



Spring Conference May 4-5, 2017 in Crystal River



The dates have been set, esteemed speakers are being confirmed and the early birds are saving money and registering now for the Spring Conference, which has grown to become a favorite among our members -- both new and seasoned!

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

Confirmed Speakers To Date

The Art of Being a Chamber Professional

Presented by Jason Hedden , Chair, Visual and Performing Arts at Gulf Coast State College

Being a Chamber Professional can be one of the most rewarding -- and, yet, equally challenging -- careers! This session will provide a unique spin on engaging members and selling.

Surviving an Active Shooter Incident

Presented by Dr. Jeff Cantor, Global Security Expert and Kidnap & Ransom Response Specialist

It's something that we hope we will never experience, but we know all too well that it happens -- an active shooter attack on a crowd. What are proactive measures you can take should you find yourself in an unthinkable situation.

Digital Marketing Trends in 2017

Presented by Ken Countess, Managing Director, The Countess Group

Digital marketing is changing thanks to widespread ownership of smartphones, ever-increasing data and video streaming, combined with a cultural desire for digestible and personalized content. Do you know which trends will impact YOUR organization in 2017? How can you jump on some of these trends to get an edge on your competition?

What is "Kindling" Your Chamber?

Presented by Jim Mathis, IPCS, CSP, MDIV, The Reinvention PRO™, J&L Mathis Group, Inc.

The Kindle has changed paper publishing forever, Netflix has changed movie theaters and the smart phone has altered banking, purchasing and interaction services. What is "kindling" your chamber?

Additional speakers are being confirmed and will be posted once confirmations have been received.

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).



How Does Your Chamber Position Itself as the Futurist for Your Community?

March 2 • 2 pm (Eastern)

New Date



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.*



**2017
Annual
Conference**

September 11-13

ONE OCEAN

REMINGTON

LUXURY ATLANTIC BEACH HOTEL & SPA



One Ocean Resort and Spa is situated on the sweeping white sands and rolling waves of the Atlantic Ocean, minutes from Jacksonville and Ponte Vedra Beach. The luxury resort entices guests with accommodations and stylish suites featuring views of the Atlantic Ocean. A personal Docent greets guests by their names and escorts them down the gallery-lit halls to their room. As the only full-service oceanfront spa in Northeast Florida, the Spa at One Ocean Resort offers beautiful views of the rolling surf from the comfort of its meditative lounge and offers a sensory stimulating journey in an intimate setting.

“We are too busy to take the time to apply for awards....”

“What benefit is there other than getting a plaque?”

If you have had those or similar thoughts, please take a moment to read this message from Carol Roberts, President & CEO of the Bay County Chamber.

“As a recipient of the Chamber of the Year Award in 2004, 2010 and 2016 it prides me to bring this award home to my community. That recognition brings attention and a level of excitement to our organization by our members and the community at large.

We received multiple news stories throughout the panhandle of Florida and even by Governor Scott in person. Being recognized by your peers for outstanding business practices; organizational planning; financial stability and many more areas of involvement makes you stand out among the many competing organizations and Chambers. Being a 40 year Chamber veteran this one award in my opinion does more good for our organization than any other recognition that we could possibly obtain. I highly encourage all Chambers to apply! I assure you it will be worth the investment of time because everyone wants to be affiliated with an **AWARD WINNING** organization.” --- Carol Roberts, Bay County Chamber

The Bay County Chamber has also won numerous Communications Awards and Carol is a prior recipient of the Professional of the Year Award (now known as the Executive of the Year Award).

**Chamber of the
Year Application**

**Executive of the
Year Application**

**Communications
Awards Application**

Chamber of the Year, Executive of the Year and Communications Awards applications are due by August 1, 2017.

2016 Professional of the Year Award Applications Due before March 20!



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 way 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



3...Count Them, Yes, 3... \$500 Scholarships Available for 1st Time Institute Attendees -- Apply by March 15th!

FACP is proud to partner with Institute for Organization Management, the U.S. Chamber of Commerce Foundation's professional development program for non-profit executives, and offer two \$500 partial tuition scholarships to one of Institute's 2017 sites. In addition, we are fortunate to have been given the opportunity to offer an additional \$500 partial tuition scholarship to the Southeast Institute, thanks to FACP former Board Member Ray Villegas (Seminole County Chamber), who is a Board Member of the Southeast Institute at UGA.

These scholarships, available to our members, will be awarded to students attending Institute for the first time to assist with enrollment fees. They cannot be combined with any other Institute scholarships and cannot be applied to tuition for someone who has already registered to attend.

For over 90 years, Institute has educated association, chamber, and other nonprofit leaders across the country through its national program, highly rated curriculum and high caliber instructors. Thousands of executives have attended Institute sites across the country to strengthen their management skills, learn industry best

practices, and gain a broad national perspective from peers. Participants earn points towards their CCE or CAE certification as Institute's curriculum is directly tied to the bodies of knowledge of both the American Society of Association Executives and the Association of Chamber of Commerce Executives.

Upon completion of the Institute program, graduates receive the IOM recognition which allows them to use the letters "IOM" in public mention and professional correspondence. The IOM recognition signifies the completion of 96 hours of course instruction in nonprofit management and commitment to the industry.

If you are interested in this scholarship opportunity, please return completed applications to director@facponline.com by March 15th.

For more information about Institute's curriculum, sites, and dates, visit the [Institute Web site](#) and [Prospective Student Toolkit](#) to help you gain insight into the program.

**Download the
Scholarship Application**

Thank You!

FACP thanks **Ray Villegas** for offering the scholarship opportunity exclusively to our FACP members.

Thanks, Ray, we appreciate your continued commitment to the chamber profession!

IMPORTANT DATES AND DEADLINES

INSTITUTE SITES AND DATES

Winter Institute
University of Arizona
Tucson, AZ
January 4-8, 2017

Midwest Institute
University of Wisconsin
Madison, WI
June 4-8, 2017

Southeast Institute
University of Georgia
Athens, GA
June 25-29, 2017

West Institute
Loyola Marymount University
Los Angeles, CA
July 9-13, 2017

Northeast Institute
Villanova University
Villanova, PA
July 30-Aug. 3, 2017

EARLY ENROLLMENT DEADLINES

Be sure to register for the Institute site of your choice before the early enrollment deadline to save \$200 on your tuition! Individual tuitions increase \$200 after the deadline.

Winter Institute	Friday, Nov. 18, 2016
Midwest Institute	Friday, April 21, 2017
Southeast Institute	Friday, April 21, 2017
West Institute	Friday, May 26, 2017
Northeast Institute	Friday, May 26, 2017

SCHOLARSHIP DEADLINES

Winter - October 21, 2016
Midwest & Southeast - March 24, 2017
West & Northeast - April 28, 2017



Regional Meetings are Great Tools for Learning

If you haven't attended a Regional Meeting lately, you're missing out on a great 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:

Southeast Region Meeting

Date: 4/4/2017 (tentative)
Time: 8:00 AM TO NOON
Boca Chamber of Commerce
1800 N. Dixie Hwy.
Boca Raton, FL 33432

Central Region Meeting

Date: 4/7/2017
Time: 12:30 PM TO 3:00 PM
West Orange Chamber of Commerce
12184 West Colonial Drive
Winter Garden, FL 34787

West Central Region Meeting

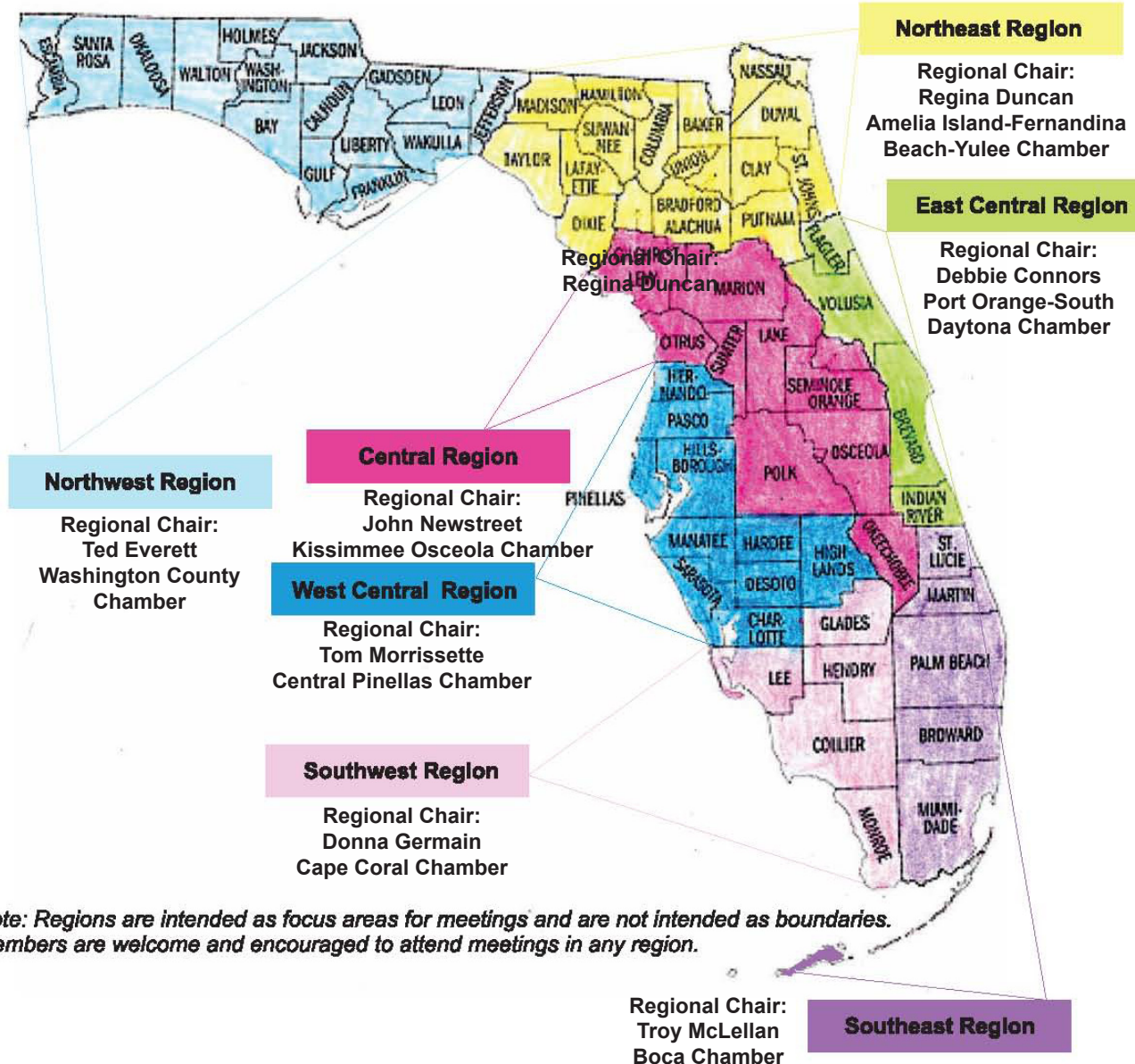
Date: 4/21/2017
Time: 8:00 AM TO NOON
Location TBA
Wesley Chapel Area

Northwest Region Meeting

Date: 4/27/2017
Time: 10:00 AM TO 2:00 PM (Central)
Bay County Chamber of Commerce
235 W 5th St
Panama City, FL 32401

East Central Region Meeting

Date: 6/30/2017
Time: 8:30 AM TO Noon
Location: TBA



Note: Regions are intended as focus areas for meetings and are not intended as boundaries. Members are welcome and encouraged to attend meetings in any region.



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



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](#).



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



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



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

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.



Holly Hill Chamber of Commerce
Rose Schuhmacher
(386) 255-7311
rose@hollyhillchamber.com

Help us grow FACP...recommend and refer chambers within your region and interested vendors!

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



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



9 North Federal Avenue
Mason City, IA 50401
641.423.5724
www.masoncityia.com

**What our
Clients Say!**

I encourage your chamber to partner with Indus Travels!

--Robin Anderson, CCE IOM

South Africa

Recently, our chamber partnered with Indus Travels for the third time. Indus will be our vendor for a ten-day trip to South Africa. This itinerary proved to be so popular with our members, that we immediately booked a second date, and now both trips are full.

Peru

Last April, we traveled with Indus to Peru. I am very impressed with the manner in which Indus staff kept in touch with me throughout the sales campaign. Once our trip was booked, the helpful staff at Indus worked very hard to arrange a trip of a lifetime for our travelers.

India

Indus made customized our trip to India by arranging for a special visit to the Ministry of Agriculture in New Delhi that was important to our delegation. India is a fabulous destination and our experience was made even more enjoyable through the efforts of Indus Travels and its partners. The motor coach was clean, comfortable, and operated by a skilled driver. Our knowledgeable and personable guide spoke perfect English and attended to our every need.

Chamber Travel

We view our travel program as a way our chamber can assist members in successfully making the transition to a global economy. We select destinations that are important U.S. trading partners--countries that our members would likely NOT travel to on their own.

Our chamber gains goodwill from our international trips that will continue to pay dividends down the road. We're looking forward to a continued successful relationship with Indus Travels. Please feel free to contact me if you are considering global travel opportunities for your members.

indus
exceptional experiences!

**NO OBLIGATION
WEBINAR**

March 22 at 2 p.m.

**CLICK HERE
TO REGISTER NOW!**

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



FACP



WebLink
Grow Faster



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