coral Springs Chamber
Robert Goltz, IOM, FCCP, Miramar/Pembroke Pines Chamber
Nancy Keefer, IOM, CCE, FCCP, Daytona Regional Chamber
Bob Rohrlack, CCE, FCCP, Tampa Chamber
Dana Dittmar, FCCP, Sun City Center Chamber
Robin Sollie, IOM, FCCP, Tampa Bay Beaches Chamber

CERTIFIED+ CHAMBER
Florida Association of Chamber Professionals

Bay County
Bonita Springs
Charlotte County
Delray Beach
Indian River
Manatee
Melbourne Regional
Miramar-Pembroke Pines
Ocala-Marion
Panama City Beach
Pensacola
Seminole County
Greater Tampa
Wesley Chapel
Winter Haven

CERTIFIED CHAMBER
Florida Association of Chamber Professionals

Clay County
Flagler County
Gainesville Area
Hispanic/Metro Orlando
Saint Johns
Sarasota
Sebastian River
South Lake
West Orange

Want to add your chamber to the above list?
It's never too early to start working on your application -- due date is June 15, 2017.



2017 Annual Conference

September 11-13

(Host Location within the North Florida area TBD)

It's Time to Submit Your Nominations....

2016 Professional of the Year Award Applications due before February 26!



2015 Professional of the Year, **Krista Carter, IOM,** (right) of the West Orange Chamber of Commerce and **Debbie Cotton**, FACP Awards Chair, of the Ormond Beach Chamber of Commerce.

Attention: Chamber Presidents/CEOs/ Executive Directors

It's time to recognize your top performing staff member by nominating him/her for the

2016 Professional of the Year Award

which will be presented at the 2017 Spring Conference in May.

What a great say to say "thank you" to and recognize that staff member who always goes above and beyond!

Have more than one star performer?
No worry --
nominations are not limited to one per chamber.

Download the Application



How Does Your Chamber Position Itself as the Futurist for Your Community? March 3 • 2 pm (Eastern)



Jerry Parrish

The Florida Chamber's **"Florida Scorecard"** is a valuable tool that is available for your chamber!

Learn from **Dr. Jerry Parrish**, Chief Economist and Director of Research for the Florida Chamber Foundation and **Mark Wilson**, President of the Florida Chamber, how to use this important data for your chamber to become the futurist for your community.



Mark Wilson

Register

This Seminar is Free
Advanced Registration is required.

Regional Meetings are Great Tools for Learning

If you haven't attended a Regional Meeting lately, you're missing out on a gret opportunity to not only network with your peers, but also to share best practices.

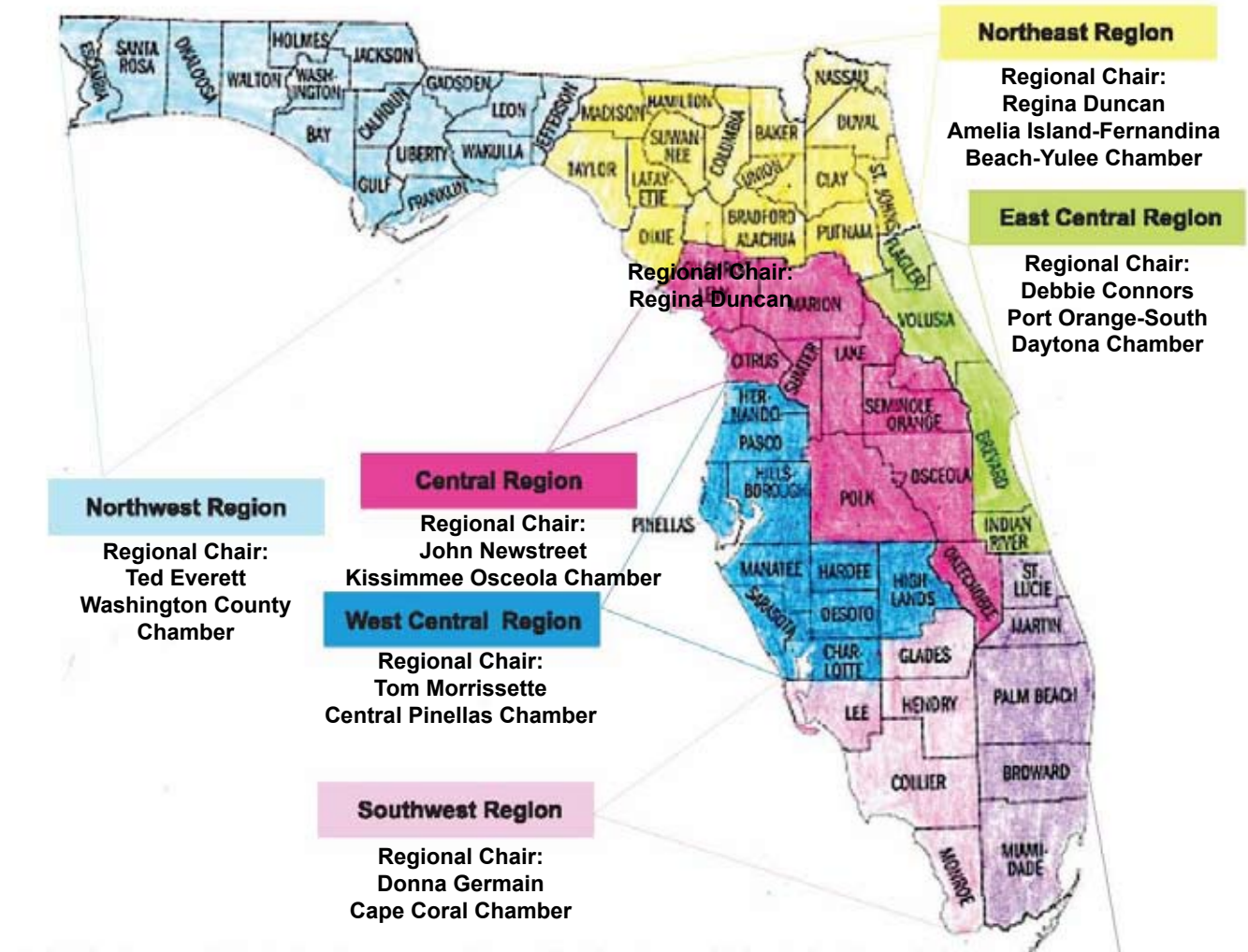


FACP currently has 7 regions, which are designed to be focus areas for meetings and are NOT intended to be boundaries or restrictions. Members are welcome to attend meetings in any region and are welcome to attend multiple meetings, should they desire to do so for additional benefits.

Scheduled meetings include:

East Central Regional Meeting
Date: 1/27/2017
Time: 8:30 AM TO 12:00 PM
Port Orange-South Daytona Chamber of Commerce
3431 Ridgewood Avenue
Port Orange, FL 32129

Central Region Meeting
Date: 4/7/2017
Time: 9:00 AM TO 12:00 PM
West Orange Chamber of Commerce
12184 West Colonial Drive



2016-2017 Board of Directors

Executive Committee

Chair
Nancy Keefer, CCE, IOM, FCCP
President
Daytona Beach Regional Chamber of Commerce

Immediate Past Chair
Stina D'Uva, IOM
President & CEO
West Orange Chamber of Commerce

Chair-Elect
Debbie Cotton
President
Ormond Beach Chamber of Commerce

Treasurer
Dawn Adams, IOM
Vice President of Finance & HR
JAX Chamber

Central Region Chair
John Newstreet
Kissimmee-Osceola County Chamber of Commerce
President & CEO

Southwest Region Chair
Donna Germain
President
Chamber of Commerce of Cape Coral

Northwest Region Chair
Ted Everett
Executive Director
Washington County Chamber

East Central Region Chair
Debbie Connors
President/CEO
Port Orange/South Daytona Chamber of Commerce

West Central Region Chair
Tom Morrissette
President
Central Pinellas Chamber of Commerce

Southeast Region Chair
Troy McLellan, CCE, FCCP
President & CEO
Greater Boca Raton Chamber of Commerce

Northwest Region Chair
Regina Duncan, CCE, CAE
President
Amelia Island-Fernadina Beach-Yulee Chamber

FACP President
Tammy C. Bracewell, IOM

Skip Alford, FCCP
CEO
South Dade Chamber of Commerce

Hope Allen, FCCP
President
Wesley Chapel Chamber of Commerce

Tresa Calfee
Vice President
Clay County Chamber of Commerce

Kelly Flannery
President/CEO
South Tampa Chamber of Commerce

Robert Goltz, IOM
President/CEO
Miramar-Pembroke Pines Chamber of Commerce

Brittany Lamont
Director of Communications and Events
Greater Sarasota Chamber of Commerce

Dan Linblade, CAE
President
Fort Lauderdale Chamber of Commerce

Beth Mitchell
Executive Director
Sebastian River Area Chamber of Commerce

John Newstreet
President & CEO
Kissimmee Osceola Co. Chamber of Commerce

Corydon "Cory" Skeates
President/CEO
Lakeland Area Chamber of Commerce

Elizabeth Spies
Vice President of Communications
Destin Area Chamber of Commerce

Jesse Walters
President
Miami Shores Chamber of Commerce

Mark Wilson, CCE
President & CEO
Florida Chamber of Commerce

Katie Worthington
President
Winter Haven Chamber of Commerce



PERU EXPRESS

TOURS DAYS: 08 DAYS
USA – LIMA – CUZCO – MACHU PICCHU – LIMA – USA

DEPARTURE DATE: 09 Feb, 2018



DISCOVER INDIA

TOURS DAYS: 10 DAYS
USA - DELHI - AGRA - BHARATPUR – JAIPUR – DELHI – USA

DEPARTURE DATE: 31 Mar, 2018



SUPER SOUTH AFRICA

TOURS DAYS: 11 DAYS
USA – JOHANNESBURG - KRUGER NATIONAL PARK - STELLENBOSCH - CAPE TOWN – USA

DEPARTURE DATE: 20 Sep, 2017

Click Here for Trip Information & Earn $ for Your Chamber

Destination and Departure Dates:
Peru – Feb. 9, 2018 **India** – Mar. 31, 2017 **South Africa** – Sept. 20, 2017
Trip Cost to Chamber Member
Peru - $2,190 **India** - $2,190 **South Africa** - $2,990

Earn $300 per passenger for your chamber!
Earn One FREE ticket for your chamber with every 20 trips that are booked

FACP and Indus Travels are pleased to announce an excellent non-dues revenue opportunity -- revenue-sharing trips to Peru, India and South Africa. Any FACP Member Chamber may participate in this opportunity.

Indus will assist you in marketing the trips, with a landing page already created for your use -- you can click here to view the page.

Registration is simple – Indus has created a registration site exclusive for the program with referring chambers listed in a drop-down menu to ensure that you receive credit for all trips that your chamber refers.

If your Chamber is interested in participating or would like more information, please email Harish at harish@indus.travel or call him at 647-526-0063.

NEW Trip Dates!

indus
exceptional experiences!

THANKS TO OUR GENEROUS FACP SPONSORS, EVERYONE CAN...



FLORIDA CHAMBER of Commerce

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awardsthatwork.com

Thank You

For Your Continued Support of our Mission to Enhance Excellence in Chamber Management!