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Joseph A. Catrambone
President/CEO



Martin County Chamber leaders welcomed State Rep. William Snyder and Florida Senator Joe Negron to the November Luncheon at Monarch Country Club. Shown from left are Rep. Snyder; Nick Blount, FPL; Luncheon Sponsor Cathy McKenzie, AT&T Florida; Carolyn Davi, Palm City Chamber; Senator Negron; Joe Catrambone, Stuart/Martin County Chamber; Allon Fish, Indiantown Chamber; Jennifer Ferrari, Hobe Sound Chamber and Wayne Klick, Eye Marketing.



Chamber President/CEO Joe Catrambone (right) presented the Ambassador of the Month award to Don Acker, Heartland Payment Systems at the November Luncheon hosted by Monarch Country Club.

Special Thanks to our Holiday Trade Show Exhibitors and Food Sponsors!



Pei Wei Asian Diner



Mangia Bocellis Deli Bagel



Anthony's Coal Fired Pizza



Stuart Grill & Ale



Alpha-Zeta Landscape Contractors



Silver Platter Catering & Cooking Academy



Thanks TD Bank!

The November 16th Networking Breakfast was hosted and sponsored by TD Bank. Bank associates pictured from left: Ryan Coughlin, Aja Fuschini, Michael Woody, Michele Morgan, William P. Carrozza, Lisa Ciccone, Lucy Lueg, Christian Scalercio, Pete Lashenka and Crystal Quevedo.

CHAMBER EVENTS

Membership Drive Breakfast

Tuesday, December 14th
 7:45 AM
 at Chamber Office
 1650 S. Kanner Hwy.
 Stuart

Business After Hours

Wednesday,
 December 15th
 5:00 - 7:00 PM
 Hosted & Sponsored by
 Splash
 Poolside Bar & Cafe
 at Harborage
 Yacht Club & Marina
 955 N.W. Flagler Ave.
 Stuart

Membership Drive Luncheon

Thursday, December 16th
 11:45 AM
 at Chamber Office
 1650 S. Kanner Hwy.
 Stuart



President's Report

Joe Catrambone
 President/CEO

Perhaps there is finally a "light at the end of the tunnel". While still in the grasp of the worst recessionary period of our time a few positive signs have occurred. We conduct an informal survey of our retail members in November asking sales projections for Black Friday, season through December and the overall season, November to April. The past three years the

overwhelming response has been a decline in previous year sales. With a few exceptions, the projections held true. This year all surveyed (twenty-two) projected an increase in all three categories ranging from 2%-7%. Several have reported they surpassed their projections for "Black Friday" and sales remain robust. Reports say seasonal rentals are up over last year.

The 2010 elections sent a loud & clear message to Congress and the Florida Legislature; voters are fed up with the shenanigans occurring in Washington, DC and in Tallahassee. Those elected to two-year terms will have to face the music again in 2012. They will be under close scrutiny.

From the chamber's perspective we had a positive year. We met budget, not by much but nonetheless we did it. Our membership numbers held to where they were last year due to strong membership sales, our website advertising sales continues to be strong. Our trade shows, Home & Garden, Health and Wellness and Holiday Trade Show exceeded sponsor-

ship projections. An interesting observation these last two years has been the willingness of our members to spend dollars sponsoring events when they perceive a good ROI. (Return on Investment)

Of course we recognize until the problem with unemployment is satisfied we will continue to endure the recession. Hopefully the new leadership in Tallahassee will equate to new jobs; a goal of Governor-elect Rick Scott was 800,000 new ones. Let's hope he can fulfill any part of that promise.

We wish you a wonderful season and a prosperous 2011!!

Happy Holidays
 from the
 Chamber Staff and
 Board of Directors!

Shop Local...
 Shop With
 Chamber Members

FOR INFORMATION ABOUT CHAMBER MEMBERS, READ E-COMPASS NEWS AT WWW.STUARTMARTINCHAMBER.ORG.
 FOR MEDIA RELEASE PLACEMENT IN E-COMPASS NEWS, EMAIL INFORMATION TO INFO@STUARTMARTINCHAMBER.ORG.
 FOR CHAMBER MEMBERSHIP INFORMATION, CALL 287-1088 ext 101.