

24-pages
Coming Soon.
Will Your Business
Be Included?

VyStar Credit Union and Chamber Honor U.S. Military



Nearly 300 people came out to show their appreciation for the selfless men and women of our armed forces at the Clay Chamber annual Military Appreciation Luncheon held May 25 at the Thrasher-Horne Center. **VyStar Credit Union** was the presenting sponsor. Rear Admiral Babette “Bette” Bolivar, Commander, Navy Region Southeast gave the keynote address.

The Chamber awarded plaques to nine (9) military honorees.

Naval Air Station Jacksonville

- AWO1 (NAC/AW/SW) **Michael C. Griffin**, Patrol and Reconnaissance Wing Eleven
- BM2(SW) **Johniqua Williams**, Fleet Readiness Center Southeast
- MU1 (SW) **Trent Perrin**, Commander Navy Region Southeast
- AM2 (AW) **Aaron A. Gabbard** Patrol Squadron Thirty

SEE MILITARY, 4

Penney Receives Gold Seal

THE ONLY SKILLED NURSING FACILITY IN NORTH FLORIDA TO RECEIVE THE GOVERNOR'S GOLD SEAL ON EXCELLENCE IN LONG-TERM CARE 9 CONSECUTIVE TIMES

The Florida Agency for Health Care Administration (ACHA) has recognized The Pavilion for Health Care with the prestigious Governor's Gold Seal on Excellence in Long-Term Care Award. The Pavilion for Health Care is Penney Retirement Community's skilled nursing center. It has received the Gold Seal a total of 9 consecutive times since its inception in 2002 – more than any other skilled nursing facility in North Florida.

Teresa Scott, President/CEO of Penney, announced the award at a reception at The Pavilion for Health Care, located on the Penney campus at One Pavilion Place, Penney Farms, FL 32043. Ms. Scott also commended the staff on their continuous efforts to maintain the highest standards at The Pavilion.



Teresa Scott, President/CEO

The Gold Seal Program awards and recognizes skilled nursing facilities that demonstrate excellence in long-term care over a sustained period, promote the stability of the industry and facilitate the physical, social, and emotional well-being of their residents.

Penney Retirement Community is an active, 55+, Christian, continuing care retirement community that has provided an exceptional retirement lifestyle since 1926. With 484 residents, 381 of them live independent,

SEE Penney, 4

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Permit No. 233

What's Inside:

**VyStar President/CEO
Terry R. West
Retires in August**

More on page 7

Clay Business Connection is published monthly by Clay Today and is the official publication of Clay County Chamber of Commerce which has been serving its members since 1962.

Clay County
Chamber of Commerce
1734 Kingsley Avenue
Orange Park, FL 32073-4494
Phone (904) 264-2651
www.claychamber.com





COMMIT. CREATE.

2016/2017
CHAMBER BOARD OF DIRECTORS

OFFICERS

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Chair-Elect: Bob Olson, Director of Auxiliary Services - Thrasher-Horne Business Operations

Immediate Past Chair: David Goldberg, Principal - DM Image Design, LLC

President:

Doug Conkey, Clay County Chamber of Commerce

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Marketing & Communications:

Jon Cantrell, Publisher - Clay Today

Workforce Development:

Daphne David, Chief Operating Officer - Orange Park Medical Center

Economic Development: Mike Vallencourt, President & CEO - Vallencourt Construction Company Inc.

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R. Patrick Hayle, President & CEO - Mercy Support Services, Inc.

Rosiland Bridges, Vice President - VyStar Credit Union

Brian Knight, Founder - Pragmatic Works

Clay Business Connection is published monthly by the Clay County Chamber of Commerce
1734 Kingsley Ave., Orange Park, FL 32073.
(904) 264-2651 ext. 209.
Marketing@claychamber.com

VISION:

Serve our members with loyalty and excellence; Build relationships that are credible and influential; Promote and preserve an environment that enhances vitality in the business community.

MISSION:

Lead, advocate and promote opportunity, economic growth, networking and best practices that will serve the membership in the best way possible.



PRESIDENT'S CORNER

It is easy to sense summer is around the corner as the energy of graduations is in full swing. Bravo Zulu to the many graduates, staffs and parents who have worked diligently to prep our next generation of community and business leaders. The Chamber wishes them well.

The Session has ended with minimal overtime (though the Governor has yet to finalize anyone's summer plans as he weighs his options, and it is clear, he is not a happy camper). The session ended with an \$83 Billion budget. Of the 3,052 bills that were filed, 249 passed. Discussions on bills that passed or died and the budget were lively as we are all aware of the immense posturing that started well before the first bell of session went ding. The infighting and transparency issues were not something I would put in the 'good' box. The system has evolved where the actions of the few dictate the decisions of the many. The inability to work out key issues wrapped into many bills and policy discussions resulted in key bills dying behind the scenes such as dealing with worker's compensation (our delegation worked diligently for the business community). The business community stares more increases on the horizon. The good was that commercial caps of 10% appreciation on commercial non-homesteaded property and tax exemptions on solar energy and renewable energy devices passed. Wild appreciation several years ago resulted in Amendment 1, which at the time took a billion dollars of taxable value off the rolls and enacted restrictions. It was a two-edged sword.

The budget had some funding tidbits for Clay so that was good (assuming the line item red veto pen is not used in Tally). Not to get giddy, the additional 25K homestead exemption will be on the ballot in '18 so if it passes local government will face a sizeable revenue cut. Local governments are very concerned.

The Governor has worked hard to create jobs. The April numbers showed FL's unemployment rate was at 4.5%, its lowest in a decade and 15,000 jobs were created. For the first quarter, over 60,000 jobs were created. Regionally unemployment was 3.9% and Clay was 3.6%.

Please remember, thank and pray for those men and women standing the watch.

Doug Conkey, President



FROM THE BOARD

The Chamber strives to promote opportunity, education, growth, and networking among its members and the community. It has over 900 members, comprised of leaders in business, and a Board of 16 representatives from various industries who form a strong team of diverse knowledge and expertise to serve the Chamber.

The financial goals and performance of an organization are closely tied and intertwined with its operations, so Finance covers a wide span of areas. The goal of the Finance Committee is to oversee the financial aspects of the Chamber, and report to the Board on such, including:

- Budgets & Forecasts
- Financial Statement Reporting & Analytics
- Key Performance Indicators
- Cash Flows, Cash Position, & Financial Outlook
- Accounting Standards & Protocols
- Revenue Streams, Costs & Expenses, & Profitability
- Assets, Purchases, & Leases
- Financing, Debt Control, & Strategic Use of Resources
- Accounts Receivable & Accounts Payable

The Finance Committee assists with other key roles for special tasks or projects. For example, procedures and reporting for Trades & Barter were formalized under the Finance Committee, and we developed a user-friendly financial summary tool for the monthly reporting of financial statements to the Board. The Finance Committee reviews the Annual Auditor's Report with the Auditors and the Board, and oversees any approved changes and recommendations.

You may have heard the exciting news about the Chamber relocating to a new area of the County, to be more accessible and centralized for our members, with the future development and growth coming to our region. The Chamber sold its building last year and is exploring options for a new home. The Finance Committee will assist with the financial aspects and options for these decisions.

As a local CPA with over 23 years of experience, I am proud to volunteer my skills and abilities to help the Chamber, our members, and our community. It has been an honor and a privilege to serve as a Board Member, and Chair of Finance. I look forward to many exciting ventures with the Chamber, and welcome new ways to help serve others and my community in this role, as we experience the continued unfolding of a promising and prosperous 2017 in Clay County!

Susan Carter, Finance Chair
Susan Carter CPA PA



Where you take your child for emergency care matters.

When it comes to caring for newborns to teens, not all ERs are alike.



Experience matters. Unlike other ERs, at Wolfson Children's ER at Baptist Clay, your child will always be seen by a board-certified physician experienced in pediatric care.



A pediatric team matters. Your child's ER doctor works with a team of pediatric experts who recognize subtle differences in children, which can be vital in an emergency.



Speed to care matters. Our pediatric-trained triage nurses are skilled in quickly assessing your child to move them directly to the level of care needed.



Kid-sized technology matters. Wolfson Children's offers child-specific trauma equipment and imaging, reviewed by pediatric radiologists.

Why take chances? When your child has a medical emergency, you never really know how serious it might be, so we hope you'll choose Wolfson Children's. We're right here in Clay County 24/7 with fast, expert care you can rely on.

wolfsonchildrens.org/ER
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**Wolfson Children's
Emergency Center**

At Baptist Clay Medical Campus

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If upfront, out-of-pocket expenses have kept you from buying or refinancing new or used vehicles, VyStar can help. We'll finance up to 100% of a new vehicle's purchase price, including tax and license, as well as 100% of a used vehicle's retail Blue Book value. No down payment means more capital for your operating expenses. And our streamlined application process makes it faster and easier than ever to get things rolling. Visit any of our convenient VyStar locations or go online to www.vystarcu.org for more information.



We never forget that it's your money.

www.vystarcu.org

CALL VYSTAR BUSINESS SERVICES TODAY **904-908-2292**
OUTSIDE OF JACKSONVILLE **800-445-6289**



@OfficialVyStar

VYSTAR MEMBERSHIP IS OPEN TO EVERYONE WHO LIVES OR WORKS IN NORTHEAST FLORIDA



Certain restrictions may apply. Program is subject to change without notice. All loans are subject to credit approval, verification and collateral evaluation. Special 100% LTV offer not available for refinancing existing VyStar debt or in conjunction with a VyStar loan program.

Military from page 1

• PO1 **Cherie Williams**, Naval Hospital Jacksonville Florida

• AWR1 **William Morrison**, Helicopter Maritime Strike Squadron Six Zero

• MA1 (EXW/AW/SW) **Roberto Colon Jr.**, Naval Air Station Jacksonville

Coast Guard

• AET1 **Stephen Williams**, Helicopter Interdiction Tactical Squadron Jacksonville

Blount Island Command

• USMC Sgt. **Krystal Jordan**, Blount Island Command

Special thanks to the sponsors: Chemours Company, St. Vincent's HealthCare, Advanced Disposal, Baptist Clay Health, England, Thims & Miller, Thrasher-Horne Center, Vac Con, Waste Management, Waste Pro of Florida, Inc., Orange Park Medical Center, Coldwell Banker Vanguard Realty, CareerSource Northeast Florida, Community Hospice & Palliative Care, David A. King, Attorney at Law, The Bailey Group, Florida Blue, Hanania Automotive Group, Haven Hospice, Orange Park Mall LLC, Ronald E. Sholes, RS&H, Chase Bank, AT&T, bestbet Orange Park, Teco Peoples Gas, Eisman & Russo Consulting Engineers, Park Ave. Florist, and Miller Creative Group.

Penney from page 1



Sara Dean, Chief Nursing Officer, and Chance Irvine, Board of Directors Chair

purposeful lives. When they need additional care, residents have peace of mind knowing assisted living, memory-loss and Alzheimer's care, skilled nursing care, on-campus doctors' hours and a full rehabilitation facility are all right here on campus.

Public Policy Committee

Make Your Voice Heard: Take the D.C. Fly-In Survey Today

The Florida Chamber of Commerce Board of Directors and Florida Chamber Foundation Board of Trustees are traveling to Washington, D.C. in June 2017, to meet with members of Florida's Congressional Delegation and federal agencies to urge support of Florida's job creators.

Your input matters and we would

like to hear from you before this important event. To make sure your voice is heard, please take a moment to provide us with your input by taking our brief survey. You will find the survey at <http://bit.ly/2qSWBYN>.

This survey will close at 5:00 p.m. Tuesday, June 20.

Florida Chamber of Commerce & Florida Chamber Foundation
D.C. FLY-IN
 June 27-29, 2017 • Washington, D.C.
FLORIDA CHAMBER of Commerce

SYD KITSON
Kitson & Partners

BOB GRAMMIG
Holland & Knight, LLP

DOUG DAVIDSON
Bank of America

Annual Legislative Delegation Wrap-Up

Join the Chamber and Orange Park Medical Center for our Annual Legislative Wrap-up with members of the Clay County Delegation!

Clay County Legislative Delegation:

- Senator Rob Bradley
- Representative Travis Cummings
- Representative Bobby Payne

Wednesday, June 28, 11:30 a.m.
Moosehaven

1701 Park Ave, Orange Park, FL 32073

Thank you to these sponsors:

Orange Park Medical Center, England, Thims & Miller, Baptist Health, Teco Peoples Gas, West Pro of Florida, Inc., Hanania Automotive Group, and AT&T. Sponsorships still available. Contact Kellie Collins at (904) 264-2651 ext. 214 or kcollins@claychamber.com

Register today! Chamber members \$15; non-members \$20. Online at claychamber.com/Chamber-Events.

SJR State Scholarships Announced

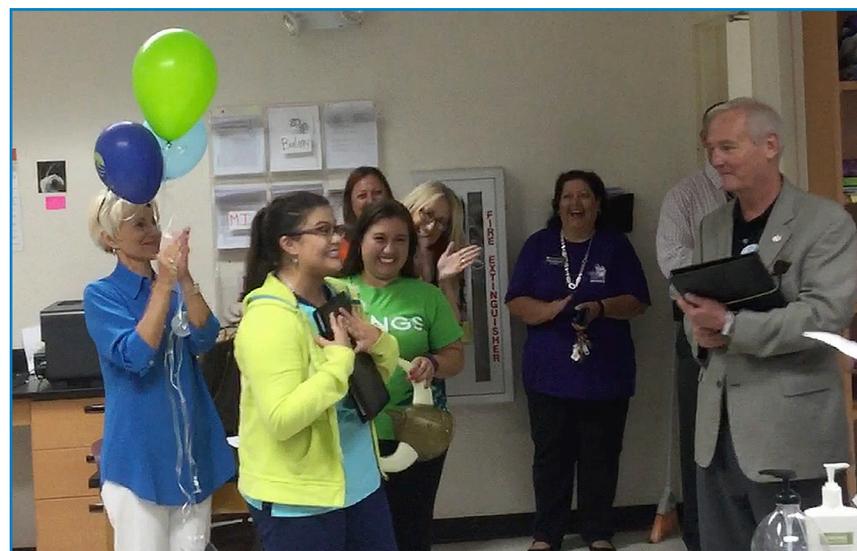
SJR State Scholarship Awarding Day

In recognition of Florida College Decision Day, St. Johns River State College's Prize Patrol made surprise visits to 13 schools in 3 hours, awarding some of its most esteemed scholarships to students who have designated SJR State as their "college of choice."

Dean of Enrollment Management Daniel Barkowitz introduced the Prize Patrol concept to College employees and the interest rippled throughout the departments, resulting in more than 30 volunteers to participate throughout the College's service district. President Joe Pickens and the SJR State Prize Patrol team was thrilled to begin the announcements in person to those who will join us on campus as Vikings this fall.

The scholarships include the SJR State High School Academic Scholarship, SJR State Career Pathways Scholarship, SJR State African-American Leadership Scholarship, the F.V. Oliver Memorial Scholarship, SJR State Hispanic Scholarship, SJR State Collier-Blocker In-District Scholarship, and the Fred and Cecil Clemons Scholarship.

The video is available on the SJR State facebook page ([facebook.com/SJRstate](https://www.facebook.com/SJRstate)) and on YouTube (www.youtube.com/user/SJRstate).



\$55 COMPLETE BLOOD PANEL - \$20 PSA (MEN ONLY)

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Blood Panel Includes:

- COMPREHENSIVE METABOLIC PANEL (CMP)
- LIPID PROFILE
- COMPLETE BLOOD COUNT (CBC)
- THYROID STIMULATING HORMONE (TSH)
- URIC ACID
- PROSTATE-SPECIFIC ANTIGEN (PSA) OPTIONAL FOR MEN ONLY

NO DOCTOR'S ORDER OR INSURANCE REQUIRED

Register In Person:
Clay County Chamber
1734 Kingsley Avenue
Orange Park, FL 32073

CONSOLIDATED LABORATORY SERVICES
St. Vincent's HealthCare

ASCENSION

We can provide onsite health screening for employers and organizations with 35 or more participating individuals. Be proactive about good health. Healthy people are engaged and motivated. You can provide access to affordable health screening for your employees, members or constituents. The entire process takes only 10 minutes. It's easy and convenient. Available in Baker, Clay, Duval, Flagler, Nassau, Putnam, St. Johns and neighboring counties. For more information, call Kellie Collins at (904) 264-2651.

clay CHAMBER
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NEXT CHANCE

You may still qualify to get health insurance this year!

Missed the deadline to buy health care insurance?

Don't sweat it, you may be in luck.

When your life changes, you have 60 days to enroll* in a new health plan or make changes to the plan you already have.

Getting married, moving, changing jobs, having your plan close or other qualifying life events mean you can get the health insurance you need.

Find out if your luck has changed! Call today to find a plan before time runs out.

REFERENCE INSURANCE AGENCY

304 SW 140TH TERRACE
NEWBERRY, FL 32669

Your Local Agency for



Call now: 352-332-5720

*In most cases you have 60 days to enroll after a qualifying event. Call for more details. These policies have limitations and exclusions. For costs and complete details of coverage, call or write your insurance agent. Health insurance is offered by Blue Cross and Blue Shield of Florida, Inc., DBA Florida Blue. HMO coverage is offered by Health Options Inc., DBA Florida Blue HMO, an HMO affiliate of Blue Cross and Blue Shield of Florida. These companies are Independent Licensees of the Blue Cross and Blue Shield Association. 80883-0216



Join the Clay Chamber for "PASS THE HAT"

Thursday, June 15, 2017 | 11 a.m. - 9 p.m.

Support the Chamber's Scholarship Fund by contributing to PASS THE HAT on June 15!

YOUR PIE Fleming Island (pizza, panini, chopped salads & more) will donate 10% of sales - dine in or take out - between 11 a.m. and 9 p.m.

CHAMBER MEMBER SPECIAL: Make a cash donation on site of \$10 or more to the scholarship fund for deserving Clay County students and YOUR PIE will treat you to your choice of a free beer or gelato!



1545 County Rd 220
Fleming Island, FL 32003
(904) 375-9771



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1734 Kingsley Ave
Orange Park, FL 32073
(904) 264-2651



10 Reasons to Join the Chamber

1. Increase your visibility in the community - As a new member you and your company gain visibility in our Clay Business Connection Newsletter (23,000 readers plus online) and Chamber website. You also can grow your business by cost-effective advertising with the Chamber and sponsoring events.
2. Networking Opportunities - The Chamber offers members many ways to network and help you build relationships. With over 200 activities each year you have the opportunity to meet other business professionals, and more importantly, find new customers. In addition, we host five councils where you make your goods and services known directly to the chamber members.
3. Advocacy - The Chamber is your advocate in local and state government and meet regularly with other businesses concerned with building a prosperous community.
4. Professional Development - Each month, the Chamber has opportunities to attend educational workshops that will help your business succeed, such as HR tools, marketing, websites and more.
5. Member Only Services - We offer exclusive member discounts on products and services you use every day like office supplies, human resource tools, and credit card services. As a member of the Chamber, you can take advantage of discounts offered by fellow Chamber member businesses as well as offer your own discounts. The Chamber also provides assistance with Grand Opening Ribbon Cuttings including assistance with public relations, providing ribbon and ceremonial scissors.
6. Access to the Chamber's membership - As a member you would have access to the database which has more than 900 businesses. - This is a great way to reach out to other members, network and make referrals.
7. Credibility - Many members of the community consider Chamber of Commerce membership to be a sign of a reputable, solid business. When you join the Chamber, you will receive a Chamber of Commerce decal to display in your business' window, so other businesses know you are a member.
8. Access to community leaders and elected officials - The Chamber meets regularly with city leaders regarding business issues. Every year, the Chamber sponsors trips to Tallahassee for the legislative session to lobby and advocate for the business community.
9. Small Business Development Center - SBDC programs deliver up-to-date management advice, training and information to help business owners make sound decisions and to assist potential owners in getting started on the right foot. Additional management assistance resources funded by the SBA include SCORE Counselors to America's Small Business and the JWB Center.
10. What you get from the Chamber membership will to some extent depend upon what you put into it. But as you attend more events, get involved on committees dealing with issues you care about and develop stronger relationships with other members.



COMMIT. CONNECT. CREATE.

Heritage Member Spotlight

VyStar President/CEO Announces Plan to Retire

Terry R. West, President/CEO of VyStar Credit Union, announced his plan to retire from VyStar effective August 11, 2017. "Good leaders know when it's time to step aside. I still love coming to work each day, but I've been CEO for 25 years and employed by VyStar for going on 29 years."

When West began his employment at VyStar, the credit union (then Jax Navy) had \$350 million in assets with five branches. Today, VyStar is \$6.8 billion in assets with 550,000 members. "This has been an incredible opportunity and one I never imagined I would have when I first came to VyStar as the Vice President of Member Services in 1988. When I became President/CEO in December 1991, I thought I had been given the most incredible opportunity anyone could have. As most of you know, I came from a very humble background and to get to lead one of the largest and most successful credit unions in the nation has been a dream come true," West stated.

A community advocate, West is very involved with various committees and boards locally, statewide and nationally. In 2016, Mr. West received the Louis L. Huntley 2016 Pacesetter Award for his contributions to the Clay County Chamber and the Business Community.

In 2014, VyStar Credit Union was selected as the Outstanding Corporation by the Association of Fundraising Professionals on National Philanthropy Day. In 2015 and 2016, VyStar received a "Partners in Philanthropy" award from Jacksonville Business Journal. In 2016, VyStar raised over \$1.2 million for various non-profit organizations in



North Florida. VyStar recently received a "Companies with Heart" award from 904 Magazine.

West reflected on his first day at VyStar (Jax Navy) - responding to members calls, which he still does today and plans to continue until retirement. The search process for President/CEO will be under the direction of VyStar's Board of Directors.

The Clay Chamber would like to thank Terry West for his over 25 years of service as the President/CEO of VyStar. Terry's leadership, service and 'member first' mantra transformed VyStar into a juggernaut.

The Clay Chamber, business community and military community will miss Terry's leadership, passion, commitment and service to the community. We all wish him fair winds and following seas.

Benton House Gives Back

The Benton House at Oakleaf associates recently were the proud winners of a March Madness Contest, where their management company, Principal Senior Living Group challenged their communities to see who could get the most "LIKES" on Facebook for the month.

The Benton House at Oakleaf pulled out the win! The prize for the winner was a check in the amount of \$250 and we had the opportunity to donate it to the organization of our choice.

We happily chose the Clay County Chamber Foundation Scholarship for Education Fund. We had the great honor of presenting this check to Mr. Doug Conkey at the Oakleaf Business Council meeting on May 2nd, 2017.

The Benton House community is a senior living community that offers assisted living and memory care. We proudly serve seniors who don't want or need a nursing home, but who are weary of home upkeep, in need of a little personal assistance or simply desire to have more interaction with others.

The single-story design offers a variety of apartment styles and residents bring their own furnishings and keepsakes so the apartment can truly be made their own.

We offer a full array of services including delicious meals, weekly housekeeping, and laundry service, as well as a full social calendar of events. We also offer dignified and discreet personal assistance by our caring trained staff if needed.

We invite you to come and visit the Benton House at Oakleaf where independence thrives but help is only a call away. We are a place where you are always like family.



Member News

Job Regained. Foreclosure Avoided.

Clay County attorney, David King, has assisted over 200 pro bono clients during his legal career. The great majority of these cases involved the client filing for Chapter 7 bankruptcy. Each situation triggers a variety of stressors that has the potential to destroy lives and families. King describes a recent pro bono case that resulted in a very dramatic and positive outcome for his client.

What were the basic facts of the case?

The client was a professional truck driver who depended on her driver's license to earn a living. She was involved in a traffic accident in her personal vehicle. Unbeknownst to her, her personal vehicle insurance had lapsed while she was out on the road. Due to the accident, and the resulting judgment, the Florida Department of Motor Vehicles revoked her license. Her employer immediately discharged her for lack of a valid driver's license. She found herself without a job, her bills mounting, and she was about to lose her home in foreclosure.

What were you able to accomplish for your client?



We successfully filed a Chapter 7 Bankruptcy for her, wiped out the judgment, and worked with the Clay County Clerk's office to have her driver's license reissued.

Why was this outcome important to your client?

Since my client was a professional driver, she could go back to work at once after her driver's license was reinstated. With her change in employment, we were able to save her home from foreclosure.

What advice do you have for other attorneys considering pro bono involvement?

Money cannot buy the "warm fuzzies" that you get from helping these people.

We suggest that the reward goes beyond "warm fuzzies" when a client regains employment and avoids foreclosure as a result of an attorney's pro bono efforts. King's positive impact on this family is truly beyond measure. Sincere appreciation is extended to David King and so many others who choose to share their legal expertise with those who are not able to pay for those services. Because of them families are stabilized and individuals have opportunities to thrive.

King has practiced in the Northeast Florida area since 1985, with an office in Orange Park. He considers himself to be a "transactional attorney" for primarily business clients. Over the years he has filed over 1400 bankruptcies. He now files Chapter 7 bankruptcies for legal aid referrals only.

Haven Hospice Recognizes Volunteers

Haven Hospice honored **Shirley Crawford** as its Orange Park Outstanding Volunteer of the Year. She received the DelPizzo Award for her service. Other volunteers who were recognized are **Mary Shannon** - Patient and Caregiver Volunteer of the Year; **Pam Fields** - Administrative Volunteer of the Year (Volunteer Services); **Cora Clements** - Administrative Volunteer of the Year (Health Information Management); **Jennie Bailey** - Administrative Volunteer of the Year (Reception); **Gerry Diaz** - Custeard Care Center Volunteer of the Year; **Rhoda Milletello** - Attic Resale Store Volunteer of the Year; **Julie Howard** - Special Programs Volunteer of the Year (Veteran Recognition); and **Dan Senko** - Special Programs Volunteer of the Year (Legacy).

Money Pages Success Story

When Alan and Kristin Worley started Money Pages in 2001, it was a risky proposition for them, just like starting a business is for most entrepreneurs.

Sixteen years later, though, it's a gamble that's paid off -- handsomely. Annual sales are more than \$10 million and the magazine is distributed to more than 700,000 from Kingsland, GA to Palm Coast -- and of course, Clay County.

Recently Worley bought a 14,250 sq. ft. office building that he plans to move to with his 54 employees in July.

Think about that the next time you retrieve Money Pages from your mailbox!

Professional Recognition

Congratulations to these General Contractors that were recognized in the Jacksonville Business Journal Book of Lists. Number 19 is **Carlton Construction Inc.**

Congratulations to these Golf Courses that were recognized in the Jacksonville Business Journal Book of Lists. Number 21 is **Country Club of Orange Park**, no. 37 is **Magnolia Point Golf Club**, and no. 41 is **Eagle Harbor Golf Club**.

Congratulations to these Manufacturers that were recognized in the Jacksonville Business Journal Book of Lists. Number 10 is **Vac-Con Inc.**

Congratulations to **Nicole Stokes**, Ameris Bank and **Chuck Divita**, Florida Blue who are honorees for the Ultimate CFO Awards which will be conferred on June 15.

Ameris Bank hired Jerry Power Jr. and Andy LaFear as senior vice presidents, commercial bankers.

FirstAtlantic Bank hired **Larry Celzo** as vice president, senior commercial banker.

Money Pages promoted **Dalany Mills** to local sales manager.

Orange Park Medical Center promoted Suzanne Jones to director of women, children and pediatric care.

Publix is America's favorite grocer, tying for first place with Wegmans in a consumer study conducted by Market Force Information®.

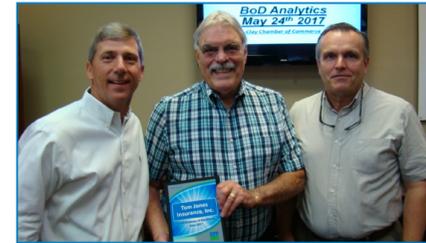
Publix at 950 Blanding Blvd., Orange Park, will be undergoing a Commercial alteration in the amount of \$825,000.

Small Business of the Month

Congratulations to **Tom Jones Insurance, Inc.** for being named the June Small Business of the Month.

Tom Jones Insurance, Inc. was established in 1989 to service the personal and commercial insurance needs of Clay, Duval, and St. Johns counties. We are an independent insurance agency, a member of FAIA and the Independent Agents Association of Florida. We pride ourselves in putting our present and future clients first and know the importance of listening before offering solutions. Our mission is to empower our client, so that they can make informed decisions about their unique insurance needs both business and personal. We know the risk of loss is huge if the proper coverage is not in place.

That is why we treat your personal concerns and situations as if they were our own. "IT'S ALL ABOUT YOU"



New Members

Business Level

Longhorn Steakhouse
Opustone Natural Stone Distributors
Rogers Pavement Maintenance, Inc.
Take 5 Oil Change - Orange Park
The Fresh Market
Ygrene Energy Fund

Professional Level

Cobb & Cobb, P.A.
Crockett Wireless (Fast Frontier, LLC)
O2B Kids
Tracey Morris, LMHC, LLC
Vicar's Landing @ Ponte Vedra

Entrepreneur Level

CGI Communications, Inc.
Elle Vision Home Staging & Design
Mary Kay Independent Beauty
Consultant Connie Myrick
Modern Woodmen

Non-Profit

Boy Scouts of America North Florida Council
Clay County Dental Care Inc.
Florida Department of Health in Clay County
Florida National Guard Foundation
Green Cove Springs Business League
National Pink Tie Organization

Additional Location

Take 5 Oil Change - Jacksonville
Take 5 Oil Change - Jacksonville

Clay Chamber +1

Rogers Pavement Maintenance, Inc.

Get to Know A Chamber Member

Name: Richard L. Polinsky
Hometown: Maryville, TN
Occupation: Qualifying Agent, RLP Plumbing LLC (904) 589-4615
How long has the company been in business: 27 years
How long have you been with the Company: 19 years
Tell us about your business:

RLP Plumbing LLC is "Reliable, Professional, and Knowledgeable." The company opened in Orange Park in 2012. From 1998 to 2005 we were in Yucca Valley, CA. We were in Portsmouth, VA from 2005 to 2012. My wife of 28 years is a Navy Nurse.

What has the Chamber done for you: Clay County Chamber's dedicated staff are committed to the growth and the development of it's Chamber members. The chamber is a great opportunity to connect with business owners and consumers of Clay County.



Renewing Members

Presidential Level

Orange Park Medical Center

Executive Level

University of North Florida Div. of Continuing Education

Business Level

121 Financial Credit Union- Middleburg Branch
McCall Service, Inc.
The Bailey Group
The Benton House of Oakleaf

Professional Level

BNL Enterprises LLC dba Jimmy Hula's CHW, Inc
Erwin Insurance Agency
Jacksonville Marine
John Fagan Attorney
Mackey's Munchies
RE/MAX Specialists
Vintage Market Days

Entrepreneur Level

Animal Hospital at Oakleaf Plantation
Bourre Construction Group, LLC
Broadus-Raines Funeral Home
Custom Paint Designs, LLC
FASTSIGNS
Global Accounting
Rick Eberhart Auctions
Roberts Insurance of Middleburg

Non-Profit Level

Bright Minds Youth Development
KidsFirst of Florida
Orange Park High School
Penney Retirement Community

Clay Chamber +1

Roberts Insurance of Keystone Heights

Presidential



Legacy



Clay Chamber Calendar of Events

For more information and to register for events, visit our website at www.ClayChamber.com/Chamber-Events or call Kellie Collins at (904) 264-2651. Chamber Signature Events sell out quickly so register early. You do not need to register for Clay Technology Council or Finally Friday Networking. For Oakleaf Business Council, Clay Women's Empowerment Council, and Bridge to Bridge Council you must RSVP for meetings so we have an accurate count for food.

June

- June 1 Clay Women's Empowerment Council - 11:30 a.m. - 1 p.m. - The Club Continental featuring Sheriff Darryl Daniels, "The Empowering Women in My Life and How They Influenced Me"
- June 6 Oakleaf Business Council - 11:30 a.m. - 1 p.m. - Plantation Oaks Amenities Center featuring Kevin Curry, Vice President Palatka Operations, Georgia-Pacific LLC, "Clay County by the Numbers: Economic Impact"
- June 7 Ambassador Committee - 8:30 a.m. - 9:30 a.m. CC Board Room
- June 8 New Member Round Table - 8:30 a.m. - 10 a.m. - OPMC Classroom 7
- June 14 Bridge to Bridge Council - 11:30 a.m. - 1 p.m. - Talon's at Eagle Harbor Golf Club featuring Dr. Neal Karmani, Haven Hospice, "Crucial Conversations"
- June 15 Your Pie Clay Chamber Foundation Scholarship Give Back All Day
- June 20 Clay Technology Council - 7:45 a.m. - 9 a.m. - Holiday Inn Hotel & Suites
Toby Moss, Director of IT and Brent Richardson, Technical Project Manager, Clay Electric, "Driving Costs Down with Technology"
- June 21 Public Policy Committee - 8:30 a.m. - 9:30 a.m. - CC Board Room
- June 27 Workforce Education Committee - 8:30 a.m. - 9:30 a.m. - CC Board Room
Finally Friday - 8:30 a.m. - 10 a.m. - Haven Hospice - June 2, 9, 16, 23 and 30.

July

- July 4 Oakleaf Business Council - 11:30 a.m. - 1 p.m. - Plantation Oaks Amenities Center
NO MEETING
- July 5 Ambassador Committee - 8:30 a.m. - 9:30 a.m. CC Board Room
- July 6 Clay Women's Empowerment Council - 11:30 a.m. - 1 p.m. - The Club Continental
NO MEETING
- July 11 Chamber 1-on-1 - 10 a.m. - 11 a.m. - CC Board Room
- July 12 Bridge to Bridge Council - 11:30 a.m. - 1 p.m. - Talon's at Eagle Harbor Golf Club
NO MEETING
- July 18 Clay Technology Council - 7:45 a.m. - 9 a.m. - Holiday Inn Hotel & Suites featuring David Talbot, Director Architecture & Strategy, Everbank, "Using Artificial Intelligence to Predict Client Needs"
Communication & Marketing Committee - 10 a.m. - 11:30 a.m. - CC Board Room
- July 19 Public Policy Committee - 8:30 a.m. - 9:30 a.m. - CC Board Room
- July 25 Workforce Education Committee - 8:30 a.m. - 9:30 a.m. - CC Board Room
Finally Friday - 8:30 a.m. - 10 a.m. - Haven Hospice - July 7, 14, 21, and 28.

August

- Aug 1 Oakleaf Business Council - 11:30 a.m. - 1 p.m. - Plantation Oaks Amenities Center
- Aug 2 Ambassador Committee - 8:30 a.m. - 9:30 a.m. CC Board Room
- Aug 3 Clay Women's Empowerment Council - 11:30 a.m. - 1 p.m. - The Club Continental
- Aug 8 Chamber Networking Advantage - 10 a.m. - 11 a.m. - CC Board Room
- Aug 9 Bridge to Bridge Council - 11:30 a.m. - 1 p.m. - Talon's at Eagle Harbor Golf Club
- Aug 15 Clay Technology Council - 7:45 a.m. - 9 a.m. - Holiday Inn Hotel & Suites
- Aug 16 Public Policy Committee - 8:30 a.m. - 9:30 a.m. - CC Board Room
- Aug 22 Workforce Education Committee - 8:30 a.m. - 9:30 a.m. - CC Board Room
Finally Friday - 8:30 a.m. - 10 a.m. - Haven Hospice - August 4, 11, 18, and 23.

Oakleaf Business Council

First Tuesday 11:30 a.m. - 1:00 p.m.
Plantation Oaks Amenities Center
845 Oakleaf Plantation Parkway
Orange Park, FL 32065
\$15.00 Members Advance Registration
\$25.00 Non-Members and at the Door
Register by 11:30 a.m. Monday prior to meeting.

Clay Women's Empowerment Council

First Thursday 11:30 a.m. - 1:00 p.m.
The Club Continental
2143 Astor Street
Orange Park, FL 32073
\$15.00 Members Advance Registration
\$25.00 Non-Members and at the Door
Register by 11:30 a.m. Tuesday prior to meeting.

Bridge to Bridge Council

Second Wednesday 11:30 a.m. - 1:00 p.m.
Talon's at Eagle Harbor
2217 Eagle Harbor Pkwy.
Fleming Island, FL 32003
\$15.00 Members Advance Registration
\$25.00 Non-Members and at the Door
Register by 11:30 a.m. Tuesday prior to meeting.

Clay Technology Council

Third Tuesday 7:45 a.m. - 9:00 a.m.
Holiday Inn Hotel & Suites
620 Wells Road
Orange Park, FL 32073
\$5.00 Members at the Door
\$10.00 Non-Members at the Door

Finally Friday Networking

Every Friday 8:30 a.m. - 10:00 a.m.
Haven Hospice
745 Blanding Blvd.
Orange Park, FL 32065
\$5.00 Members at the door
\$10.00 Non-Members at the door

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Note to Advertisers

Your Business Card ad in *Clay Business Connection* also appears in our weekly eblast "Happening This Week." In "Happening This Week" your ad is linked to your "My Chamber" member profile page. You'll want to complete your "My Chamber" profile and keep it updated. If you need help call Sandra Brooks at (904) 264-2651 ext. 209

While Florida celebrates five straight years of record tourism spending, what does that mean for Clay County? It means opportunity.

VISIT FLORIDA says that in 2016, Florida welcomed approximately 112.3 million out of state and international visitors. Eighty-seven percent of those visitors were domestic travelers. These record breaking numbers don't even include Floridians exploring other parts of the great state in which we live.

Tapping into the domestic travel market will only grow the nearly 3,000 jobs tourism contributes to our local workforce. "Research shows that if we can continue to deliver a great experience to Clay County's visitors, then we have a 70% chance for a return visit, but our biggest opportunity is in the 30% that are wanting to try something new," said Kimberly Morgan, Clay County's Director of Tourism & Film Development. "Strategically targeting markets that want to experience what our destination offers helps us tap into markets that are looking for something new. That's why it's important for us to know our destination's assets and tell the story."

When visitors spend money in our local economy it results in tax savings for local residents. Tourism contributed \$161 million to our local economy. "That's money that our residents didn't have to invest in our community," said Morgan. "Tourism is a quality of life driver. It goes back to my favorite quote about tourism, 'If you build a place people want to visit, you build a place where people want to live. If you build a place where people want to live, you'll build a place where people want to work. If you build a place where people want to work, you'll build a place where business needs to be. And if you build a place where business needs to be, you'll build a place where people have to visit.'"

"There are great things happening in Clay County's future that could potentially open doors for the tourism industry," said Commissioner Mike Cella who chairs Clay County's Tourist Development Council. "With the First Coast Expressway adding another gateway to our county and new ideas and events expressing interest in our destination, the future looks very bright."

Photo: Whitey's Fish Camp



Get Ready for the 2018 Membership Directory and Source Book

The 2018 Clay Chamber Directory will be delivered in October!
Check your listing and send any changes to marketing@claychamber.com.
To advertise or highlight your listing contact
Sandra Brooks at (904) 264-2651 ext. 209

Chamber Programs



David McGuffin's Exploring Europe is a member of Clay Chamber. Explore the Christmas Markets in Germany and Austria, December 2 - 10, 2017. \$3,852 per person (double occupancy).

Highlights: Saturday, December 2: Overnight Flight to Germany

Sunday, December 3: Austria - Christmas Market and the basilica made famous in the "Sound of Music".

Monday, December 4: Salzburg Christmas Markets and castle.

Tuesday, December 5: Innsbruck and Tirol

Wednesday, December 6: Castle Neuschwanstein and Rothenburg, Germany.

Thursday, December 7: Rothenburg- Explore own your own.

Friday, December 8: Niirnberg Christkindl Market.

Saturday, December 9: Munich

Sunday, December 10: Return to Jacksonville

For more information contact Leigh Ann Rassler, (904) 813-9933, larassler@gmail.com.

Leadership Clay Industry Day

By Brian Ross, Brian A. Ross, President, A Family Heritage Insurance Provider and Leadership Clay Class of 2016 Class Liason

Hello again Clay County! Are you curious about what a day with Leadership Clay involves? Try this on for size.

The day started out with a trip to Georgia Pacific to meet with Terry Hadaway, public affairs manager. It was educational to hear about the history and the future of the 70-year-old plant. Terry explained to us how a pine tree becomes toilet tissue and paper towels.

After leaving Georgia Pacific we headed to Dynamic Corporate Solutions, Inc. where the President, Susie Lemen talked to us about leadership and how to identify your top employees and keep them motivated.

Next on the agenda was a trip to the Clay County Port and Reynolds Industrial Park where John Brown, senior property manager, went over the history of the port. It was amazing to hear how the port was purchased back in the 1930's by Mr. Hall, sold to the Navy in the 1940's, and bought by Mr. Reynolds in the 1960's.

While we were at the port, Amy Pope-Wells with Linking Staffing Inc. paid us a visit to tell her incredible story of opening a business and eventually working for President Trump in Washington D.C.

The 2017 Leadership Clay program is sponsored by:



Our trip finished with Bill Garrison, President of Clay County Economic Development Council. Bill gave us tons of insight on the economics of Clay County with facts and numbers according to all the research they do.

Now imagine this type of Clay County education once a month in different fields with classmates from different industries.

It's hard to describe how it all works but it definitely does.

Until next month!



Experience the Christmas Markets of Germany and Austria: December 2-10, 2017

Highlights:

- Munich • Neuschwanstein
- Salzburg • Nurnberg
- Innsbruck • Tirol
- Rothenburg

What's Included:

- Roundtrip airfare from Jacksonville to Munich
- 7 Nights Accommodations
- 13 Meals (7B, 6D)
- All tips & gratuities
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For more information, contact Leigh Ann Rassler (904) 813-9933 or larassler@gmail.com

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Ramada / The Comedy Zone
3130 Hartley Rd, Jacksonville, FL 32257



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Ambassador of the Month

Congratulations to **Cherie Middleton, doTERRA Essential Oils**, Ambassador of the Month.

“Being an Ambassador is such an honor. We get to meet the member as they join the Chamber at their ribbon cutting and see their place of business. We then are more familiar with what they have to offer to patrons and the community at large. We can also be an additional contact point for them along with the wonderful chamber employees,” Cherie says.

As an Ambassador and a Chamber member, being involved with the various councils and networking groups is also enriching to her business as well. Her two favorite so far are the Clay Women’s Empowerment Council and Finally Friday. Anytime you build a positive image for your business you are growing your business. You are telling people you are someone amazing they should work with. This is an advantage in a competitive environment,” she said.

She likes to volunteer at events where she can be the face of the Chamber by giving her time to the community. The group of Ambassadors is like a family and they are always there for the Chamber, the community and each other.

Cherie loves serving others and has recently taken a position with the Fresh Market in Fleming Island opening in June. Come visit her there! She also will continue to bless people individually with her Wellness scans and essential oils with Doterra. Wellness has been her business for over 15 years and this new position continues to allow her to expand her outreach .



Breakthrough Initiatives

Technology for Everyone

Bobbi Nagle, Owner, Unicorn Web Development LLC
Chair – Clay Technology Council

The Clay Technology Council welcomed guest speaker Andy Lee, Co-Founder, and Chief Technology Officer at NeuroInitiative, at its May meeting. He spoke on the topic of “Technology and Medical Advances in Managing Parkinson’s Disease.”

Mr. Lee explained that the research his company does through technology will drastically cut the time it takes to get from experiment to results. Another benefit of NeuroInitiative’s form of research is less animal testing, making animal activists very happy. The small company, located in Jacksonville, has received grants from Microsoft and the Michael J. Fox Foundation to conduct this research.

The Clay Technology Council, sponsored by Pragmatic Works, meets the third Tuesday of the month at 7:45 a.m. at the Holiday Inn on Wells Road in Orange Park. Breakfast is served and the cost is \$5 for members and \$10 for non-members. Although it is called the Technology Council, we present topics of value for everyone, whether a small business, technology-based business, or an individual just wanting to keep up with technological progress.

Our next meeting is June 20, 2017. Toby Moss and Brent Richardson from Clay Electric will be talking about how we can use technologies like programmable thermostats to drive down electric costs. We hope you will join us to learn some cost-saving tips! Come join us and bring a friend or colleague.

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Baptist Health Opens Clinics Inside Walgreens Stores

As part of a continued goal to improve the overall health of the communities of northeast Florida, Baptist Health has opened three Baptist Health Clinic at Walgreens locations.

The retail health clinics, which were previously managed by Walgreens, are now operated by Baptist Health which continues a strategic relationship announced last year between the organizations to enhance accessible and affordable patient care.

The clinics complement Baptist’s extensive primary care and urgent care network with extended hours 7 days a

week, convenient online scheduling and same-day access to a variety of health care services. Patients can be seen by a Baptist Health nurse practitioner and pick up a prescription in the same visit.

“We are positioning for the future of health care delivery,” said Hugh Greene, president and CEO of Baptist Health. “This collaboration expands the



points of access into our health system and provides greater convenience and continuity of care to today’s health care consumer.”

Baptist Health Clinic at Walgreens in Clay County is located at:

- Fleming Island
1565 County Road 220
Orange Park, FL 32003

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The clinics, which provide care for adults and children ages 5 and older, are open Monday through Friday from 8 a.m. to 8 p.m. and Saturday and Sunday from 9 a.m. to 5 p.m. Everyday conditions treated include colds, ear aches, sore throats, coughs, skin conditions, sprains and common infections.

To schedule an appointment online with a Baptist Health Clinic at Walgreens, go to baptistclinic.com.



Greyhound Summer

Saturday, June 3 - Saturday, August 5

Monday Margaritas & Second Chance Drawings

Wednesday Super Handicapping Contest - \$100 Winner each week!

Thursday Trifecta Challenge

Friday All Night Happy Hour & Money Machine

Saturday Greyhound Bingo & \$5.95 Barbeque and Beer

Sunday \$3.50 Hot Dog & Soda

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