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# CHAMBER BUSINESS

A monthly publication of the  
Hilton Head Island • Bluffton Chamber of Commerce

# MONTHLY

JUNE 2009

## Who's Traveling Now? Top Trends in Tourism

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Who's Vacationing this Summer?
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Deals from Chamber Members
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Social Media Strategy
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Job Skills Workshops



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## CHAMBER BUSINESS MONTHLY

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HILTON HEAD ISLAND-BLUFFTON  
CHAMBER OF COMMERCE

## TOP TEN TRENDS IN TRAVEL AND TOURISM



Want to know what to expect of travelers this season? Need a better grasp of who your marketing should target? The chamber's Visitor and Convention Bureau presents guest speaker Judy L. Randall, President and CEO of Randall Travel Marketing at a special breakfast briefing on June 10.

Randall will cover the "Top Ten Trends in Travel and Tourism," explaining national travel data and sharing her insights on target marketing in the travel industry. Randall has worked with numerous attractions, lodging, and destination marketing organizations throughout the United States and the world.

Randall Travel Marketing, Inc. focuses on market research, strategic planning, consulting, marketing planning, product development, education, and trend analysis for the travel and tourism industry.

At the continental breakfast, the VCB will also give a presentation on upcoming marketing initiatives and attendees will receive the chamber's 2009-10 Marketing Plan.

The event will be held at **8:30 a.m., on Wednesday, June 10 at the Holiday Inn Oceanfront Resort.** There is no cost to attend but reservations are requested. RSVP by June 8 to Brenda Ciapanna at [bciapanna@hiltonheadisland.org](mailto:bciapanna@hiltonheadisland.org) or 341-8368.

### Summer Leisure Travel Outlook Remarkably Stable in Down Economy

Consumers are expected to take an average of two trips this summer, stay approximately seven nights away from home and spend more than \$900 on their longest summer trip.

—US Travel Association

Another change in trends involves how the different generation groups are responding to the recession. The differences between boomers, Gen-Xers and younger groups are enormous. People need to understand who they are marketing to and how it is changed from previous years.

**Q: What economic indicators will impact the industry the most this season?**

**A:** It is the summer of the drive vacation. Gas prices will remain fairly low. You'll also want to stay abreast of consumer confidence and the job market. If people are employed, they'll spend.

**Q: What hope can you offer for the summer season?**

**A:** Leisure travel is still possible for the summer. There's great hope, especially for a place like Hilton Head Island with feeder markets like Atlanta and the rest of the Carolinas.

Hilton Head Island is heavy in the leisure market. For you, diversification is more of a breakout of that group; sports visitors, reunions, naturalist activities, church groups...more than the business travel segment which is hurting.



Judy Randall  
President and CEO of  
Randall Travel Marketing

**Q: Our members know the recession is hard on tourism. Why do trends matter?**

**A:** Never has it been more important to understand the trends, even month by month. You want to know how they are likely to affect Hilton Head Island for the summer and then for later this year.

Part of that is looking at your diversified visitor base. You need to look at family travel, the baby boomers, couples without children, golf travelers...what we're seeing in all of the niches are differences.

**Q: What insights will our members get out of "Top Trends in the Tourism and Travel Industry" on June 10?**

**A:** Participants will find out who they should be targeting this summer; it may be different from who they normally target. They'll find out who best to target in the shoulder season.

## THE UPSIDE: SUPER SAVINGS FOR CHAMBER MEMBERS



In a continuing effort to encourage our community to Shop and Dine Locally while stimulating the regional economy, the chamber is launching a new online micro-site called The Upside.

The Upside is a new resource for our members to promote their goods and services through special offers. While busi-

nesses must be a chamber member to post an offer, all residents may take advantage of these promotions.

The Upside is the local counterpart to the chamber's successful Hilton Head 09 Insider campaign. While the Hilton Head 09 initiative targets our visitors, The Upside will focus on special offers and discounts for local businesses and residents. Dry cleaning, print services, rug cleaning, and retail discounts are just some of the possible opportunities available through The Upside.

In addition to great offers, The Upside site also features a link to our chamber membership directory, upcoming events and more. The Upside will help you stretch your dollars during these challenging economic times. Visit daily as members will be able to continually add and update their offers.

The micro-site can be reached through the chamber of commerce page at [www.hiltonheadisland.org](http://www.hiltonheadisland.org) or directly at <http://www.hiltonheadisland.org/chamber-of-commerce/super-savings/>.

This opportunity is a free benefit of your investment with the chamber. We encourage you to list an offer by filling out the electronic submission form on the site. You can also upload an image. If you have questions, please contact Anna Cauthen at [acauthen@hiltonheadisland.org](mailto:acauthen@hiltonheadisland.org) or call 341-8379.

## HILTON HEAD ISLAND HAS AN OFFICIAL BLOG

Social media is changing the way advertisers and marketers capture the interest of their audience. The chamber is strategically getting involved with the unveiling of a new travel blog.

"This supports our overall strategic plan to build customer loyalty and keep us in a dominant position on the search engines," says Susan Thomas, VP of the chamber's Visitor and Convention Bureau. "It will provide relevant, intriguing ways for consumers to accurately learn more about travel to our area."

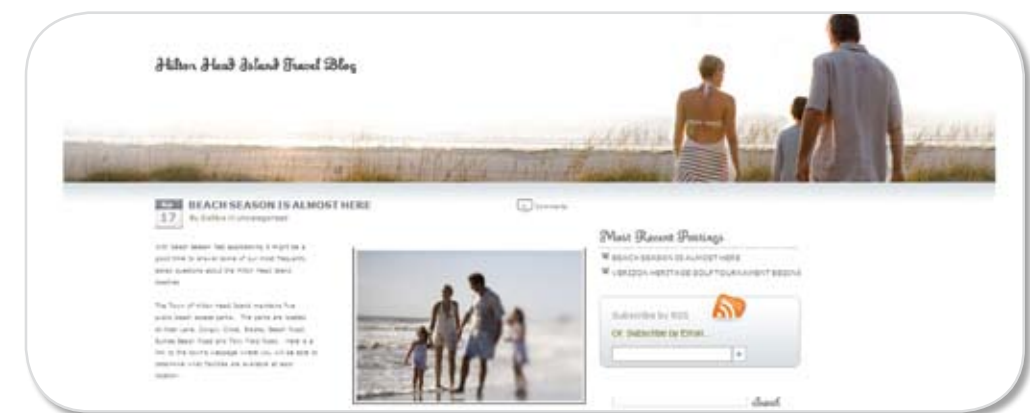
The blog is mainly being written by Debbie Stracener, the chamber's online concierge. Stracener has been on the chamber's front line for about eight years. She regularly fields questions from both visitors and residents which give her a broad understanding of what people want to know about the Island.

Liz Mitchell, a Lowcountry travel writer, will also offer visitors ideas on specific experiences to explore through her "Flavors of the Island" column. The

blog will also include some interactive features, a connection to our online chat, and destination video clips.

A travel blog provides consumers with a more informal, conversational way to interact with the destination and receive feature news. The blog will be promoted to the opt-in list of Hilton Head Insiders with encouragement to refer their friends, family and colleagues to the blog.

You can view the new blog at <http://hiltonheadisland.org/travel-blog/>.



## PUBLIC RELATIONS HIGHLIGHT



The May issue of *Southern Living* Magazine features "Hilton Head: A Marina by Marina Guide" The periodical boasts a circulation of 2.9 million affluent readers, many who live within driving distance of our area.

The article can be found online at [www.southernliving.com](http://www.southernliving.com).

Marinas are the real lifeblood of the community... each marina celebrates the spirit of the island with its own special style."

—Jennifer V. Cole, *Southern Living*, May 09

## CHAMBER CONTINUES JOB SKILLS WORKSHOP SERIES

Those looking for advice on navigating the job market or wanting to brush up on interview and resume skills can take advantage of the chamber's continuing job skills workshops.

Two workshops take place in June. "Networking Your Way to Results" will be held on June 1. Find out how to network successfully through basic and advanced methods. "Interview...Evaluate...Negotiate!" will be held on June 22.

The series is being conducted by Jack Wilson, who has extensive experience in executive career consulting and is affiliated with New Directions, Inc.

"If you've reached the point where you're in those face-to-face situations with a potential employer, you need to know how to act, react and close the deal with a positive impact," Wilson says.

All seminars are from 9-10 a.m. at the chamber. There is no charge to attend the workshops, but seating is limited and reservations are required. You need not have attended the previous workshops to participate.

For reservations, email [events@hiltonheadisland.org](mailto:events@hiltonheadisland.org) and put "Job Workshop" in the subject line. Please indicate which date you plan to attend. For more information, contact Anna Caughen at 341-8379.

## FIGHTING THE RECESSION: SALES STRATEGIES IN AN ECONOMIC DOWNTURN

First, don't panic! Recessions and economic downturns have occurred before. Prepare now to position yourself and your business to benefit from the eventual and inevitable climb back to success.

### Be Creative

Maximize your sales and marketing efforts. Remember the clichés "step out of the box" and "don't be vanilla." Don't sit back and wait.

### Focus on Clients

Contact all past and present customers as soon as possible. Be enthusiastic. For example, say, "We're overstocked on items you've bought previously." Offer significant incentives and/or "preferred customer" discounts on everything, including the highest turnover items. Liquidate old and slow-moving inventory at cost or less. If you provide a service, create a package offering a "special series" or an evening and weekend rate. Provide incentives to pay now. Think cash! Cash is king, especially in a recession.

### Think Long Term

Revise your marketing and business plan to position yourself for long-term success. Set realistic goals and measure progress often.

Narrow your product line or the services you offer. Now is not the time to introduce fringe products or allied services. Don't forget customer service—keep in mind this definition: an unexpected service, delivered at random, a memorable event! Make use of sincere thank yous. Follow up.

### Use the Web

Technology has given you the Internet, email marketing, and search engines. Take advantage of cell phones and text messages, as well as professional networking sites such as LinkedIn, Facebook and Twitter. Make sure your Web site is user friendly. Offer up-to-date professional product or service information to those who provide email addresses.

### Be Smarter in Your Marketing

Maximize use of inexpensive items like press releases, trade shows, speaking opportunities and email marketing. Network at chamber events and other mixers. Provide a door prize to get recognition and exposure. Investigate business networking groups and don't forget to read industry trade publications and sites.

—By Rod Means, Marketing Advisory Council Member, SCORE [www.score.org](http://www.score.org)



## Better with Natural Gas

Whether you're building a new house or renovating an existing home, clean burning natural gas is your environmentally friendly energy choice. Natural gas appliances not only make everyday life better, they're cost-effective to operate, generally last longer and require little maintenance. In addition to the actual environmental benefits of lower emissions, plus high-energy efficiency, more than 80% of the natural gas used in the U.S. is domestically produced.

A home with natural gas reduces your impact on the environment without sacrificing comfort and convenience. If you want to make your home a little greener, while enjoying the comforts of home, ask for natural gas. To learn more, call **Parks Moss at 843-815-8808** or **Melanie Bullman at 843-815-8818**.



## BUSINESS AFTER HOURS PIG ROAST AND LUAU

It will be a delicious and festive start to summer as the Port Royal Clubhouse hosts a barbecue like no other for June's Business After Hours. East meets West with a luau on the veranda overlooking the lush greens of the golf course.

Enjoy pit-roasted pork southern-style and many other summer specialties. There will be complimentary beer and wine and a chance to win great prizes.

Business After Hours will be held Thursday, June 18, from 5:30 p.m. to 7 p.m. The cost is \$10 for members and \$20 for nonmembers. Those who RSVP to [events@hiltonheadisland.org](mailto:events@hiltonheadisland.org) with "Business After Hours" in the subject line will be registered to win a special prize. Aloha y'all!



Kimberly Good of KCG Financial and Grant Backus of Palmetto Dunes soak up the sun at Up The Creek Pub during April's Business After Hours.



Presenting Sponsor of the Business Golf Classic, Servpro of Beaufort County, takes home the new traveling trophy. Pictured with chamber President and CEO Bill Miles are John Boretti, Kevin Caruso, Dave Hammonds, and owner, Justin Neumann.

## WHO'S WHO AND WHO'S WHERE

**Suzanne Hinteregger** joins Omega Graphics Direct as an account executive. She served as executive director for Hilton Head Regional Habitat for Humanity and has spent the last 10 years in media related sales.



**Bob Krypel** joins the Crowne Plaza Hilton Head Island Beach Resort as general manager. Krypel spent over 32 years with Inter-Continental Hotels Group. He most recently served as general manager at the Holiday Inn Select Memphis East.



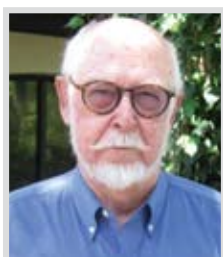
**Jan Gourley** has joined the Boys & Girls Clubs of the Lowcountry as the director of Resource Development & Marketing to support the Bluffton Unit. Gourley has more than 20 years of experience in advertising, marketing, public relations and sales.



**Sallie Stone** has joined the Lowcountry Community Blood Center as Donor Resource Consultant. Stone is responsible for communicating with donor organizations, coordinating blood drives, and for cultivating new donors and donor organizations.



**James H. Gourd** joins the local SCORE (Counselors to America's Small Business) chapter. Gourd is a USCG 100 Ton Master who has worked as a market-



ing executive in the cement and steel industries.



**Lori Strickland** has joined Cora Bett Thomas Realty & Associates as a sales associate. Strickland represents clients in buying and selling luxury properties in

Bluffton and throughout the South Carolina Lowcountry area.



**David Mendoza** joins Atlantic Community Bank as a teller at the Sheridan Park branch. Mendoza has prior banking and customer service experience and is bilingual to assist Spanish-speaking customers.

**Harold S. Hadley** joins the local SCORE (Counselors to America's Small Business) chapter. Hadley is a CPA who spent 45 years in the retail automotive industry.



**MaryJo Griner** has joined Cora Bett Thomas Realty & Associates as the South Carolina director of sales and Broker-In-Charge. Griner trains, recruits and assists real estate professionals and has established an in-depth training program.



**Sandra Kachelriess**, a nurse at Beaufort Memorial Hospital's Intensive Care Unit was recently honored with The DAISY Award For Extraordinary Nurses. The award is presented in collaboration with The American Organiza-



tion of Nurse Executives.

**Drs. Scott Cummings, Lynn Goetze, and Kamal Patel**, opened Palmetto Medical Group in September. The Group specializes in pediatrics, internal, family, and occupational medicine.



To submit a photo, please email: [laguiar@hiltonheadisland.org](mailto:laguiar@hiltonheadisland.org)

### Best Resource for Entrepreneurs

*Entrepreneur* magazine ranks the U.S. Chamber of Commerce's Small Business Center as one of the four best resources for startups. Access to this site is a benefit of your chamber membership!

Check it out at

[www.uschamber.com/sb](http://www.uschamber.com/sb).



HILTON HEAD ISLAND-BLUFFTON CHAMBER OF COMMERCE

## SUCCESS STORIES

### Property Sales Growing

In what is considered "a very hopeful sign that the real estate market is starting to turn around," Hampton Lake president Gerrit Albert reported 14 sales transactions during April. "It was the strongest real estate sales month we have seen since last summer," said Albert.

The community has received a large number of inquiries about the LifeSmart™ series of homes which are priced from \$315,000. It's an example of market demand by buyers looking for a simpler, cost-efficient lifestyle.

Colleton River Plantation Club has also seen an uptick in home and property sales for April. The Board of Directors reported that the Club had generated a record budget surplus for the first quarter of 2009. This follows on the heels of a surplus for calendar year 2008.

### The Inn at Harbour Town

The Inn At Harbour Town is now part of Preferred Hotels and Resorts. Preferred's collection includes only Four- and Five-Mobil Star and AAA Diamond properties. Preferred Hotels & Resorts is a luxury collection, featuring more than 185 exceptional hotels and resorts in desirable locations around the world.

"The Inn At Harbour Town will be the only Preferred Hotel and Resort Brand on Hilton Head Island," said John Munro, director of hospitality at The Sea Pines Resort.



Bluffton Mayor Lisa Sulka holds the ribbon for Sarah Wheeler, financial advisor, and Gina Raymond, branch office administrator, during an opening celebration at the new Edward Jones office in Bluffton.

## CHAMBER EVENTS

### JUNE

- 4 Bluffton Marketing Committee 9 a.m., ; Bluffton Town Hall
- 5 Government Affairs Committee 8 a.m., ; chamber headquarters
- 10 "Top Ten Travel and Tourism Trends" 8:30 a.m., ; Holiday Inn Oceanfront Resort
- 11 Arts & Cultural Committee 9:30 a.m., ; chamber headquarters
- 17 Accommodations & Attractions Committee 10 a.m., ; chamber headquarters
- 18 Home & Villa Committee 8:45 a.m., ; chamber headquarters
- 18 Business After Hours 5:30-7 p.m., ; Port Royal Clubhouse
- 22 "Interview...Evaluate... Negotiate!" Job Skills Seminar 9-10 a.m., ; Chamber Headquarters

For more information on these or other events, go to [www.hiltonheadisland.org](http://www.hiltonheadisland.org)



HILTON HEAD ISLAND-BLUFFTON CHAMBER OF COMMERCE



Project Connect provides teachers with much-needed classroom supplies. Co-sponsored by the Island Packet, businesses and residents can fulfill teachers' needs by checking the Monday paper.

*Michelle Brockway's fourth and fifth grade class at Hilton Head Island School for Creative Arts shows off new school supplies donated through the chamber's Project Connect program.*



*Ross Buchmueller, president and chief executive officer of PURE Insurance outlines how insurance rates are set for coastal residents at the Hurricane Forum and EXPO 2009.*



*FACES DaySpa owner Patricia Owen is honored as the Southeastern regional winner of the US Chamber's America's Small Business of the Year award. Chamber President and CEO Bill Miles joined Owen during America's Small Business Summit in Washington, D.C. for the*



*For National Tourism Week, the chamber's Select Service Co-Op group worked a welcome desk at the SC Welcome Center. They greeted visitors with lemonade and brochures.*



*Rick Toomey, president and CEO of Beaufort Memorial Hospital, welcomes executives and guests during May's Executive Connection. Chamber President and CEO Bill Miles and Board Chairman John Vann joined Toomey for the anniversary celebration and open house at their newly renovated Bluffton facility.*

## NEW MEMBERSHIP HIGHLIGHTS

### "ABBA" American Business Benefit Association

Grant Gillett  
PO Box 7874  
Hilton Head Island, SC 29938  
[www.grantgillett.abbaplans.com](http://www.grantgillett.abbaplans.com)

ABBA is a non-profit organization in business for small businesses, sole-proprietors, individuals and their families, to provide affordable, comprehensive health care with group benefits.

### Capstone Technologies

Clinton Douglass  
11 Palmetto Parkway, Ste. 104  
Hilton Head Island, SC 29926  
[www.capht.com](http://www.capht.com)

Capstone was formed in 2006 and the technology consultants have a combined 23 years of experience in computer networking, telephone programming and audio/video installation. Capstone can suggest an efficient control solution after a free initial consultation.

### Creative Nuptials

Gina M. Dunn  
Wedding Consultant, Owner  
44 Golden Hind Drive  
Hilton Head Island, SC 29926  
(843) 368-0004

Creative Nuptials is a full-service, wedding and event planning company. We offer a referral service and can officiate at weddings. Let us create your perfect day so that you can relax and focus on this important time in your life.

### Island Time Charters

Captain Megan McLaughlin  
30 Paddle Boat Ln. #201  
Hilton Head Island, SC 29928  
[www.islandtimechartershi.com](http://www.islandtimechartershi.com)

Island Time Charters offers the ultimate, fully-customized, private charter experience for friends, family, couples, celebra-

tions, and lunch and sunset charters. Or, people can just cruise into the gorgeous sunset and leave their troubles at the dock.

### Sourcecode, LLC

Holly O'Brien, Director of Marketing  
15 Sweet March Ct.  
Bluffton, SC 29910  
[www.sourcecode-llc.com](http://www.sourcecode-llc.com)

Sourcecode provides custom software solutions to enhance productivity and increase efficiency. They can customize in-house software programs to better meet an individual's needs and create new programs to meet demands and budget.

Advertise with Chamber Business Monthly!



Call Laura Aguiar at 341-8367 or email [laguiar@hiltonheadisland.org](mailto:laguiar@hiltonheadisland.org).

## MEMBER SPOTLIGHT Liberty Savings Bank

3 Office Way  
Hilton Head Island, SC 29928  
(843) 785-4467  
[www.libertysavingsbank.com](http://www.libertysavingsbank.com)

On June 12, Liberty Savings Bank will celebrate its 120th anniversary of service. Since opening on the Island and joining the Chamber in 1993, Liberty has focused its efforts on superior customer service and finding new and exciting ways to create value for its clients. They were recently voted the Island's favorite bank by the readers of *Hilton Head Monthly*.

Liberty is proud to be a privately-held, family-owned community bank with a primary focus on service. Liberty offers five local offices, from Sea Pines to Sun City, expanded hours and unique products like Bank for a Cause Checking and High Interest Checking.

Scott Krivda, Market Manager, sums it up by saying, "We are proud to be a member of the Lowcountry business community and thank our clients for their support and for being part of our family. We couldn't do it without them."



*From left to right: Coretta Lincoln, Peter Wyman, Scott Krivda, Shawn Phillips, Rich Tiffany and Kimberly Hoffman.*

*Photo by: Rob Kaufman of Kaufman Photography*

## CHAMBER PROFILE

**Charlie Clark**  
Vice President of Communications



Charlie has been part of the chamber team and head of communications since 2001 and in the field of advertising and public relations for 20 years. During her tenure at the chamber she has helped secure coverage in a variety of publications and broadcast outlets such as *USA Today*, *Southern Living*, *The Travel Channel*, and many others.

### What are your main responsibilities at the chamber?

I oversee the marketing and public relations efforts for the Chamber from both a membership standpoint as well as garnering public relations coverage for the destination.

### What is your favorite thing about working on Hilton Head Island or for the chamber?

I truly love what I do. The chamber is a place that's really committed to excellence in everything they do. Being named national chamber of the year twice is quite an honor and when you work with this team of people, you really understand that honor even more. Every day this staff works remarkably hard to help businesses thrive and grow and to attract visitors to the area and I enjoy playing some small part of that. No two days are ever alike. One day I might be working to ensure small businesses are aware of a webinar we're doing on how to market in a challenging economy and the next day up at 6 a.m. for a film shoot with The Golf Channel.

### What is one of the more unusual things you've accomplished that wasn't in your job description?

I don't really have to go outside my job description to look for the unusual. I've done everything from wear golf attire at 5 a.m. in New York for a Hilton Head segment on the CBS Early Show to putting a grand piano on the 18th green of Harbour Town for a press conference. I also give directions to visitors, explain the origins of she-crab soup to vacationers from Ohio and edit legislative news briefs sent to our members. It's all part of the job and I wouldn't have it any other way.

### How else are you involved in the community?

I'm involved with Friends of the Children, a fundraising and advocacy group for MUSC, and other various volunteer roles with other organizations on the island. What keeps me moving the most is raising two middle school boys with their various pursuits and passions.

## MEMBERS MAKING NEWS

**Jonas Gadson Unlimited's** Jonas Gadson has earned the honor of "Distinguished Toastmaster." The recognition is the greatest honor achieved by a member of Toastmasters' International. The Distinguished Toastmaster Award is given only to those who have demonstrated outstanding leadership and communication skills and who have used these skills to help others.

**First Presbyterian Church** obtained accreditation from the National Association for the Education of the Young Child.

**Beaufort Memorial Hospital** Foundation received \$1.5 million from local retired veterinarian Bruce Pratt to pay tribute to his parents who were involved in the early growth of the hospital. The funds will help expand and renovate the Emergency Room.

**Uniform Work & Sport** has been chosen as the "preferred uniform vendor" for Hilton Head Island School for the Creative Arts, Hilton Head Island Middle School and Hilton Head Island Early Childhood Center.

**McVey Custom Homes' Mike McVey** recently entered into a partnership with longtime Project Manager Larry Muething. Muething has been with McVey Custom Homes for over eight years, devoting himself to the company as an owner.

**Liberty Wallcoverings & Window Blinds' John Iannazzo and Will Blume** recently completed the Hunter Douglas Master Installer<sup>SM</sup> training program. Master Installer training is the most comprehensive program available and the highest certified level.

**Tradition National Golf Club** hosted 55 realtors at the inaugural Tradition Realtor Challenge. The winners were Victor Delgercio, The Charleston Club; Fred Williams, Carson Realty; Gary Davis, Tradition Hilton Head; and Rich Sebastian, Harbor Light Lending Group.

**Beaufort Memorial Hospital** celebrated 65 years of care in May with a birthday party picnic for employees. The theme was "A Healthy Commitment In Changing Times."



HILTON HEAD ISLAND-BLUFFTON  
CHAMBER OF COMMERCE

## MEMBERSHIP RENEWALS

### 30+ YEARS

Bank of America, N.A.  
Hudson's Seafood House On The Docks  
Holiday Inn Oceanfront

### 20-29 YEARS

Denarius Group, Inc.  
Drifter Excursions, Inc.  
Crystal Springs Water Co.  
Golf Island/Golfer's Guide

### 15-19 YEARS

Ellis Construction Co., Inc.  
Swierk Associates, Inc.  
Legendary Golf  
Hilton Head Floorcovering  
Furniture Direct  
Building Specialties of Carolina, Inc.  
Sherwin-Williams Company  
Enterprise Rent-A-Car  
Hilton Head Automotive, LLC  
Kermit Huggins Architecture & Design, Inc.  
Island Builders of Hilton Head, Inc.  
Meeting Dynamics, Inc.  
Fraum Chiropractic Life Center, P.A.  
American Express Establishment Services

### 10-14 YEARS

Flowers by Sue  
Beach Properties of Hilton Head, Inc.

John Brackett Photography  
Distinctive Granite & Marble  
Sigler's Rotisserie & Seafood  
Hilton Head Bicycle Company  
Capt. Hook Party Fishing Boat  
SCORE  
A Wedding by the Sea  
Broad Creek Marina  
AFLAC of the Lowcountry  
*For Sale By Owner* Magazine  
Old Savannah Tours

### 4-9 YEARS

Second Helpings  
Triangle Ice  
Italian American Club Sponsored by Unico  
Hilton Head  
Wells Fargo Home Mortgage  
RC Jones, CPA, LLC  
Bill's Liquors & Fine Wines  
Sea Grass Grille  
Memory Lane Portraits  
IL Carpaccio  
Bluffton Breeze  
Areawide Lock & Key  
Property Support Services  
Island Photo & Camera  
Vetronix Research Corporation  
Ashley's Digital Business Solutions  
Signe's Heaven Bound Bakery & Cafe  
Fiesta Fresh Mexican Grill-North

FASTFRAME #326  
Pretty Papers  
Beverly Hall Home Furnishings & Interior Design  
Grace Community Church  
Melissa's Blinds & Design  
Larry's Giant Subs  
Engineered Systems  
Corbitt Technology Solutions, LLC

### 1-3 YEARS

33 Park Photography and Gallery  
On-Site Cleaning Services  
4M Metals Inc.  
Children's Relief Fund  
BankMeridian, N.A.  
Doin' The Charleston Tours  
Connexus  
Courtney Bend at New River  
Carolina Heritage Insurance  
Deli By The Beach  
Moon River Productions  
Coastal On-Site Blind & Drapery Cleaning  
Woodlands Bank  
AGC Gutter Company  
Picture This Gallery  
Simply Life Photography  
Edible Arrangements  
La Hacienda Mexican Restaurant  
Inner Vision Float Center  
Claude & Uli's Signature Bistro

## WELCOME NEW MEMBERS

American Business Benefit Association  
Capstone Technologies  
Creative Nuptials  
Enmark Stations, Inc.  
Five Guys Burgers and Fries  
Island Time Charters  
Liberty National Life Insurance Co.  
LowSea Bike Beach & Baby Rental  
McNutt Service Group  
Moss Creek Clubhouse  
Owner- Ocean Front The Island Club  
Puritan Products, Inc.  
SHOPGIRL Hilton Head  
Sourcecode, LLC  
Sweet Grass Baskets Especially For You  
The Writer's Sherpa



Andy Twisdale of Charter I North Realty and Terry Huetter of Sunbelt Business Brokers help celebrate Palmetto Bay Marina's 50th anniversary during Business After Hours in May.