



CHAMBER CHOWDER®

510 Greene Street ~ 1st Floor, Key West

www.keywestchamber.org

Research Overview of Tourism



Keynote Speaker Kelli Fountain of the TDC being welcomed by President Michael Morawski.

Kelli Fountain, Director of Marketing and Research for the Tourist Development Council presented the chamber members with the Market Research Overview and Monroe County Tourism Economic Impact Report. The research program was established in 1993 and is unique in Florida - many destinations do not have a dedicated research staff member.

"It's a hot off the press executive summary of the tourism impact study," Ms. Fountain began, "and it gives our community much needed data on the top segment of our economy."

One of the goals of TDC research is to identify market opportunities and challenges: who and where are the profitable markets and what are the appropriate messages. "Whether it's a single millennial, or a married couple or a multi-generational family visiting, the marketing would be different. This helps you tailor your message appropriately," Kelli maintains.

Another goal is to evaluate and monitor marketing performance: did you

reach that market? Did they respond? Finally, it aids in making quick changes when needed to the marketing approach; how to tweak your marketing and respond to the unexpected.

"After Irma," Kelli informs, "we could see through social media avenues what potential visitors' concerns were. They wanted to know how the snorkeling was and if they could still go boating. We could then post questions asking how those experiences were for those that were here."

Ms. Fountain further explained how the TDC tracks our visitors. A Visitor Profile Survey conducted via on-the-street interviews done at various times of the day and at different times of the year, covering all the way from Key Largo to Key West. "We find out who we attract, why they are here, what they did, and if they will come back and why."

The Chamber of Commerce survey is another tool. What marketing made them initiate contact, who is inquiring and why. "Credit card transaction reports allow us to estimate international arrivals. It

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Message from President Michael Morawski

What a September! It began with a keen eye towards the Atlantic. All of the residents within Florida's borders plus those along the East coast of the United States were frozen in place, watching media broadcast, tracking the potential fury and uncertainty of a named storm called Dorian.

As Labor Day weekend approached, Dorian's U.S. target and timetable for landfall, remained uncertain. Today, we know; Dorian's U.S. path remained, one's best guess, through the Labor Day Weekend, as it hovered as a Category 5, less than two hundred miles from Florida's coast line, causing mass cancellation and barren Key West streets during this economically vital end of summer holiday and turned leaving the Florida Keys untouched. In addition, we know that our sister island Green Turtle Cay was part of the island chain who endured seventy-two hours of Dorian's Category 5 wrath.

What ensued next was masterful citizen to citizen disaster relief assistance. The community came together as a collective one. It was understood that everyone had talents and or resources for contribution should they choose to assist.

"Key West Cares" was the banner the mission was focused and the aid was original. Committees were designed for efficiency and task specific. Needs were communicated from those who had endured Dorian's wrath and now live within the wreckage, the residence, ensuring an aid delivery system based on actual necessities.

Incredible work by all. I ask everyone to stay informed through Key West Cares Facebook page. Your *continued on page 3 ▶*

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Spotlight Shines on ... Jim Reynolds, All Aspects Inspection Services, Inc.



Each month, the Key West Chamber of Commerce spotlights a business or professional person whose business card is drawn at the Business After Hours. This month's winner is Jim Reynolds, All Aspects Inspection Services, Inc.

inspector the next day if they call All Aspects. They can also receive a discount on their permit fees. In addition to the significant savings to developers, owners and contractors, it can easily pay for itself.

"We work very well with the city and county building departments. It feels like we're part of a team," Jim says appreciatively. It's a partnership that provides a service to the construction industry, expedites the property owners project to completion, and helps alleviate the workload of those city and county departments.

"Especially in the aftermath of a natural disaster like Irma, the building department gets overwhelmed."

The founding fathers of All Aspects know because one of them is a former Key West building inspector. Retired and still licensed, he joined with a local engineer and the foundation for the business was poured. In 2017, Jim joined them as one of the four

partners/cornerstones. Jim is a licensed engineer that moved from Delray Beach to Cudjoe Key in 1994. A frequent visitor to the Keys, when a job opportunity with the Florida Keys Aqueduct Authority presented itself, he took it. He left that position in 2011 to start his own engineering firm.

All Aspects seemed like a natural direction for his talents and experience. Jim stresses that his team understands the requirements and concerns of the municipal building departments and his company exists to alleviate their workload.

A member of the Key West Military Affairs Committee as well as the Sunrise Rotary, Jim touts the best part of his work is getting involved with a wide spectrum of projects. "From a backyard deck to a multi-family housing project like The Quarry, I enjoy watching a project go from paper plans to a real structure." 

What makes All Aspects Inspection Services so unique? They're the only one.

"We can be more competitive in our prices than an out of town option," says Jim Reynolds, one of the four partners of this alternative plan review and inspection services provider. Located in Summerland Key, most of their work occurs in the Lower Keys and Key West.

Florida state statutes allow for a private company to be used to help expedite the construction process. "Time is money," Jim continues, "on the construction site as much as anywhere. We work with the property owners to get their plans reviewed and approved so their permits can be issued in a timely fashion."

People with projects can expect an

REAL BANKERS | REAL PEOPLE | REAL RELATIONSHIPS



Key West Roosevelt:
305-676-3100
2514 N Roosevelt Blvd.

Key West Old Towne:
305-676-3140
1229 Simonton St.

Key West Whitehead:
305-676-3160
701 Whitehead St.

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The Chamber Chowder Heartily Thanks These Businesses for Their Generous Support of this Issue of the Newsletter

Ernest Hemingway House Museum
907 Whitehead St
Key West, FL 33040
305-294-1136

La Concha Crowne Plaza
430 Duval St
Key West, FL 33040
305-296-2991

Horan & Higgins, L.L.P.
608 Whitehead St
Key West, FL 33040
305-294-4585

Porter Allen Insurance Company
513 Southard St
Key West, FL 33040
305-294-2542

Old Town Key West Development
201 Front St, Suite 301
Key West, FL 33040
305-294-3225



“Research Overview of Tourism” cont. from page 1 ▶

allows us to track the biggest spenders.” Website inquiries are helpful using Google Analytics as well as social media tracking to see what people are saying about us on Facebook, YouTube and Google+.

Then comes performance tracking using Smith Travel Research Data which benchmarks hotels against competitive aggregate and the local market. AirBNB reveals historical trends for vacation rentals. Big Data analysis of accommodation searches taps into the likes of Expedia and Orbitz to show how far out people are booking and contains millions of records per month of searches for stays in the Keys.

The UNWTO reconciles, cross checks, and sees how it relates to visitor spending. The study translates visitor spending into impacts on the Monroe County and Florida economies. The visitor measurements follow the UNWTO definition: coming from 50 miles away or more (or overnight), non-routine; both in-state and out-of-state visitation, day/overnight, business and leisure trips, and includes cruise ships in port.

“We can see that the Overnight Domestic Leisure Volume has steadily increased from 2.69 million annual visitors in 2014 to 2.99 million in 2018. It increased even after Irma,” Kelli relates. “The total volume rose 1.5% in 2018 to 5.1 million. That is everyone who has touched the chain of islands as a visitor.” The top three states that they visit from is Florida with over 2.5 million, Texas with just over 164,000, followed by New York with 162,608.

“The total spending in the Florida Keys is just shy of \$2.4 billion in 2018,” Kelli continues. “Key West attracted a total of 2.9 million visitors in 2018. That volume is up 8.2% from 2017 with spending increasing 10%. Visitor spending in Key West made up 46% of visitor spending in the Keys. Lodging expenditures make up roughly half of visitors’ local trip budget in Key West, driven by higher ADRs and longer lengths of stay. The average amount spent per visitor is \$540.”

2018 Monroe County Tourism Highlights:

- ▶ \$2.4 billion tourism spending equates to \$1.8 billion total economic impact (direct, indirect and induced)
- ▶ 26,500 total traveler spending supported jobs (direct, indirect, and induced) that

resulted in \$943 million total wages and proprietor income

- ▶ Tax revenue generated was \$237 million in federal tax and \$255 million in total state and local tax coming from sales taxes, bed taxes, rental car and other licenses and fees.

In 2018, just short of 19,100 jobs were directly supported by tourism and an additional 7,400 direct and indirect jobs were supported. Tourism is far-and-away the largest employer in Monroe County; supporting 44% of the county’s employment. Among the top tourism markets in the state, Monroe County ranks number one in the proportion of county jobs supported by tourism. “That’s surprising,” Kelli asserts, “considering Orlando has Disneyworld.”

With the federal tax money generated, the TDC has invested \$11 million in performing and visual arts over the past ten years. It has also contributed \$57 million to capital projects such as beaches, coral reef restoration, marine mammal facilities, park improvements, Pigeon Key, amphitheaters, museums and cultural centers.

Ms. Fountain went on to demonstrate the ways that tourism benefits Monroe County:

- ▶ 4 out of every 10 Monroe County workers owes his/her job to tourism activity, with the average wage of both full and part-time workers coming in at \$35,448 in 2018
- ▶ Tourism-supported state and local tax collections were enough to educate 20,917 public school students in Monroe County
- ▶ Over \$1.8 billion was retained in the county economy, providing an array of businesses with revenue, supporting jobs for county citizens, and producing revenue for state and local governments
- ▶ Without tourism, Monroe County’s 30,200 households would need to pay an additional \$3,750 in local taxes annually to maintain current levels of receipts.
- ▶ In 2018, the total economic impact generated by visitors to the Florida Keys represented approximately 54% of Monroe County’s private sector GDP

These are excerpts from the executive summary and those interested in more information, complete with charts and graphs can find the full fifty-page report on the website at www.monroecounty-fl.gov. 

President’s Message cont. from page 1 ▶

compassion and generosity will be at the top of Green Turtle Cay’s needs for years to come.

On September 17th, the Key West Chamber of Commerce hosted the 31st, “Showcase of Key West Businesses, trade show. From the moment the doors opened our 47 exhibitors were sought out from the energetic attendees eager to match their current and future needs for specific products and service.

Should your needs require here’s a list of those who participated in our “Showcase of Key West Businesses” trade show. American Leak Detection, Big Ass Flooring, Centennial Bank, Debon Air Mechanical, Even More Payments, Fairvilla Sexy Things, First State Bank of the Fl. Keys, Florida Keys Aqueduct Authority, Florida Keys Media, Gary’s Plumbing & Fire, Gourmet Nibbles & Flowers, Hemingway Rum Company, Historic Tours of America, Iberia Bank, Insurance Office of America, Kanner & Pinaluga, P.A. Property Damage Attorneys, Keys Imaging, Key West Insurance, Key West Weekly, Keys Auto, Keys Medical Group, Little Switzerland, Lower Keys Medical Center, Make It So Charters!, Mel Fisher Treasures, Merrill Lynch Wealth Management, Mount Sinai Cardiology of the Florida Keys, Ocean ATM, Our Keys, Pruett Dermatology, Red Barn Theater, Refreshment Services Pepsi, Robert E. Clark, CPA, Stock Island Yacht Club and Marina, Suzanne Moore Real Estate Services, Take Stock In Children, The College of the Florida Keys, The Key West Citizen, The Perry Hotel, Two Ocean Digital, Vacasa Key West, Vacasa Real Estate, Vacation Homes of Key West, Waste Management, Inc., and Zonta Club of Key West.

Thank you all for your participation. In addition, I’d like to thank our major sponsor Waste Management, and co-sponsors Jacobs, plus Kanner and Pinaluga along with our Business After Hours host the Key West Marriott Beachside for this First-Class Event.

Our after-hours this month was held at a shining example of what can happen when the private sector, government, and the community come together for the common good. The Toppino family along with their partners, Vestcor displayed the newly built Quarry Apartments, a work force housing development.

What a magnificent complex. This property will propel the process and stand as the model of, “yes,” for others who strive to meet our Work Force housing challenges. 



The Key West Chamber of Commerce and Waste Management Presented the

30th Annual "Showcase of Key West Businesses" Trade Show at the Key West Marriott Beachside Hotel



Greg Sullivan, Senior District Manager and Margret Lana, Franchise Territory Manager of Waste Management, Inc. were at the trade show to promote the latest recycling programs.



Gourmet Nibbles & Flowers exhibited in the show this year to showcase their Fall and Christmas flowers and baskets.

September means school is in full swing, Summer is loosening its grip, and the chamber showcases its myriad of Key West businesses at the annual trade show. This year was the 31st year of owners and staff setting up swag, presenting their products, and releasing raffle prizes into the welcome arms of the attendees. The networking potential was unlimited.

Make It So Charters' Captain Howie exclaimed, "We're glad to showcase our unique business and connect with people we don't normally see - because we're out on the water! We're glad we... made it so!" Their table had a Plinko board to play and win prizes as well as a drawing for a free charter.

This year's event had a record number of vendors and there was even a waiting list. "Next year we are going to find a way to squeeze in two more tables to meet the demand," said Virginia Panico.

Our major sponsor, Waste Management, states one of their reasons for participating yearly in the show is for education. There are some common misconceptions about what to recycle, how to recycle and even if recycling is



Glee Higgins and Bonnie Levin of Little Switzerland showed off their precious gems and jewelry.

really even happening here. "People see the same truck picking up garbage and then coming back to pick up recycling and they think it all gets mixed together. With Key West being such a small island, we do use the same trucks but they are emptied between the types of collections," Margaret informed inquirers.

Greg Sullivan's take was more gregarious, "We're happy to be a sponsor! The success of Key West is our success. We sponsor because we love the chamber and all it does for the community."

Kanner & Pinaluga property damage attorneys and Hurricane.com as new members were new to the event and one of the show's co-sponsors. The representatives said, "The chamber is about helping people and we're all about helping

people, so we decided to jump right in and make a big first impression. We value the opportunity to be proactive and meet everyone before they need us. It's also a chance to clarify that we're not only about hurricane damage, but any kind of property damage." Year after year our long time

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Tuesday, December 3, 2019 CUSTOMER SERVICE SEMINAR

By Elisa Levy
8:30am to 11:30am
At the Doubletree Grand Key Resort

Customer service is imperative because a dissatisfied customer will tell between 9 – 15 people about their experience. Around 13% of dissatisfied customers tell more than 20 people. 65% of business comes from repeat customers, and 72% of the reason people stay loyal to a business is due to customer service.

Learn easy-to-use tools to:

- **“Wow”** every customer that walks through the door.
- Communicate effectively with people from other cultures.
- Understand what your customers want and need from you.
 - Turn an unhappy customer around in seconds.
 - Handle even the most difficult customers.
 - Have a great attitude every day.

“Customer Service is not an expense; it is an investment”

To register please contact committees@keywestchamber.org or call Dorothy at 305-294-2587.



Elisa Levy is an internationally known speaker and author who specializes in conflict resolution, team building, leadership and customer service. For the last 18+ years, she has been working with organizations and individuals to improve their businesses and working relationships. Her clients run the gamut, from the United Nations, to Fortune 500 companies, hotel chains, restaurants and non-profit organizations. Elisa travels the world teaching; and has authored two books, and countless articles on conflict resolution.

KEY WEST CHAMBER OF COMMERCE

510 Greene St.
Key West, Florida
33040

305-294-2587

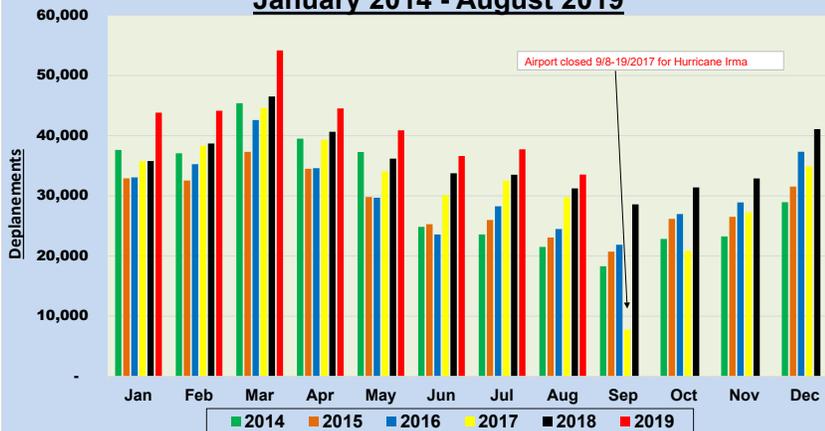
www.keywestchamber.org

**Cost is \$76.00 for members
and
\$99.00 for non-members.**

(Price includes continental breakfast)
Registration Deadline November 29, 2019

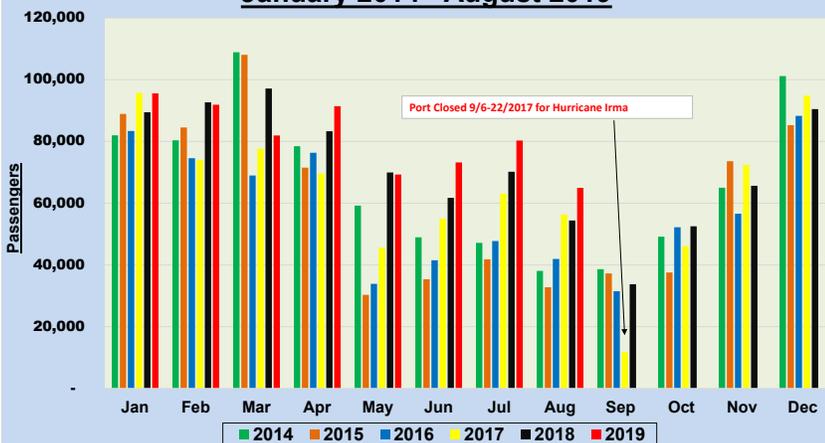


Key West International Airport Arrivals January 2014 - August 2019



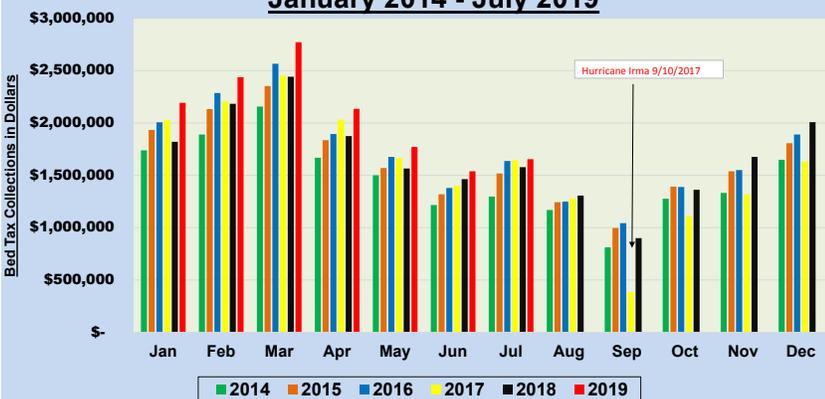
Source: Key West International Airport

Key West Cruise Ship Passengers January 2014 - August 2019



Source: City of Key West Port Operations

Key West Bed Tax Collections January 2014 - July 2019



Source: Monroe County Tax Collector

Passenger arrivals to the Key West International Airport in August, 2019 totaled 33,523. This is an increase of 7.3% when compared to the August of 2018 number of 31,237.

The 335,405 deplanements for the year 2019 thus far is a significant 13.2% more than the 266,319 passengers that arrived to Key West in the first eight months of 2018.

Currently, American Airlines is providing service to Miami, Dallas and Washington National, and seasonal direct non-stop service to Charlotte, Chicago, and Philadelphia. Delta is offering service to Atlanta and seasonal service to LaGuardia which started March 9th. United Airlines is offering direct non-stop service to Newark and seasonal service to Chicago O'Hare. Silver Airways provides direct non-stop service to Fort Lauderdale, Orlando, and Tampa.

August, 2019 saw 566 planes land at Key West International Airport which is 2.9% less than the same period in 2018. The year to date total number of landings of 5,658 is 5.5% less than the 5,989 planes that landed during the first eight months of last year.

A total of 64,985 cruise ship passengers disembarked in Key West from 26 ships during August, 2019. This is 19.5% more than August, 2018 which saw 54,383 passengers visit Key West. The 648,586 passengers in the first eight months of 2019 is 4.8% more than 2018 year to date. The 267 total port of calls is 0.4% more than the 2018 year to date number of 266 ships.

While the total number of port of calls is just one ship more than last year's total through the first eight months of the year, it should be noted that the passenger counts have increased. This is mostly due to the larger boats that have been visiting Key West with a larger capacity. The next few months does have an increased number of expected ships that should put even more distance between this year and last year.

The cruise ship schedule for September thru November compared to the same three months in 2018 is shown below.

Number of Ships

	2018	2019
October	24	38
November	32	37
December	43	53

The reported Bed Tax Collections for Key West for July, 2019 were \$1,654,652, 4.8% higher than the same period in 2018. The year to date Bed Tax Collections total \$14,503,771 and represents a 12.2% increase over the same period last year.

The July, 2019 "occupancy rate" for Key West was 88.1% according to the Smith Travel Report. That is a 1.8% decrease from the 89.7% reported in July, 2019.

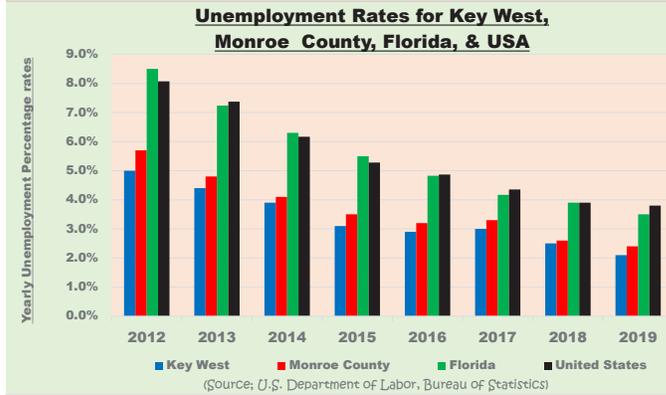
The Average Daily Rate (ADR) was reported at \$241.88 for July of 2019. That is a 1.5% decrease from the ADR of \$245.56 posted in July, 2018.

For the year 2019 thus far, Key West has seen an increase of 2.0% in occupancy rates, a 5.0% increase in revenue per available room (RevPAR), as well as a 3.0% increase in ADR year to date compared to the same period in 2018.

Since Hurricane Irma passed on September 10, 2017 and caused damage to some hotels, the number of rooms available had declined. Key West saw 145 more rooms open up in recent months, but witnessed another hotel close 48 rooms for long-term renovations.

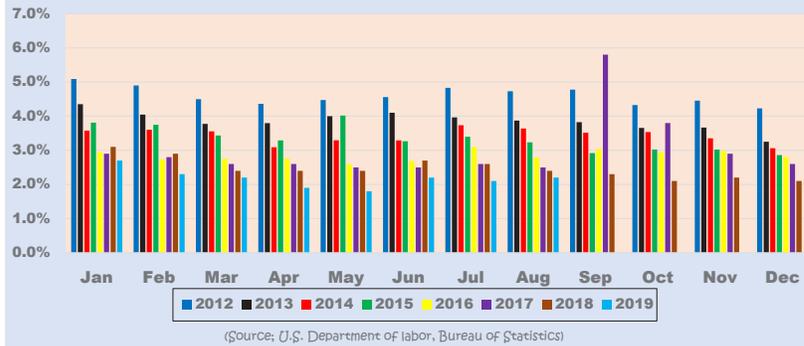


HISTORICAL KEY WEST LABOR AT A GLANCE



Key West unemployment rates in 2018 and 2019 have continued to hover around the 2.5% mark, continuing on a slide that is almost a decade long. Employment has remained remarkably consistent for the past twenty-five years. The population of Key West hit a peak of 29,312 in 1970. In recent years the population has floated slightly north of 25,000. In 2005 the population was 24,000, and it hit 25,755 in 2015. Despite Hurricane Irma the city population was estimated at over 26,000 people at the end of 2017. An area of critical concern is that both the workforce and the population is capped in Key West. A perceived aging demographic shift is also a concern for a market in need of a steady supply of labor.

Key West Monthly Unemployment Rate January 2012 - August 2019



In 2018 Key West averaged 387 unemployed people per month, and about 15,294 people working each month during the same period. With a full time population of just over 26,000 people, that gives Key West over a 60% participation rate in the work force.

That's less than 16,000 workers:
 +supporting almost 3.5 million visitors
 +with almost 6,000 transient rooms
 +and a seasonal resident swell that comes close to doubling the population

Key West Unemployment Vs. Selected Florida Cities 2009-2019 Annual Rates



In the July, 2019 Key West Chamber of Commerce Business Environment Survey, 45% of all respondents stated that they had hired at least one employee in the second quarter of this year. Another 31% of respondents stated they planned to hire at least one more employee during the third quarter of 2019. A whopping 73% of respondents to the same survey described the ease of hiring as "difficult". In the 2019 Key West Chamber of Commerce Wage and Benefit Survey nine of the eleven private sectors described the ease of hiring as "difficult" as well as four of the eighteen public entities. Twelve of the eighteen public entities did describe the ease of hiring as "moderately difficult". In the same survey the majority of the respondents in the private sector claimed they are "rarely satisfied" with the applicant pool when they are seeking employees. In the same survey the majority of the public entities claimed they are "sometimes satisfied" with the applicant pool.

The United Way of the Florida Keys announced in their 2018 Alice (Assets Limited, Income Restrained, Employed) Report that 42% of households in Monroe County struggle to pay for basic needs such as housing, child care, food, transportation, health care, and technology. Monroe County had the most expensive survival threshold budget in Florida at \$27,192 for a single adult and \$68,916 for a family of four with two young children. These figures represent the bare minimum that is estimated to be needed to survive financially and do not include any assets or savings. The stability budget was \$42,228 for a single adult and \$119,628 for the two adult two young children household. This budget reflects a more secure situation including savings needed to gain financial stability and more generous budget lines for better nutrition and healthcare. The biggest driver of the budget in Monroe County is the high cost of housing, where even on the survival budget of the single adult the cost of housing was over 44% of the budget. Stock Island had the highest percentage of combined ALICE and poverty level families at 63%, followed by Tavernier at 54%, and Marathon at 53%.

30th Annual "Showcase of Key West Businesses" *cont. from page 4* ▶



The Key West Chamber of Commerce and Waste Management Presented the



30th Annual "Showcase of Key West Businesses" Trade Show at the Key West Marriott Beachside Hotel



Nancy D'Amato and Barry Bivens were on hand to promote Refreshment Services Pepsi newest products and celebrate 50 years in business in Key West and the Lower Keys.



Joe Ippolito, owner of Ocean ATM was at the Chamber's trade show to spread the word about their latest equipment and services.

co-sponsor JACOBS supports and very generously donates their booth to the Education Committee for their fundraising efforts.

The show was held on September 17th at the Key West Marriott Beachside Hotel with the hours of 3:00pm to 5:00pm being open to the public and then the Business After Hours portion sponsored by the Key West Marriott Beachside Hotel from 5:30pm to 7:30pm for chamber members. Bankers exchanged with medical professionals and non-profits connected with realtors. The mingling was intermixed with the drawing of business cards and announcement of winners.

There was also a photo booth to commemorate the occasion with a little fun and flair. DJ Bill Bravo was broadcasting so those who couldn't attend could listen live on 92.7 WEOV FM.

And many vendors had samples, whether it was the clean

tasting water of the Aqueduct Authority, Realtor Suzanne Moore's red velvet cupcakes, or Pepsi showcasing some of its new refreshments. Historic Tours of America was hoping to find some new employees with their display and sign-on bonus.

Gourmet Nibbles and Baskets had a beautiful display to greet participants as they walked in the door. "This is our fourth or fifth year and we love seeing our friends and mixing with other businesses," says Gayle.

The staff of Hemingway Rum Co. was busy serving up samples of Papa Pilar's Punch and were enjoying seeing lots of repeat customers. They were excited about their giveaways, which included a special limited release bottle of rum. Becky said, "It's great and so fun. We're a big hit - we have rum! Seeing so many faces I recognize, an amazing turnout - we already ran out of ice! I'm so glad we did it and we look forward to next year."



Hosting and showcasing Papa's Pilar rum are Becki Balcer and Bryan Skarbnik.

BUSINESS AFTER HOURS GRAND OPENING AT THE QUARRY | TUESDAY, JULY 16, 2019

Sponsored by: *The Quarry, Rockland Key*



Community Calendar

October 2019

10/3	Anders Osborne Solo-8:00pm-The Key West Theatre, 305-985-0433
10/5	Chris Duarte-8:00pm- The Key West Theatre, 305-985-0433
10/6	Locals Day at Key West Botanical Gardens, 305-296-1504
10/11-12	Southernmost Marathon & Half Marathon, 304-296-1817; lizlovekw@gmail.com
10/12	Mojitos in the Moonlight at Southernmost Mansion, 305-296-0240; Benefit Samuels House 7-10pm
10/12	Making Strides Against Breast Cancer Walk in, 305-393-6830; Key West-Truman Amphitheatre
10/18-27	Fantasy Fest www.fantasyfest.net, 305-295-9112
10/18-19	Goombay Festival- Bahama Village, 305-342-3340; Contact Maria Hernadez
10/19-25	The Rocky Horror Show- Waterfront Playhouse, 305-294-5015
10/19	Key West Botanical Gardens, 305-296-1504; Native Plant Sale 9:00am-Noon
10/20	Zombie Bike Ride-www.zombiebikeride.com, 305-294-7433
10/23	Annual Pet Masquerade-Truman Waterfront Park Amphitheatre 6:30p-9:30p
10/24	37th Annual Headdress Ball, 800-535-7797; https://gaykeywestfl.com
10/25	Locals Masquerade March; https://fantasyfest.com/masquerade-march
10/26	Fantasy Fest Parade www.fantasyfest.com; 305-295-9112
10/27	Children's Day Bayview Park 12p-5p, 305-292-8912
10/28	The Allman Betts Band with Special, 305-985-0433; Guest JD Simo- Sunset Event Lawn-7pm

Cruise Ship Schedule

OCTOBER 2019

10/1	Carnival Victory	7:30am-1:30pm
10/1	Carnival Freedom	11:00am-7pm
10/1	Norwegian Sun	3pm-9pm
10/2	Majesty	8am-7pm
10/3	No ship	
10/4	Norwegian Sky	7am-4pm
10/5	No ship	
10/6	Armonia-	7am-6pm
10/6	Insignia	8am-5pm
10/6	Majesty	9am-7pm
10/7	Empress	7am-6pm
10/7	Norwegian Sun	9am-6pm
10/8	Carnival Victory	7:30am-1:30pm
10/8	Norwegian Sky	8am-6pm
10/9	No ship	
10/10	No ship	
10/11	Empress	8am-7pm
10/12	Norwegian Sky	7am-2pm
10/13	Celebrity Equinox	8am-5pm
10/13	Regatta	10am-6pm
10/14	Carnival Freedom 1	1am-7pm
10/15	Carnival Victory	7:30am-5pm
10/15	Regatta	7:30am-5pm
10/16	Majesty	8am-5pm
10/16	SS Mariner	8am-5pm
10/17	No ship	
10/18	Carnival Sensation	7:30am-1:30pm
10/18	Norwegian Sun	1:00pm-7pm
10/19	No ship	
10/20	Armonia	7am-6pm
10/20	Majesty	9am-7pm
10/21	Grandeur of the Seas	7:30am-5:00pm
10/21	Scenic Eclipse	8am-5:00pm
10/22	Carnival Victory	7:30am-1:30pm
10/22	Norwegian Sun	12:30pm-7:00pm
10/23	No ship	
10/24	Empress	7:00am-5:00pm
10/24	Insignia	7:30am-4:45pm
10/25	Norwegian Sun	7:00am-4:00pm
10/26	No ship	
10/27	Armonia	7:00am-6:00pm
10/28	No Ship	
10/29	Veendam	7:00am-5:00pm
10/29	Carnival Victory	7:30am-1:30pm
10/29	Norwegian Sky	8:00am-5:30pm
10/30	Majesty	8:00am-7:00pm
10/31	No ship	

Welcome New Members!



President Michael Morawski and Membership Committee member Michael Williams present our new members Nirav Jamindar of the Jaminder Law Firm of Counsel Swartz & Zonas, LLP, Aileen Galvan a candidate for Monroe County Tax Collector, and Deborah Moore of the Key West Art Center.

Aileen Galvan, Associate Member
3371 Donald Avenue
Key West, FL 33040
305-797-9254
Candidate Monroe County
Tax Collector

Miami, FL 33131
305-774-0110; www.integrafl.com
Contact: Victor Ballestas
Real Estate

Human Resource
Outsourcing/
Payroll Outsourcing/
Commercial Insurance/
Workers Compensation &
Merchant Services

Alexandria Suarez Law
27104 S. Dixie Hwy,
Homestead, FL 33032
305-505-1475
www.asuarezlaw.com

Key West Art Center
301 Front St, Key West, FL
33040
305-294-1241
www.keywestartcenter.com
Contact: Deborah Moore
Art Gallery

**The Jaminder Law Firm
of Counsel Schwartz
& Zonas, LLP.**

422 Fleming Street, Suite 7
Key West, FL 33040
305-204-6869
www.thejamindarlawfirm.com
Contact: Nirav M. Jamindar
Law Firm (Criminal Defense)

Contact: Alexandria Suarez Law
(Family Law, Healthcare Law,
Civil Business Litigation)

Right Sized Resources
1477 Grace Lake Circle
Longwood, FL 32750
305-697-4401
Contact: Chris Griffith



President Mike Morawski and College of the Florida Keys English Instructor Craig Titus join forces for the Ready, Set, College event on September 4th.

Ready, Set, COLLEGE!



Dr. Titus gives a presentation on "Writing for College" to those in attendance. A segment on "Paying for College" followed with Jeff Smith, a Financial Aid Specialist (not pictured).

The Key West Chamber of Commerce
is pleased to announce the

5TH ANNUAL FANTASY FEST AWARDS

First Prize Best Overall Local Float \$7,500



Runner Up Local Float \$2,500

Additional Category for
Walking Groups \$1,000

For more information to participate in the Chambers contest please contact the Chamber at 305-294-2587

Prizes awarded for local float entries into the annual parade for events at the end of October. Local entries must be Monroe County residents.





CHAMBER CHOWDER®

510 Greene Street ~ 1st Floor, Key West

www.keywestchamber.org

EXECUTIVE COMMITTEE

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Hemingway Home/305-294-1136

Billy Spottswood, First Vice President
*Spottswood, Spottswood, Spottswood,
& Sterling/305-294-9556*

John Toppino, Second Vice President
Monroe Concrete/305-296-5606

Joe Caso, Treasurer
Caso & Company/305-453-6378

Greg Sullivan, Secretary
Waste Management/305-434-9140

Suzanne Moore, Past President
Suzanne Moore Real Estate Services/305-797-0699

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Horan & Higgins, LLP/305-294-4585

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*Rick's/Durty Harry's Entertainment Complex
305-296-5513*

Virginia A. Panico, CCE,
Executive Vice President
*Key West Chamber of Commerce
305-294-2587*

CHAMBER STAFF

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Executive Vice President

Edward Dawicki, III
Director of Research

Suzanne Pearce
Executive Assistant/Bookkeeper

Kerry Baker
Membership Director/Special Events Coordinator

Dorothy Schmida
Administrative Assistant

Melissa Gauldin
Office Assistant/Tourist Information

Gladys Clarks
Tourist Information Receptionist

Virginia A. Panico
Newsletter Editor

Cindy Jefferson
Art Director

Jennifer Juniper
Newsletter Writer

Karrie Bond
Social Media Director

Key West Chamber Calendar of Events

October 2019

Business After Hours
Date: Thursday, October 10, 2019
Time: 5:30 p.m. – 7:30 p.m.
Sponsored by: First State Bank
of the Florida Keys
Location: 3406 North Roosevelt Blvd
Members Networking Event!

General Membership Meeting
Date: Wednesday, October 30, 2019*
Time: Noon
Location: Margaritaville Key West
Resort & Marina
245 Front Street
Speaker: Mr. Pablo Orozco, F.D.O.T
Topic: Cow Key Channel
Bridge Project Update
***Please note change of date**

November 2019

Business After Hours
Date: Tuesday, November 7, 2019
Time: 5:30 p.m. – 7:30 p.m.
Sponsored by: Keys Medical Group Primary
Care (Searstown Office)
Location: 3224 North Roosevelt Blvd.
Members Networking Event!

General Membership Meeting
Date: Friday, November 22, 2019*
Time: Noon
Location: Key West Marriott
Beachside Hotel
3841 North Roosevelt Blvd
Speaker: Ms. Sarah Fangman,
Superintendent
Topic: National Marine Sanctuary
***Please note change of date**

SAVE THE DATE

You are cordially invited to join us for the
**Installation of Officers at the Annual Awards Dinner
of the Greater Key West Chamber of Commerce**
Saturday, January 25, 2020 at the Marriott Beachside Resort
Black Tie Invited
Complimentary Cocktail Hour 6:00 p.m.
Dinner 7:00 p.m.
Please RSVP by Friday, January 17, 2020
Following dinner, please join us for music and dancing.
For more information or to make reservations contact the chamber at
305-294-2587 or email: membership@keywestchamber.org
Special Appreciation to our Cocktail Hour Sponsors:
Appelrouth & Farr Family
Appelrouth, Farah & Co. P.A.

Click to connect with the Chamber on
Facebook, Twitter,
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