

Say Thank You and Honor A Star Staff Member ...



Tamara Fleischhaker, Ocala/Marion County Chamber Economic Partnership, (left) is shown accepting the 2016 Professional of the Year Award from Awards Chair, Kelly Flannery, at the 2017 Spring Conference in Crystal River.

2017 Professional of the Year Award Applications Due February 26!

Attention Chamber Presidents/CEOs/Executive Directors:

It's time to recognize your top-performing staff member by nominating him/her for the **2017 Professional of the Year Award**. Can't decide on just one employee? Nominate more than one and let our judges decide!

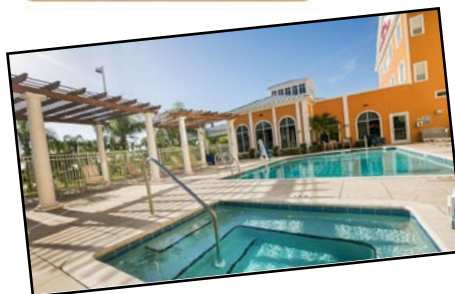
The award will be presented at the 2018 Spring Conference in May.

This year's winner will join the ranks of prior winners, including **Jacki Dezelski** of the Manatee Chamber of Commerce and **Krista Carter**, IOM, of the West Orange Chamber of Commerce.

[Download the Application](#)



Spring Conference Set For May 3-4, 2018 In Lakeland



Mark Your Calendars NOW for the 2018 Spring Conference and watch for Registration Info!



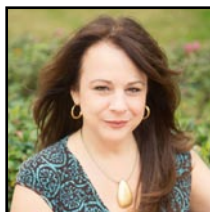
... Professional Development Conference Call & Webinar Series



Compassionate, Courageous Conversations January 31 at 2 p.m. (Eastern)

Are you dreading a conversation with "that" Board Member or Chamber Member because you just don't know it will go?

If so, then you will definitely want to take part in this month's seminar, which will focus on getting past the uncomfortable in order to engage in authentic conversations. Claudia Jean will discuss strategies on how to bring compassion and courage to every conversation using the CHAT Personality Language system in order to create more meaningful relationships both professionally and personally. If you enjoyed Claudia Jean's session at the Annual Conference, you definitely won't want to miss this seminar.



Claudia Jean is an award-winning speaker, producer, master trainer and deeply passionate teacher who lives her life transparently to help others transform and evolve to their full potential and authentic selves.

[Register Now](#)

Regional Meetings Underway -- Catch One Near You!

Northeast Region Meeting

Date: 1/22/2018
Time: 2:30 PM TO 4:00 PM
Clay County Chamber of Commerce
1845 Town Center Blvd. Bldg. 400,
Ste. 410, Fleming Island, FL 32003
(904) 264-2651

Central Region Meeting

Date: 2/1/2018
Time: 2:00 PM TO 4:00 PM
Greater Winter Haven Chamber of Commerce
401 Avenue B, N.W., Winter Haven, FL 33882
(863) 293-2138

Southwest Region Meeting

Date: 1/25/2018
Time: 9:00 AM TO 12:00 PM
Greater Fort Myers Chamber of Commerce
2310 Edwards Dr., Fort Myers, FL 33902
(239) 332-2930

East Central Region Meeting

Date: 2/9/2018
Time: 8:30 AM TO 11:30 AM
Port Orange-S Daytona Chamber of Commerce
3431 Ridgewood Ave., Port Orange, FL 32129
(386) 761-1601

*Simply click on a
meeting to register*



Matthew Montoya with Constant Contact shares the details at the West Central Region Meeting about Constant Contact's new revenue share program that is being offered only to Chambers of Commerce in Florida and Illinois.

The program was unveiled at the Annual Conference in November. In case you missed it, you can still get the details and register your chamber for the program. You can also catch Matthew at upcoming Regional Meetings.

Constant Contact 

Potential Revenue Share Estimates for your Chamber

# of members signed up	Monthly Revenue Earned	Yearly Revenue Earned
1 member	\$5	\$60
5 members	\$25	\$303
10 members	\$50	\$606
20 members	\$101	\$1,012

Note: The monthly and yearly revenue share estimates are based on the package selection and list size of the average Constant Contact user. Revenue share is only paid on users who sign up through your chamber's Partner Referral Link.

**View the Revenue
Share Flyer**

**Register My
Chamber**

2017-2018 Regional Chairs

Central: John Newstreet, Kissimmee/Osceola Chamber
East Central: Debbie Connors, Port Orange-South Daytona Chamber
Northeast: Tresa Calfee, Clay Co. Chamber
Northwest: Ted Everett, Washington Co. Chamber
Southeast: Troy McLellan, Boca Chamber
Southwest: Donna German, Cape Coral Chamber
West Central: Kelly Flannery, South Tampa Chamber

CHAMBER

OPEN POSITION

Miramar/Pembroke Pines
Chamber of Commerce

**VP of Programs/
Executive Director**

[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](#)

Attention: South Florida Chambers

The Request for Proposal for the 2018 Annual Conference will soon be sent to all member chambers in the Southeast and Southwest Regions. This is your opportunity to share the RFP with **your member** properties that would like to provide a bid to host the event.

Please watch your primary contact's Inbox for the RFP information and good luck as we determine which South Florida community will win the bid to host the FACP 2018 Annual Conference!

Do You....

**Have Questions of Your Peers?
Want Input on a Potential Program?
Need Data for Your Board?**

If you answered "Yes" to any of those questions, let us help!

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.

Recent Thursday Survey topics include:

- Application Fees ,Discounts for Multiple Businesses and Non-Profits
- Membership Expenses (% of Membership Revenue)
- Fees for Ribbon Cuttings
- Chamber Apps
- Dues Percentage of Total Budget
- Cancellation Policy
- Pet-Related Events
- Retired Professional Groups
- Information Sent with Renewal Invoices
- Hurricane Irma Impacts
- Reserve Accounts

[Click here](#) to view the results of these and other survey topics.



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ICYMI: Mick Fleming shares, “Not done yet.”

Just when you thought you might be free from my meddling, I stumble back into chamber life. I am proud to announce my new affiliation with Convergent Nonprofit Solutions, a firm that has proven itself to be a formidable resource for chambers and development organizations.

While Convergent is known primarily for their funding feasibility study and capital campaign services, the firm has been steadily increasing the consulting side of its business. As a Partner, I will extend my passion for coaching organizations and professionals to deal with whatever comes next through a variety of services that “Speak. Plan. Advise. Examine.” - [\(click here for full story\)](#)



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Bay County
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Manatee
Melbourne Regional
Miramar-Pembroke Pines

Ocala-Marion
Pensacola
Putnam County
Seminole County
South Tampa
Greater Tampa
Wesley Chapel
Winter Haven



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



Shane Moody, CCE, FCCP, Destin Area
Troy McLellan, CCE, FCCP, Boca
Hope Allen, FCCP, Wesley Chapel
Skip Alford, IOM, FCCP, Panama City Beach
Cindy Brief, IOM, FCCP, Coral Springs

Nancy Keefer, IOM, CCE, FCCP, Daytona
Bob Rohrlack, IOM, CCE, FCCP, Tampa
Robin Sollie, IOM, FCCP, Tampa Bay Beaches
Robert Goltz, IOM, FCCP, Miramar/Pembroke Pines
Corydon G. Skeates, FCCP, Lakeland

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



FACP



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