President’s Message

Happy New Year from all of us at your Chamber! A resolution, actually a goal, we set last year was to have an electronic mail version of Chamber Matters and here it is! For the past couple of years and still continuing, The West Orange Times has been gracious enough with the help of Alarie Design Associates to allow us, once a month, a full page in its paper. We have shared information on Chamber events, new members and programs that we have undertaken. Yet, we want to be able to provide even more information on what the Chamber and our members are doing on a monthly basis. An electronic newsletter is a great way to communicate all the activities that we handle, so we hope you enjoy this new benefit that we are providing.

We hope many of you too have set some resolutions or goals and that one of them is to get involved in a Chamber committee. If you ask anyone actively participating in a Chamber committee, I know they will tell you that not only have they gained personally, yet also for their business. There is no better way to promote your business than to be seen and be remembered. Check out our website at www.wochamber.com and join us at our Annual Meeting on January 21 and visit our committee displays. Representatives from each committee will be there to answer questions and sign you up.

2004 is off to a great start. Read this issue now and see just some of what we have planned for you in this exciting year.

Stina D’Uva
President

Ambassador’s Corner

The West Orange Chamber joined American Muscle & Speed in celebrating their grand opening. The new business located at at 624 S. Dillard Street, in Winter Garden, opened their doors on December 13, selling classic and muscle cars.

1 to r: Ambassadors Marie Williams and Linda Osterberg; West Orange Chamber President, Stina D’Uva; Owners, Art David, Dale Hodges, Donna Hodges and Pauline David; Winter Garden City Manager, Hollis Holden; Ambassadors Joan Bailey, Pat Gleason and JoAnne Quarles - Sikes.
The West Orange Chamber Ambassadors recently presented Cross Lander of Central Florida with the We Noticed Award for improvements made to their business located at 12400 W. Colonial Drive, in Winter Garden.

Front row l-r: Ambassador Julie Bateman; Owner, Len Argentine; Ambassadors Pat Gleason and Ruth Grafton
Back row l-r: Ambassador Al Clancy; Vice President Chris Bottone; Ambassadors Donna Leigaber, Dorcas Dillard, The Rev. Tom Rutherford and JoAnne Quarles-Sikes.

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<thead>
<tr>
<th>2004 Board Members</th>
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<tbody>
<tr>
<td><strong>Gaby Acks</strong></td>
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<td>Edgewood Children's Ranch</td>
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<td><strong>Kay Behrens</strong></td>
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<td>West Oaks Mall</td>
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<td><strong>Judy Black</strong></td>
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<td>Main Street Realtors</td>
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<td><strong>Louis Fazio, Jr.</strong></td>
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<td><strong>Mike Freiner</strong></td>
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<td>Castle &amp; Cooke</td>
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<td>Town of Windermere</td>
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<td><strong>Lynetta Steed</strong></td>
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<td><strong>Michael Waldrop</strong></td>
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<td>McCree General Contractors &amp; Architects, Inc.</td>
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What’s Happening in January 2004

- New Member Orientation
  January 9, at the West Orange Chamber office, 7:30-8:30am

- Hot Topic Information Series “How to Use QuickBooks” – January 13, at the West Orange Chamber Office, 8-9am, Cost: Free

- Business After Hours-
  January 15, sponsored by Regions Bank, 5:30-7pm, Cost: Free

- Annual Breakfast Meeting - January 21 at Tanner Hall, 7:30-9am. Sponsored by Lynx, featuring Simon Bailey, Cost: $15 per person

- West Orange Champions’ Gala – January 30 at Walt Disney World Dolphin, 7-11pm, Cost: $86pp. Sponsored by DeWitt Excavating and Progress Energy

December 2003

Renewed Members

Amber Electric, Inc.
a subsidiary of IES
(407) 656-2335

American Star Security
(407) 295-7575

Breedlove, Dennis & Associates
(407) 677-1882

Choctaw Willy’s
(407) 905-9917

Greenbriar Landscaping, Inc.
(407) 877-7990

Hodgskin Outdoor Living, Inc.
(407) 656-1470

Junior Achievement of Central Fl, Inc.
(407) 898-2121

Louis Dreyfus Citrus, Inc.
(407) 656-1000

Neumayer Productions
(407) 877-9300

Olympia High School
(407) 905-6400

Regions Bank
(407) 253-4312

Shepard, Filburn & Goodblatt, P.A.
(407) 206-2020

Sunscape Homes, Inc.
(407) 876-1811

New Members

Bella Luce Design
(321) 239-3319
www.bellalucedesign.com

Florida Liquid Ceramic
(407) 657-8447
www.liquidceramic.com

Florida Outdoor Lighting Distributors
(407) 491-7736

James A. Cummings, Inc.
(321) 939-0583
www.jamescummings.com

Magnets Direct
(407) 294-3389
www.magnets-direct.com

Oasis Community Church
(407) 905-4931
www.oasis-cc.org

PJC Enterprises
(352) 242-0245

Professional Lawn Works
(352) 516-7295

Quiznos Subs
(407) 295-2598

Southwest United Communities, Inc.
(407) 522-9230

Waste Management Inc. of Florida
(407) 428-1647
www.wastemanagement.com

The Middlesex Companies
(352) 728-2800
www.middlesexcompanies.com

West Orange Member-to-Member Discounts

As a West Orange Chamber member you are eligible to take advantage of the Member-to-Member discount program. Present your Chamber Discount Card at the time of purchase to receive the published discount. If you do not have a card, contact the Chamber at 407-656-1304. Visit the website at www.wochamber.com for a complete list of participating companies.
Membership Committee Update

The Membership Committee is rolling out a new recruitment program. This new program will help increase Chamber membership as well as give Chamber members a way to win valuable prizes and media promotion.

The first way to win is…
Every month we will be rewarding our chamber members for recruiting new business to invest in the West Orange Chamber. For each New Member you recruit, you will receive one chance to win a valuable prize provided by a fellow Chamber Member. This month a lucky winner will receive a $50 gift certificate from Nagoya Sushi. Your chances will increase by one for each new member recruited.

The second way to win is…
The Chamber Member who recruits the most new members each month will win a spotlight in the e-newsletter and a photo submission to West Orange Times, Southwest Bulletin and recognition in The MetroWest Lifestyle Magazine’s Chamber section.

All members participating in the program will receive mention in the February e-newsletter. If you or your company would like to donate a prize, please contact the Chamber office. Don’t miss this opportunity to publicize your business.

The program will officially begin on January 1, 2004. If you have any questions, please contact Krista Compton at the Chamber office or kcompton@wochamber.com. Good luck to all participants!!!

Education Committee Update

The mission of the West Orange Chamber Education committee is to increase awareness among the business community as to their role in improving local schools and to foster and develop stronger relationships between businesses, educators and students.

Education is critical to economic development and it takes all of us working together to raise awareness regarding education issues in our community. This year we have exciting activities planned to help achieve our mission including a teacher appreciation event, hosting a luncheon with the Orange County Public Schools Procurement Department, a networking event for teachers and businesses and joining fundraising forces with local organization focusing on supply needs for the West Learning Community.

In addition, the Committee will continue to offer programs such as the Students of Achievement and Renown (S.O.A.R.), the Youth Leadership program and the West Orange Scholarship Fund.

We could use your help in assisting us to meet our goals. Please join us for our monthly meeting and volunteer your time to make a difference in education.

Stop by and say hello to the West Orange Education committee members on January 21 at the Chamber Breakfast Meeting. We hope to see you all there.

Dr. Katherine Clark
Principal, Ocoee Middle School
Education Chairperson

Melanie Scirroco
Wachovia Bank
Education Chairperson
A vast majority of West Orange Chamber members have 10 employees or less and that’s why Small Business is Big Business with the West Orange Chamber! The sole purpose of the Chamber’s Small Business Development Team is to develop quality programs and effective tools to help its members grow and prosper. Created in 2003, the Small Business Development Team has launched some ambitious programs which are already assisting and helping our local business members become even more business savvy.

The current programs include a Business Mentor Program, two Leads Groups, Power Networking Sessions, a Business Resource Center and a Business Seminars Series.

THE BUSINESS MENTOR PROGRAM
If you have a new business or you are thinking of opening a business, the Business Mentor Program might be for you. Why not learn from a proven experienced expert in a variety of business categories. It just may be the wisest decision you make.

Available mentor categories include, small business banking, accounting issues, legal issues, human resources and business plans. There is no charge for this service.

POWER NETWORKING SESSIONS
How can you develop up to 19 quality leads in one hour? Easy, attend one of the West Orange Chamber’s Power Networking Sessions. Power Networking sessions are held every other month, and you will have an opportunity to promote and explain your business in detail to 19 other people. There is no charge for this service.

LEADS GROUP
The West Orange Chamber currently has two different leads groups. One group meets every other week and the other meets weekly. Both groups focus directly on developing quality leads for each other. What a great way to expand your business and increase your profits. There is no charge for this service.

SEMINAR SERIES
Three times a year the West Orange Chamber’s Small Business Development Team hosts a business seminar. Guest speakers who are experts in their respective fields, are invited in to speak to chamber members. Past topics have included, the art of networking and creative marketing strategies. The seminars are one hour and a half to two hours long and have proven to be very successful.

NEW FOR 2004 “HOT TOPICS”
In 2004, the West Orange Chamber will launch another new program called “Hot Topics”. Sessions will be held monthly at the Chamber office and will introduce members to a new or “hot” topic each session. In January, the first session will be on Quick Books, and in February the session will be an introduction to Power Point. There is no charge for this service.

“You have the questions, we have the answers.”
The West Orange Chamber Small Business Development Team

Jim Neumayer
Owner, Neumayer Productions
Governmental Affairs Update

The West Orange Chamber of Commerce takes an active role in political and community affairs issues that impact the business community. The chamber strives to provide effective and balanced representation of issues to its constituents as well as to inform its elected officials of those same concerns. The Governmental Affairs Committee plays an integral part in this process. Subcommittees were established to coordinate these efforts.

**Legislative Issues** This group addresses issues that arise within central Florida and statewide that affect West Orange citizens. With the direction of the board of directors, information is presented so that informed decisions can be made regarding these issues. For example, a Pre-Legislative Briefing by the Florida Chamber of Commerce was held on December 3 in Orlando. Its purpose was education and awareness of pending legislation in the 2004 session.

**Hob Nob 2004** This biannual event brings candidates and citizens together for an informal gathering and exchange of information prior to the November elections.

**Events** The Mayors’ Luncheon, the Legislative Luncheon and the Orange County Commissioners’ Luncheon are held each year. These events bring elected officials together with West Orange citizens for updates and question/answer sessions.

**Capitol Connection Trip** This annual trip to Tallahassee joins business leaders from four local chambers of commerce together. As a group, they meet with representatives and other state leaders, sit in on political briefings and enjoy a private reception with state lawmakers.

Thanks to the efforts of our current Governmental Affairs Committee members, we have accomplished our goals. Please join us for 2004. Your voice and vote do make a difference.

Diane Trees
University of Central Florida
Director of Community Relations
You are cordially invited to
The West Orange Chamber Of Commerce
Annual Business Meeting
Sponsored by:

Wednesday, January 21st
7:30 a.m. - 9:00 a.m.

Tanner Hall
29 West Garden Avenue
Winter Garden

Join us as we introduce the 2004 Chairman and the State of the Chamber Address. Breakfast tickets are available in advance for $15 per person.

Guest Speaker:
Simon T. Bailey
Simon T. Bailey is an internationally known speaker, author and facilitator and a leading authority in helping individuals and organizations release their brilliance.

Please contact the Chamber Office at 407-656-1304 or info@wochamber.com for directions and to R.S.V.P. by Friday, January 15th.

The West Orange Chamber of Commerce
Invites You To
Start 2004 with a New You
At the
January Business After Hours
Sponsored and hosted by:

Thursday, January 15, 2004
5:30 p.m. – 7:00 p.m.

Regions Bank
6752 Conroy Road, Orlando

Need help keeping those New Year’s resolutions? Come to the first Business After Hours of 2004 and get a great start!

Please contact the Chamber office at 407-656-1304 or info@wochamber.com for information.
You are cordially invited to attend the
Second Annual West Orange
Community Champions’ Gala

Hosted by the
West Orange Chamber of Commerce

Presented by

DeWitt Excavating Inc.

&

Progress Energy

Friday, January 30, 2004
Walt Disney World Dolphin
7:00-11:00 PM

Don’t miss the Chamber’s premier event featuring the Community Champions’ Awards and the prestigious Chairman Awards where members will be recognized for their commitment and dedication to the Chamber and our community. The eight Community Service Award recipients will represent Dr. Phillips, Gotha, MetroWest, Oakland, Ocoee, Unincorporated Orange County, Windermere and Winter Garden.

$86 per person includes dinner and two drink tickets.
Corporate Tables of 10 for $810 on or before January 9, 2004
After January 9, corporate tables of 10 are available for $860
Payments must be received prior to the event.
Semi-formal attire. Musical entertainment will be provided by Men With Mortgages.

R.S.V.P. to the Chamber by January 23, 2004. For additional information, call the Chamber at 407-656-1304 or e-mail info@wochamber.com