Margie Duffell joined Wells Fargo Home Mortgage as a Home Mortgage Consultant in the Sebastian Office in the fall of 2008.

A native Floridian, she has been in the banking profession for forty years and has extensive lending experience to include consumer loans, commercial loans and for the last fourteen years residential mortgage lending. Her business related education includes graduation from the Southwestern Graduate School of Banking at Southern Methodist University in Dallas, Texas, and she routinely participates in continuing education classes to stay knowledgeable of the newest and best products available for her clients.

Margie and her family moved to Sebastian in 1990 and she has become actively involved in this pristine and beautiful community. She is the Immediate Past President of The Sebastian River Area Chamber of Commerce having served on the board and as President for the last five years. She is a current member and past President of the Exchange Club of Sebastian as well as a member of the Board of Trustees of Sebastian River Medical Center. She is also an active member of the Realtors’ Associations of Indian River County. In the past Margie has served on the Sebastian River High School Business Advisory Committee, and the Business Advisory Board of the Visiting Nurses Association of Indian River County.

Margie’s most recent accomplishments include receiving the Realtors’ Association of Indian River County 2008 Affiliate of the Year Award and she was featured in the June 2008 edition of the Scripps Niche Publication Women in Business.

Margie is committed to providing the best mortgage product and service for her clients. Her office is located at 1614 US Hwy 1 in Sebastian. She can be contacted by telephone at (772) 473-8282 or (772) 388-4733 or on her website www.wfhm.com/Margie-Duffell

If you would like to “make the front page” of our newsletter, make sure you schedule time this month at one of our networking activities, and maybe your name will be drawn for the monthly spotlight! Check out our calendar inside!
Proposed renovations to the Chamber building on Main Street, entitled the:

Pelican Porch
Visitor’s Center

Wells Fargo Home Mortgage
MAC M1863-011
1614 N. US Hwy #1
Sebastian, FL 32950
772 388-4733 Office
772 388-4829 Fax
772 473-8282 Cell / 860 448-5243 eFAX
margie.duffell@wellsfargo.com
www.wfhm.com/margie-duffell

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DRY IN ONE HOUR
April Networking Events
Breakfast at Billero & Billero

Luncheon at river grille

Muffy Forsythe, Market Leader, Solantic, Luncheon Sponsor
Khristine Sarkauskas, President/CEO, Mental Health Association, Luncheon Speaker

Business & Pleasure at Orbit RV Park
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CORRESPONDENCE
P.O. BOX 789
SEBASTIAN, FL 32976
FAX (772) 599-8800
May 1      Chamber Monthly Breakfast
8:00 a.m.  Anytime Fitness, 9360 90th Ave, Sebastian

5:30 p.m.  Concert in the Park Series, Riverview Park
Sponsored in part by Melbourne International Airport and RBC Bank
Featuring: Stoney & the House Rockers

May 2      Cape's 18th Annual Golf Tournament
7:45 a.m.  Sebastian Municipal Golf Course

May 1-2    Ducks Unlimited Band the Slam Inshore Fishing Tournament, Squid Lips

May 8-9    37th Annual SISA Spring Fling Fishing Tournament, Capt. Hiram’s
37th Annual GFWC Sebastian River Junior Women’s Club Inshore Tournament, Squid Lips

May 9-17   National Tourism Week

May 12     Chamber Monthly Luncheon at Capt Hiram’s Tiffany Room
Noon       Guest Speaker: Karen Disney-Brombach, Vice Chair
IRC School Board; Sponsored by: Treasure Coast Business Journal
$15 with reservations, $20 at the door

May 15     Concert in the Park Series, Riverview Park
5:30 p.m.  Sponsored in part by Melbourne International Airport and RBC Bank
Featuring: The Porchdogs

May 15-16  10th Annual Bluewater Brawl Fishing Tournament, Squid Lips

May 21     Business & Pleasure
5:30 pm    Island Style Hair Studio, 1101 US Hwy 1, The Village Square, Sebastian

May 25     Memorial Day, Chamber Closed
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National City
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Monthly Networking Opportunities
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Chamber Monthly Breakfast

*Anytime Fitness*

9360 90th, Suite 105, Sebastian
May 1, 2009

Chamber Luncheon

**Capt. Hiram’s Tiffany Room**
Guest Speaker: Karen Disney Brombach
Vice Chair, IRC School Board
Sponsored by *Treasure Coast Business Journal*

$ 15.00 with Reservations, $ 20.00 at the door
May 12th, 2009

Business & Pleasure

*Island Style Hair Studio, Inc.*
1101 US Hwy 1, Suite D, Sebastian
(In the Village Square)
May 21, 2009

Check the Networking Activity you will be attending and tell us how many will be joining you!

Business Name ____________________________________________

Contact Person ____________________________________________

Chamber Fax # 772-589-5993

Twenty four hours in advance of all functions the chamber must notify the host of the number of reservations, and must guarantee that number. We can accept calls or faxes for reservations up until twenty four hours prior to the event. If, for some reason, you are not able to attend a function for which you have made reservations, please call us at 589-5969. Your reservation for any function or event is considered a commitment to pay.
• Sherri's Floral Shoppe, Inc. – Florist- 10% off any local purchase
• Skydive Sebastian – Skydiving - $20 off
• Snyder Plumbing – Plumbing Construction and Service – 10% off
• Space Coast Credit Union – Open checking account, receive $25, refinance auto loan, receive $50.00
• Spencer Pest Control—$50.00 off initial visit, pest control, lawn care, ornamental and termites
• Stanley Steamer – 10% off carpet/upholstery clean/air duct/tile grout
• Steven A. Long, P.A., Law Firm, 10% discount on legal services
• T & L Nails & Spa—20% off manicure, pedicure, facials, waxing and dermabrasion
• TC Limousine Service & Taxi – Limo & Taxi Service – 10% off
• The Bronze Lotus- Tanning Salon & Day Spa- 10% off hair, nails, tanning, massage & facials
• The Tax Authority – Individual tax returns – 10%
• Tim Modesitt State Farm Insurance – Large Road Atlas with an Auto Quote
• TLC Preschool – childcare- Free registration ($40 value)
• Treasure Coast Watercraft – 10% off rentals
• Trendsetters Construction Inc. – Residential & Commercial contracting, 5% (Up to $2,000)
• U.S. 1 Self Storage – self storage – 25% off monthly rent
• VeroBeach.com – 10% off local advertising on Internet directory
• Wemmer Family Orthodontics- Dentists/Orthodontics- Complimentary initial exam and $250.00 off full treatment for Chamber members and their families.

Please check our website for member contact information, look up members in our Chamber directory, or call the office for more information. If you would like to participate in this program, let us know what your offer to Chamber members is, and we will be happy to add it to our list. Chamber members should show their Member Discount Card to merchants to receive their special Chamber discounts! The Chamber is not responsible for any changes that the business member make in their offer.

Sebastian River Area
CHAMBER OF COMMERCE

Business to Business Discount Program

For Chamber Members Only!

Updated April 7, 2009
B2B Chamber Member Discount Program

The following members will offer their special discounts to Chamber members:

- A Hidden Oasis Day Spa – full service salon – 20% retail products, 10% facials, manicure, pedicure and hair care
- Acorn Mini Storage – Storage Facility & Truck Rental – 10% discount on storage unit
- Action Printers – Printing, copying, signs, 10% off products and services
- Adam Preuss Appraisal Services, Inc. – Real Estate Appraiser 10% discount on appraisal services
- Advance Plumbing Solutions – Plumbing – 10% off any plumbing service work
- Alternative Medicine Family Care Center – 10% off medical treatments and new patient exams
- American Cancer Society – Free literature, support and speaking opportunities
- American Red Cross, North Treasure Coast Chapter – 10% off classes in first aid, CPR
- Anytime Fitness of Sebastian – 24 hour fitness center – waives enrollment fee, $30 security key, $32.50 month for one year contract
- Art Blanche Studio – Painting, Faux & Decorative Finishes – 20% off
- Avon – Rosi Stubbins – 10% off products
- Bay Street Optical – 10% off eyewear, contact lenses, non prescription fashion sunglasses
- Bay Street Pharmacy & Home Health Care – 20% off vitamins/cholesterol testing, free delivery/ local business
- Beach Cove Custom Factory constructed homes or office – $2,000 discount
- Buena Vista Eyeland – 10% off frames or sunglasses
- Busy Bee Lawn & Garden Center, Inc., Plants, pottery, fountains, & butterfly garden supplies, 10% off
- Capt. Christy Lenz “Casual Cruisin’ Pontoon, Kayak tours, 10% off, call for various special tours and parties
- Capt’n Kool – Air Conditioning, Heating – $20 off AC, Heating or Pool Heater repair, $270 off any old system replacement, free energy survey to help you save $1,000.00
- Caribeno Architectural Group – 10% off up to $2,000.00
- Champion Home Health Care – 5% off hourly rate
- Coastline Tire – Automotive Tires and Repair – 10% off labor, $5.00 off oil change
- Community Roofing & Remodeling Services – $59 off any repair
- D&S Auto Repair – 10% off repairs
- Disney's Vero Beach Resort – Lunch at Shutter's Restaurant – 10% off lunch, Monday-Saturday
- Don's Aluminum – 10% off products
- Eva Tiffany Jeweler – 10% off jewelry repair, 15% off jewelry purchase, 15% off battery replacements
- Express Huntin’ N Fishin’ – Hunting supplies, archery, bait & tackle, 10%
- Florida Coast Information Services – Web Site Directories – 10% off electronic and communication services
- Florida Floor Fashions – 10% storewide on all materials, excluding sale items
- Green Brothers Construction, Inc. – $5,000 in free options with home purchase
- Gutierrez & Gutierrez DDS – $100 off comprehensive Dental Exam and radiographs
- Heartland Payment Systems – Payroll & Merchant Services – 10% off 1st year payroll processing
- Heaven’s Best of Indian River – Carpet cleaning – 10% off
- Hidden Harbour Cards & Gifts – 10% of sale (except consigned products)
- Hometown News – Newspaper Ads – FREE color w/program
- Indian River County Historical Society – $7.50 off each book
- Inlet Wines – 10% off wine, foods & cigars
- JST Flooring – Special Discount to members, depends on product & size
- John Lloyd Builders – Residential, Commercial Renovation – $2,500 in free options with purchase of remodel or new construction valued at $125,000 or more
- Kayaks Etc. – Kayak Excursions & Rentals – Save $5 per person on a guided kayak excursion
- Kristine Isham – Massage Therapy & Juice Plus – $10 off 1 hr. massage
- Mangrove Mamma Riverboat Cruises & Eco Tours – $2.00 off each person for Ecotours, for Luncheon & Dinner Cruises
- Manhattan Mortgage Corp. – $300 gift card at closing
- Manning Financial Group – mortgages – $300 off closing costs
- Manpower – Employment & HR Services – Free clerical assessment
- Marita Schneider, Acupuncture Physician – $30 off initial exam
- Maronda Homes – New Homes – $5,000 free options
- Mel Fisher Center – Museum & Gift Shop – 10% discount in gift shop
- Merriweather Designs – Window Treatments – 10% off
- Monnett Eye & Surgery Center Services – Free Surgical & Financial Counseling, Screenings & Seminars
- Mr. Small Move – Moving, packing & storage – $150 off packing services, local move
- Nautic Quest – Art Gallery – 5% discount
- Norman Meyer, MD – Glasses – 10% off
- Oak River Properties – Rentals, Property management, call for special discount
- Oyster Pointe & Bay Resort – Timeshare Resort – 20% off rental, based on availability
- Paradise Florist & Gifts – Flower Arrangements, Plants, Gift Baskets – Free Delivery or 10% off your purchase
- Pelican Plants – Landscape Consultation, Design, & Installation – $10 off 1 hour consultation
- Pennwood Lodge – Rooms, Picnics, Parties, Reunions – 10% off
- Perfect Image Pool Supply – Swimming pool supplies & service – 10% off
- Positive Change Health Center – Health & Wellness – $45 off Smoking Cessation Program, 20% off Digestive Care & Detoxification Program, $10 off Massage Therapy Services, and 10% off Weight Loss Program
- Power Painting of the Treasure Coast LLC – 10% off any job
- Rebecca Carswell – Fun, unique method of improving communication 25% off
- Rich Boyington Goldsmith – Retail & Custom Made Jewelry – 20% gold and silver
- River Breeze Cabinetry – Kitchen, bath and specialty cabinetry – 15% off cabinetry
- Roxanne Malone, D.D.S. – Dentistry, family, cosmetic, pediatrics, children, 10% of services
- RPK Services – Residential/commercial cleaning, 20% off any service
- Sandpiper Pest Control – Home & Lawn Pest Control. Termite Control – $50 off initial clean-out for home, $5 off lawn service, and $120 off whole house termite service.
- Sandrift Motel – $5.00 off per room night (not valid with other promotions)
- Sawgrass Welding & repair – airboat service and repair – 10% off
- Sebastian Inlet Marina, one month free rent with an annual contract
- Sebastian Quality Storage – Storage Unit Rentals – 1st month free with an annual contract
- Sebastian River Exterminating – Annual pest Control Treatment - $40.00 off
- Shear Tranquility – 15% off retail products
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Boneless chicken breast slowly cooked in a Spanish sauce with sautéed onions, green peppers, olives, potatoes

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This dish when translated means "Old Clothes" thinly shredded flank steak in a tomatoe and wine sauce with green peppers, onions and herbs

#6 ½ Sandwich.........................................................................$6.95
½ sandwich of your choice

#7 Pollo a la Primavera.........................................................$7.95
Grilled Chicken breast strips grilled with peppers and onions

#8 Bistec de Palomilla.........................................................$9.95
Grilled marinated sirloin, thinly sliced topped with onions

#9 Camarones Empanizados.................................................$7.95
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Yellow Rice

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Black Beans

Tamal(1) ............................................................................. $2.00
Corn Tamal stuffed with pork

Platano Maduro(4) ............................................................. $1.75
Sweet Plantains

Tostones(3) .......................................................................... $1.75
Green Plantains

Papas Fritas ........................................................................... $2.25
French Fries

Croquetas De Jamon(3) ....................................................... $1.75
Ham Croquettes

Ensalada Verde ...................................................................... $1.75
House Side Salad

Empanadillas .......................................................................... $1.75/2.00
Pastries filled with ground beef,
onions, peppers, olives and dice potatoes

Papa Rellena ........................................................................... $1.75
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Ladies Night Out Aesthetic Seminar
Thursday, April 30, 2009 at 6:00 p.m.
Monnett Eye Center

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A special night out is being held for women to learn about the options available for looking and feeling their best at all ages. Advances are being made rapidly in the area of esthetic products and procedures. No longer is it necessary to undergo major surgery with long down times to correct the damage that occurs from sun-damage, hormones, environmental factors and the effects of aging. Options today are less invasive, more subtle and natural looking in their results. One of the most dramatic ways to improve one's appearance is eliminating the dependence on glasses. After having one of the many types of procedures available that improves vision, our patients are able to live a more active lifestyle and enjoy more youthful appearance.

Eyelid lifts are another minimally invasive way to improve one's vision and appearance. Drooping eyelids give a person the appearance of being tired or grumpy. Often times the sagging lids cause a decrease in vision that the patient is not aware of. In cases where vision is being affected, insurance will pay for this procedure, giving the patient better vision and a more youthful appearance without incurring a big expense.

Injectable dermal fillers are products that instantly replace the volume we lose in our face as we age. Radiesse, Restylane and Juvederm are some of the dermal fillers available today. The deep lines that appear around the mouth and nose area can be instantly corrected for a natural, younger look that lasts. The use of these filler products can actually stimulate your body to produce your own natural collagen. The most well-known and most commonly used injectable product is BOTOX. Botox is used for relaxing and smoothing out the expression lines in the eye and brow area.

Obagi Medical Skincare is the physician-dispensed, prescription-strength skincare system that can actually transform your skin at the cellular level. This system is clinically proven to result in younger and healthier looking skin.

These options and so many others are available at Monnett Eye Center. There is a product or procedure that is right for you and your budget.

Attend the Women’s Esthetic Event schedule for Thursday, April 30th at 6:00 p.m. at Monnett Eye Center to celebrate your options. There will be Hors’douvres, door prizes, raffles and lots of fun. Call 772-589-8111 to reserve your spot today. Seating is limited.
MEMBER NEWS

The Sebastian River High School Band Program’s climatic end of the year concert will be showcasing the program’s best. The public is invited to enjoy this two hour community concert, with intermission, starting at 7 p.m. on May 5 at the school’s Performing Arts Center. Admission is free but donations are accepted.

Capt. Hiram’s has added an Executive Boardroom, in addition the beautiful riverfront ballroom. The 260 sq. ft. boardroom features accommodations for 14 people in a private, comfortable boardroom setting that includes a large oval conference table, high speed internet- wireless/hard line, DVD, data ports, conference phone, and a 42 inch flat screen monitor for laptop presentations. Call Keith for rates and availability at 581-6178.

The news staff at Scripps Treasure Coast Newspapers wants to remind you of the many free methods for getting news items in their newspapers: TCPalm.com and YourHub.com. For more information about all of the free stuff, go to www.TCPalm.com/submit, call Adam Neal at 9782319, or go to www.YourHub.com. You may also contact Dennis Durkee at Dennis.Durkee@scripps.com.

If you are interested in helping the Lions Club with their beer garden at the Fourth of July Celebration, please contact Dr. Norman Meyer at 228-9900.
Nine rules for Business Success in Tough Times

1. Work hard. To prosper in tough times, apply yourself as never before. As business coach Brian Tracy says, “you work eight hours per day for survival; everything over eight hours per day is for success.”

2. Do the right things. It’s tempting, especially under stress, to default to easier tasks and leave tough assignments for later. Now more than ever, focus on your bottom line. Address the big picture issues which include strategy, sales and growth.


4. Be fair. With both your staff and customers. Both are essential to your business.

5. Adapt. The world is re-inventing itself right outside your door. You’ll be obsolete unless you keep on top of what is happening in your industry and change.

6. Stop crying. Fretting over how bad things may be does not help yourself, your staff or your business. “Bad energy begets bad energy.”

7. Ask for help. Open up to business professional you trust, ask for their advice and share your thoughts in return. The combined wisdom may help all your businesses thrive.

8. Play a little. Long hours may be necessary to keep your business going, but schedule some R & R time to renew your energy and focus your mind.

9. When you fall down, get up. You’re likely to face some setbacks in this economy, but keep this in mind: The businessperson who shows resilience will be the one standing when good times return.

(Editor’s Note: The above was adapted from a column by Kevin Ireland, editor and publisher of the North Central Florida Business Report and has been reproduced with his permission.)

MORE MEMBER NEWS

Air Azul will launch a public charter operator, with twice weekly flight beginning June 10 from Melbourne International Airport to New York City via Newark Liberty International Airport. The public charter operator is offering introductory, one way fares from as low as $79. Air Azul will provide service between Melbourne and Newark on Wednesdays and Saturdays aboard a 162 seat, Boeing 737-800 aircraft. Air Azul’s $79 one way fares are limited, not available on all flights and must be purchased by May 30, 2009 for travel completed by Sept. 2009. Reservations may be made through the company’s web site www.FlyTheNewBlue.com or via the airline’s reservations center at 1-877-835-9786.

Pelican Bay will be hosting a preventive health event for local residents. The event is being offered by Life Line Screening and will take place at Pelican Bay on May 6, 2009. Pelican Bay is located at 8600 US Hwy 1 in Micco.
Sebastian River Area
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Board of Directors, 2009

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As we are going to print, the gift certificates, goodie bag items and foursomes for golf are rolling in. The response to the Golf Tournament has been great, and we look forward to a great day on the links with all of our business members and associates of the Chamber. Ed Moore from Ferndale Lodge has done a yeoman’s job of organizing the 18th Annual Tournament. Its affordable and fun, and Ed and Ben Bishop are bringing back the Skills Challenge to make the tournament more interesting. May 2 is the date, and we will accept golfers up until the morning of the shotgun start! Email us at info@sebastianchamber.com for the registration form!

Please save the date for the Sebastian Grill Out Night, scheduled for August 7, 2009, right in the middle of the dog days of August. Fire up your grills, practice your watermelon carving skills and get ready for a great Friday night, that can only happen in our community. We did this a couple of years ago, modeled it after the awesome Light Up Night event that’s been going strong for twenty years, and it worked. People said that nobody was in town in August, and well, that’s simply not true. So in order to try to stimulate some activity during a very down time of the year, we invite you to participate, partner up with other businesses, create your own block party committee, (we have some tips on that from one of our new members, Martin Drummond) and let’s have a party. Registration forms will be coming in June, so just mark the date for now.

As you all know by now, the school systems are really being impacted by the distressed economy, and the reduced revenue. We have invited Karen Disney-Brombach, Vice Chair of the School Board to come and speak to us at lunch in May at Capt Hiram’s Tiffany Room. It should be an enlightening talk. Breakfast is at Anytime Fitness, owned and operated by Randy White and family and Trish at Island Style Hair Studio will be hosting the Business and Pleasure. There’s plenty of opportunity to get together and network, commiserate, share survival tips about reducing your expenses or increasing your revenue, and promote your business. We hope to see you at one of our events.

We want to thank a couple of special Chamber members who have agreed to serve on our Board of Directors. At our last Board meeting Patti Jamar of RE/MAX Riverside, and Don Wright, of Don Wright Realty were elevated to voting board member status. Patti has also agree to take on the position of Board Secretary and Theresa Tolle will be serving as our Vice President. Knowing how valuable everybody’s time is, we really appreciate their commitment to the business community!

When you need to take a break this month, check out all of the fishing tournaments coming up in May, every weekend is filled with onshore or offshore fishing for amateurs, beginners and the professionals!

Have a prosperous week!
CONCERTS IN THE PARK

The Nouveaux Honkies performed on April 3rd!

The Nite Life didn’t let the rain damper their performance on April 17th!
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