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CLEAN DEBRIS

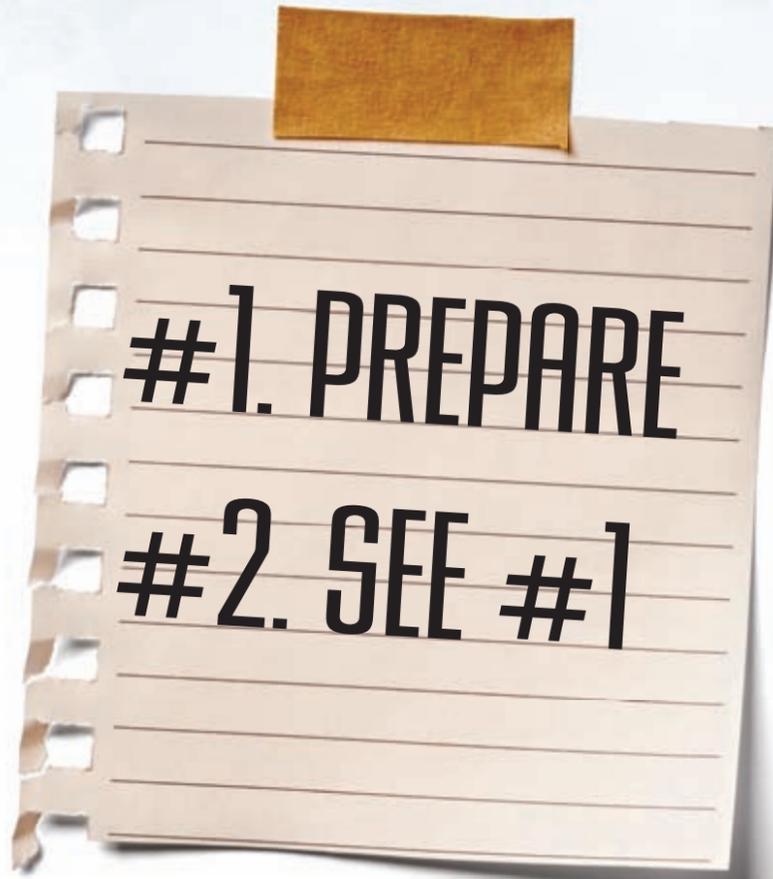
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ARE YOU READY?

FLORIDA WEEKLY HAS COMPILED A SMALL GUIDE FOR YOU ...



FLORIDA WEEKLY STAFF
floridaweekly.com

AS HURRICANE IRMA RUMBLES THROUGH THE Caribbean and sets its sights on a weekend landfall in South Florida, it's time to load up on food and water, pack the boat off to a safe location, ensure your pets have everything they need, bring in all the potential flying debris and keep an eye on this nasty storm at www.nhc.noaa.gov. ■

SEE PAGES A8 & A9 ►

Golden Gate hosts 9/11 commemorative service

FLORIDA WEEKLY STAFF

The community of Golden Gate invites the public to "We Will Never Forget" from 9:30-10 a.m., Monday, Sept. 11, at the Golden Gate Government Center, 4701 Golden Gate Parkway. This is the 13th year the Golden Gate community has hosted a service in remem-

brance of those who lost their lives to the Sept. 11, 2001, terrorist attacks on America.

The Golden Gate High School JROTC Color Guard will present the colors, and the Collier County Sheriff's Office Color Guard will raise the flag. Band members from



COURTESY PHOTO

An EMT and his family share a poignant moment during the 2016 service.

SEE 9/11, A10 ►

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INSIDE



Market Pulse

Area business leaders share their insights into current market conditions and trends. **INSIDE ►**



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Film critic Dan Hudak looks ahead on the silver screen. **C1 ►**



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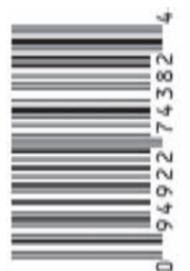
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COUNT ON



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COMMENTARY

Blues lyrics for our times



rogerWILLIAMS
rwilliams@floridaweekly.com

American blues — as if there is any other — spring from the soundboard of a history whose lifeblood is physical and spiritual loss, forced wayfaring, unexpected solitude, heartbreak, permanent exile and appetite.

The best blues singers in the world are immigrants because they've had to leave home and they aren't coming back. In that sense, most of us are immigrants.

Rich people don't usually sing the blues, or have to. Powerful people don't usually sing the blues, nor can they. People who have never been haunted, persecuted, misunderstood by those who purport to love them, fired, ridiculed, heartbroken, bullied and beaten or outcast for one reason or another don't usually sing the blues and don't understand why anybody else should, either.

And sometimes even those who should sing the blues don't; they're too lost. Too busy clinging grimly by their fingernails to the cliff-edge of existence to croak out a tune or remember the words.

For them this week, therefore — all of them and you, too — let me present some ready-made, ink-on-the-page, south Florida blues for modern times.

Carry these words with you. Use them as needed. Suffer as warranted, too — it's a

proud, die-hard tradition, after all — without giving up. An' don'chu never give up.

Cold coffee blues

1.
I'm goin' back down to the corner 'bucks,
Goin' back down one day;
I ain't had sugar and I ain't had cream
And I got nowhere to lay.

2.
My coffee's two years old and cold
So I'm goin' downtown to the 'bucks;
I can't drink it 'cause it's growin' mold,
And I got nowhere to lay.

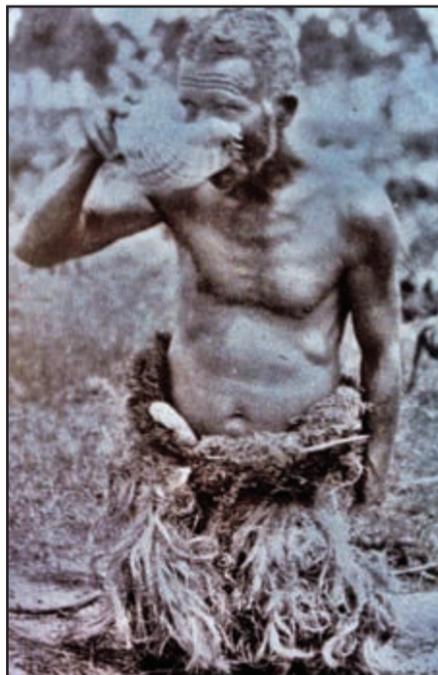
3.
I'm goin' back down to the corner 'bucks,
Goin' back down one day;
I ain't had sugar and I ain't had cream
And I got nowhere to lay.

Facebook baby blues

1.
My baby done left me, Lord, he's gone,
He left me late last night;
With two middle fingers and a grinnin' meme
He kicked me clean outasight.

2.
I checked his drawers, ain't nothin' there,
And then I checked his phone;
O Lord I saw him lost in space,
He joined them Facebook drones.

3.
So baby come love me, whoever you are
And sign your love in blood;



Wild Bill Belvin gained local and national attention in 1930 by spending a year in the wild of what is now Cape Coral, armed with only two modern conveniences, his spectacles and his false teeth. The stunt was the brainchild of an editor for the Tropical News of Fort Myers, according to several historical sources, as a way to promote Southwest Florida as an easy place to live.

Gi'me kisses with lips and words with breath,
Don't want no Facebook stud.

The Houston, Texas Blues

1.
I'm goin' back down to the Lone-Star State
Gonna find my baby down there;
Gonna give'm a hug and that lovin' jug
Gonna drink in a rockin' chair.

2.
Gonna sit myself on the driest porch
And watch the Pres-i-dent pass;
But there ain't no hugs and there ain't no jugs
For a fool with that fat an ass.

3.
I'm goin' back down to the Lone-Star State,
Lord, there's a flood down there;
Give'm all a hug and that lovin' jug
Gonna drink in a rockin' chair.

Wild Bill Belvin Blues

1.
Won'chu take me back to the 1930s,
Baby take me back for a while;
Gonna drink my fill of 'shine from shell,
Gonna see Bill Belvin smile.

2.
His baby done left him, his mule too,
The sheriff hard on his trail;
So he slipped away in the swamp one day
Where they never take the mail.

3.
Please take me back to the 1930s,
To the mornin' Billy walked out,
Grinnin' and bright, a year outasight,
No coin, no blues and no doubt. ■

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OPINION

Not if, but when



leslieLILLY

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It was a rain of biblical proportions, a frog-strangler, the kind of rainfall that would float Noah's boat aloft a massive swell and rising tide of tumultuous waters. The deluge created cataclysmic flooding, the kind of rainfall that can drown thousands of square miles. It was spawned by a lethargic hurricane, suspended for several days over one vast region. No one in living memory has seen or experienced anything like it, surely not in the history of Texas — except we have.

Before Hurricane Harvey pummeled southwest Texas and the Houston metro area with torrential rains, there were its predecessors — Hurricane Andrew (1992), Hurricane Katrina (2010), "Superstorm Sandy" (2013) and the thousand-year rainfall inundating South Carolina (2015) from its coast to its midlands with more than 25 inches of rain.

These catastrophic events were all fed by a deep well of tropical moisture flowing across a rising ocean, bleeding from coast to mainland, nudged along by a weather system of hurricane proportions, sucking energy from warm seas.

Hurricane Andrew, a Category 5 storm, hit South Florida, destroying more than 63,500 homes, damaging 124,000 more and causing \$26.5 billion in damages. Sixty-five people died.

And who doesn't remember Category 5 Hurricane Katrina? It made landfall in southeastern Louisiana. New Orleans took it on the chin. Floodwaters engulfed the city, destroying its schools and four out of five of its homes. The levees and flood control systems failed that the Army Corps of Engineers built and maintained. The death toll was estimated at 1,836, primarily in Louisiana

(1,577) and Mississippi (238.) More than half who died were elderly.

The thousand-year rainfall in South Carolina mirrored in one state what multiple states suffered as Hurricane Sandy strafed the nation's northeast coastline. It was a Category 2 storm and the largest hurricane system ever recorded in the Atlantic. It was second only to Katrina in the billions of dollars in damages done. An estimated 233 people died.

Few who witnessed or experienced these devastating storms have forgotten the human misery and destruction left in their wake. We are seeing it again, this time on the Texas Gulf Coast and in Houston. As I write, Harvey is recoiling from its glacial drift to the warm waters of the gulf, moving in a northeasterly direction toward the Pelican State.

It's been just a year since Louisiana took its last beating. A stalled front dumped over two feet of rain in the central part of the state. Residents are still mopping up. Another onslaught is on the way of torrential rain.

These disasters leave behind broken and reeling communities. Recovery will take years. Flooding is pernicious, an evasive and cancerous spoil leaving nothing in its path unscathed. The toxic bile lays waste to houses, businesses, financial institutions and civic infrastructure. Transportation, water, sewer, and electrical systems implode.

The wave of destruction suffocates the life communities once knew. People die. But hope survives.

Neighbors help neighbors. Thousands of volunteers arrive to help. Things will change. People will recover. But they will never be the same again.

In an article by *The Washington Post*, Brock Long, the current director of the Federal Emergency Management Assistance, and his predecessor, William Fugate, both agreed the present state of the nation's disaster readiness is inadequate. Long said, "Americans tend to get complacent about the possibility of a disaster...we have a long way

to go." Fugate was unsparing. He said it "sucks." They could be talking about Florida.

Florida's coastal cities — Miami and the St. Petersburg/Tampa Bay area, for example — are extremely vulnerable to catastrophic storms. The state has 1,350 miles of coastline and 2.4 million people and 1.3 million homes planted within 4 feet of the local high tide line. "Sea level rise is more than doubling the risk of a storm surge at this level in South Florida by 2030," Climate Central reports. Most coastal residents have no clue about the potential risks of flooding and storm surges, which account for most hurricane-related deaths.

The state's lack of preparedness extends all the way to Tallahassee.

Gov. Rick Scott and the state's conservative majority refuse to acknowledge Florida's vulnerability to a catastrophic event like Hurricane Harvey. They ignore and are in denial about the threats climate change and sea level rise pose for the state. They do so at our peril. Climate change and sea level rise played a role in intensifying Harvey and extending its awful duration.

Texas officials considered the terrible "what-ifs" associated with Houston taking a major hit from a hurricane. It had barely escaped devastation from past hurricanes equally as dangerous as Harvey, saved only by the whim of nature. Its vulnerability to catastrophic flooding from a "perfect storm" was hidden in plain sight. A plan of preparedness did not anticipate in advance the future certainty of a hurricane-driven disaster.

Florida faces the same inevitability of a "perfect storm." We have been given ample warning. It is not a matter of "if" but "when." Think Houston can't happen here? Think again. ■

— Leslie Lilly writes frequently on issues of politics, public policy and philanthropy. Email her at llilly@floridaweekly.com and read past blog posts on Tumblr at llilly15.Tumblr.com.

Stop making excuses for antifa thuggery



richLOWRY

Special to Florida Weekly

One of the least safe places to be in Berkeley, Calif., is in the vicinity of someone holding a "No Hate" sign.

So-called anti-fascist, or antifa, activists bearing shields emblazoned with those words assaulted any of the handful of beleaguered Trump supporters they could get their hands on at a small political rally over the weekend. All in the cause, mind you, of demonstrating their supposed opposition to hatefulness.

Too many people were willing to perfume antifa in the wake of Charlottesville, where it clashed with Nazi thugs who caused, and deserved, a wave of national revulsion. But Berkeley demonstrates once again the true nature of this left-wing movement, which is thuggish in its tactics and totalitarian in its sensibility. Anyone who at this point makes excuses for antifa — or worse, justifies it — is participating in its moral rot.

The antifa goons showed up in force at Berkeley at what had been a small "anti-

Marxist" rally of Trump supporters at a public park. Antifa wore its usual fascistic garb of black masks and body armor. They overwhelmed the police who had been trying to maintain order and, holding aloft smoke-spewing flares, chanted, "Whose park? Our park!"

They then treated suspected Trump supporters with all the decorousness of torch-wielding medieval villagers who believed they had stumbled upon a witch. A leader of a pro-Trump group had to run from a mob that pepper-sprayed and beat him, until he was taken into police custody for his own protection. The targets weren't Nazis bearing Nazi regalia, but supporters of the duly elected president of the United States.

Antifa benefited enormously from the horrific events in Charlottesville. It became Nazis versus the people standing up to the Nazis, and in that formulation the people standing up to the Nazis always win. There can be no moral equivalence, we were told, between Nazis and their opponents. But that depends on who the opponents are — there is a vast difference between peaceful counter protesters and violent thugs, even if they are marching on the same side.

Bullyboy fascists spoiling for a fight

and black-clad leftists looking to beat them up exist on the same moral plane. They both thrill to violence and benefit from the attention that comes from it. They both reject civility and the rule of law that make a democratic society possible. They both are profoundly illiberal.

All this was lost in the reaction to Charlottesville. Liberal commentators spread memes comparing antifa to American GIs who stormed the beaches at Normandy. The comparison would be apt if the 1st Infantry Division got together to spend an afternoon beating up fellow Americans rather than giving its last measure of devotion to breaching Hitler's Atlantic Wall.

There will always be goons who enjoy breaking things and hurting people. The real scandal is that otherwise respectable people are willing to look the other way or explain away the violence, so long as its perpetrators are on their side. They are just as cowardly as the mask-wearing antifa thugs who are brave enough to punch and kick people, but not to show their faces. ■

— Rich Lowry is editor of the *National Review*.

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GUEST COMMENTARY

Suicide prevention and awareness can keep our communities safer

BY DEENA BAXTER

September is National Suicide Prevention Awareness Month, and Sunday, Sept. 10, is World Suicide Prevention Day. Nationally and globally, these observations provide opportunities to raise awareness that suicide is a major preventable cause of premature death.



BAXTER

2016 statistics are revealing. According to the American Foundation for Suicide Prevention, nearly 43,000 Americans die by suicide every year, and suicide is the 10th leading cause of death in the U.S., with one happening every 12.3 minutes. The AFSP also reports 90 percent of those who die by suicide had a diagnosable psychiatric disorder at the time of their death, and veterans comprise 22.2 percent of suicides.

Statistics become instantaneously real for those who lose a loved one to suicide.

Our family was rocked to its knees when we lost our youngest adult son to suicide in 2012. We experienced firsthand the double whammy of taboo and stigma that shrouds mental illness and suicide.

Mental illness is an invisible reality that one out of four people live with every day, so September is the right time to shine a bright light on a topic

that is hiding in plain sight.

In 2014, I partnered with the National Alliance on Mental Illness of Collier County and launched the Surviving Suicide and Sudden Loss Project to build on NAMI's mission: To improve the quality of life of persons affected by serious mental illness and their caregivers through support, education and advocacy.

Over the past three years I've presented locally and nationally, meeting many inspiring individuals, families and organizations who are giving mental illness a life-affirming voice. Working with very limited financial and human resources, such organizations are also helping families impacted by suicide loss. Sadly, the numbers are rising, in part due to untreated mental conditions of our aging seniors, veterans, both young and old, and opioid abusers.

Ironically, the national opioid epidemic has been a double-edged sword. The sheer magnitude of overdoses and deaths has forced community leaders, health and medical practitioners and legislators to start addressing the underlying causes that, in many cases, involve physical and mental illness coupled with overmedicating and

addiction. Formerly stereotyped as an affliction of "low-lives", opioid abuse now impacts urban, suburban and rural communities across all social and socioeconomic groups.

The media is spotlighting the enormous human and financial toll of mental illness on patients, families, communities and society. This is helping to peel away the stigma, revealing helpful mental health resources and programs coupled with compassion and hope. As stigma erodes, maybe those who resist treatment for serious mental illness, like our son, will be encouraged to embrace it.

Rather than a "spray-and-pray" approach, we need coordinated efforts at the local, state and federal levels. Here in Collier County, we are seeing more coordination among county commissioners, local hospitals, mental health professionals, public safety officials, law enforcement and first responders, the courts, public schools, churches and places such as NAMI, the David Lawrence Center, Hazelden Betty Ford and the Naples Children and Education Foundation, to name a few.

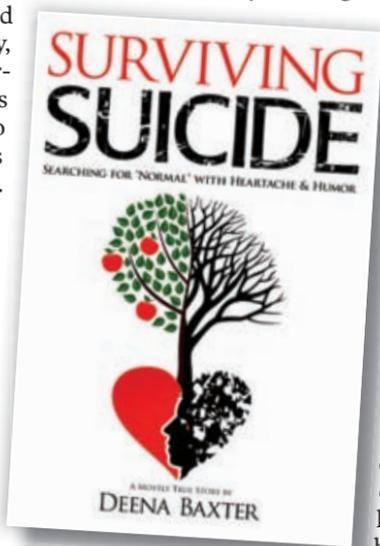
But more needs to be done.

One of the first items cut from most

federal and state health care legislation is funding for mental health programs and services. Florida ranks 49th out of 50 on a per capita basis. To be truly effective, programs and services need to be available, accessible and affordable for children, teens, adults and caregivers. And programs must provide more than crisis intervention. This requires human and financial resources. Loved ones who are involuntarily committed to a psychiatric facility for a maximum three-day evaluation (under Florida's Baker Act) are too often released without the assurance of continuity of care — i.e. there is no clear plan for on-going treatment or instructions on prescribed psychotropic medications. This just perpetuates false hope and further isolates patients and families. It's counterproductive to keeping our communities safer and welcoming for those living with mental illness as well as those who aren't.

At NAMI of Collier County, we seek to help our members and their families reach their full potential, living well and staying well as they proactively manage their mental illness. All services and programs are provided at no cost. For more information, call NAMI at 260-7300 or visit www.namicollier.org.

— Naples resident Deena Baxter is a mental health advocate and the author of "Surviving Suicide: Searching for 'Normal' with Heartache and Humor." All profits from book sales benefit NAMI of Collier County.




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Storm action timeline

Always be prepared

- Develop your storm plan.
- Stock your hurricane supply kit.
- Create a checklist of items you will want to take with you if you have to leave.
- Take “before” pictures of your home for insurance purposes.
- Find out the elevation of your home.
- Make sure your street address is clearly marked on your home.

Hurricane watch is announced

- Hurricane conditions are possible within the next 48 hours.
- Clear your yard of potential flying debris, including lawn furniture, toys, etc.
 - Lower the water level in the swimming pool by one foot.
 - Board up windows.
 - Gas up the car. Check your oil and tire pressure.
 - Get cash. ATMs and banks may not be open after a storm.
 - Turn the refrigerator to the coldest setting.
 - Store plenty of water.

Hurricane warning is issued

- Hurricane conditions are possible within the next 36 hours.
- Gather important documents.
 - Finish shuttering doors and windows.
 - Evacuate if you are ordered to do so.
 - If you're staying home, designate a safe room. Interior bathrooms or closets on the lowest level with no windows work best.
 - Charge cell phones and other devices.

During the storm

- Stay indoors.
- Stay away from windows even if they're shuttered.
- Listen to media reports for the latest information.
- Stay inside even if it appears calm. Do not go out until the all-clear is given.

After the storm

- The longest part of the process, recovery can take weeks.
- Move slowly and cautiously as you survey and clean up. Most injuries take place after the storm.
- Do not use public water until you are notified that it is safe.
- Avoid travel if possible.
- Do not connect generators to house wiring.
- Beware of downed power lines, wild animals and even domestic animals that may be frightened or lost.
- Take pictures of damage and contact your insurance agent.

Make sure your storm plan includes family pets

When formulating a hurricane plan, make sure it includes all members of the family, including pets.

After so many animals were abandoned following Hurricane Katrina in New Orleans and Hurricane Charley in Southwest Florida, disaster preparedness officials have stepped up measures to help pets and to encourage owners to plan ahead in case a hurricane strikes.

Charlotte, Collier, Lee and Palm Beach counties all have emergency shelters for people and their pets, although space — and therefore, access — is largely restricted to those in spots where evacuation is mandatory.

Most counties offer just one shelter to take in pets, so it's important that pet owners check early and get on a reservation list if that is required.

If people find they need to go to a county-run pet shelter, they will be required to stay as well and will need to care for their pets throughout the stay. Animals must be current on immunizations and have sufficient food, water and an approved crate.

The best option is for people to leave the area and take their pets with them. Don't expect local veterinarians or boarding kennels to accept animals. They will fall under the same guidelines and conditions as residents. And,

should a hurricane strike, they are likely to be without power as well.

To prepare their pets for hurricane season, owners should attend to the following:

- **Vaccinations:** Make sure pets are current on these now. It takes a couple of weeks for most immunizations to become protective so it's too late once a storm approaches.
- **Identification:** Put pets' county licensing tags on their collars, as well as an ID tag with your phone number. Make sure your address and phone number is current on ID tags. A microchip ID (available through most veterinarians as well as Animal Services), is highly recommended because collars can be lost during storms but the chip will remain implanted and owners can update the company as to their whereabouts.

- **Hurricane kit:** Gather up pet supplies. (See accompanying segment)
- **Medications:** Make sure you keep a few weeks' worth on hand so you won't have to rush to refill them at the last minute.
- **Destination:** Secure a place to stay.

Pet hurricane kit

- Leash and secure collar
- Pet food (in waterproof containers), enough for at least one week
- Water for one week
- Manual can opener
- Bowls for food and water
- Impact-resistant crate of sufficient size (no soft-sided or homemade models and one for each pet)
- Bedding (blanket or towels)
- Litter, litter box and scoop for cats

- Pet's regular medications
- Toys, chewies and other stress relievers
- County license and other identification (microchip IDs are encouraged)
- Proof of vaccinations
- Photo of pet
- Pet first-aid kit
- Grooming items

Websites

- **Leelostpets.com:** The Lee County Domestic Animal Services site has a section dedicated to storm preparedness for pets.
- **Colliergov.net/pets:** For Collier County information.
- **Charlottecountyfl.com/emergency/hurricane:** For Charlotte County information.
- **Pbcgov.com/publicsafety/animalcare:** For Palm Beach County information.
- **Hsus.org:** The Humane Society of the United States also has a downloadable pamphlet on disaster preparedness.
- **Petswelcome.com:** A listing of hotels and motels that accept pets. ■



Agencies and organizations offer emergency help

Hindsight is always a dishonest voice for the present. Storms on the west coast have been few since Hurricane Wilma during the 2005 season — the last major hurricane to affect the Charlotte County area. But no one wants to walk down the street and see fallen trees and power lines scattered along the road, and wonder what to do next. Yet, this scenario is a reality we should prepare for during every hurricane season.

Floridians know from experience that neighbors, churches and local businesses

come together in unprecedented ways to help with recovery efforts. Nevertheless, we've compiled some of the contact information for the "big" organizations that can serve as a starting place for either volunteerism or for your own recovery once the weather system has passed.

From reporting downed power lines to who to call about clean water, canned food and local shelters, these accredited contacts will help with your questions and needs. ■

in the know

Important phone numbers

Collier County Emergency Management

252-3600

collierem.org or colliergov.net

Download the "All Hazards Guide: Plan, Prepare, Pass It On"

Collier County Sheriff's Office

252-9300

colliersheriff.org

Collier County Domestic Animal Services

252-7387

collierpets.com

Shelter pet registration

collierpets.com

FEMA

Disaster assistance

(800) 621-3362

fema.gov

www.disasterassistance.gov

Florida Power & Light

(800) 468-8243

fpl.com/storm

American Red Cross

596-6868

redcross.org/local/florida/south-florida/local-chapters/southern-gulf-coast

The Salvation Army

775-9447

salvationarmynaples.org

National Hurricane Center

www.nhc.noaa.gov

Prepare an all-hazards supply kit

Having a basic survival kit ready to sustain yourself and your family after an emergency is an essential part of preparation.

Think first about basic survival needs: fresh water, food, clean air and warmth. Emergency responders may not be able to get to you immediately after a disaster. Being prepared means choosing to be a hurricane survivor.

Start by reviewing the lists below.

Food needs

- Drinking water: 1 gallon per person per day; 3- to 7-day supply
- Non-perishable food that meets your dietary requirements: 3- to 7-day supply
- Manual can opener or pop-top cans/containers and eating utensils
- Juice/soft drinks/instant coffee or tea
- Plastic wrap/zip-top bags/garbage bags
- Paper plates, cups, aluminum foil
- Cooler for food storage and ice
- Lighter/matches, pots/pans
- Camp stove or grill

Personal items

- Sleeping bags, pillows, blankets
- Lawn chairs, folding chairs, cots
- Personal hygiene items
- Prescriptions and over the counter medications
- Spare glasses, contacts
- Extra hearing aid batteries

- Baby/infant needs, such as diapers, formula, extra clothes and more
- Rain gear
- Closed-toe work shoes, no sandals

Pets and service animals

- Water - 1 gallon per day for each animal; 7-day supply
- Cage or carrier for each animal
- Food and treats
- Toys and comfort items
- Cleaning supplies
- Immunization records, photos

Basic safety equipment

- Battery or hand-crank radio
- Chargers, batteries, etc., for smart phones and tablets
- Flashlights
- Extra batteries
- Light sticks to replace candles

Miscellaneous items

- Spare keys
- Important papers
- ID, including driver's license, insurance cards, etc.
- Cash, credit cards, coins, checks

Medical equipment

- Medical equipment and assistive devices
- First aid kit
- Medical alert tags or bracelets to identify your disability-related need. ■

Storm debris cleanup

Hurricanes can leave Southwest Florida with millions of tons of debris, including normal household garbage, household chemical waste, appliances, construction/demolition and yard debris. Segregating debris is critical in assisting in the recovery.

To help ensure that debris is collected in the most efficient, safe and timely manner, we recommend that you follow these simple guidelines when clearing debris from your residential property after the storm. Businesses are required to make separate arrangements for debris clean-up.

Normal household garbage

These are the materials and perishable items that would be placed out for collection in your weekly trash container. Normal household recyclables are defined as materials which are capable of being recycled, including newspapers, cardboard, plastic containers labeled Nos. 1 through 7 and containers made of glass, steel and aluminum.

The following are not considered normal household garbage:

- Yard debris or trash - Vegetative matter including shrubs, palm fronds, tree trimmings, grass clippings, bushes, leaves, twigs or cut up tree branches.
- Construction/demolition debris - Materials directly relating to construction or demolition of buildings, such as cement, glass, dry-wall, insulation, concrete block, etc.
- White goods - Large discarded appliances, including refrigerators, ranges, washing machines, clothes dryers, water heaters, freezers, microwave ovens, and air conditioners. All items must be empty of all contents.

Do not mix the types of debris - There will be separate collections for each and they will be picked up according to priority in the immediate aftermath of the storm.

- First priority - Normal Household Garbage. Place in your regular collection cart container or in heavy duty plastic bags, and place where you would normally locate it for your regular weekly collection.
- Second priority - Yard debris. Small quantities should be prepared as for weekly collection; in containers, bags or bundles of less than 50 pounds. Large quantities of storm related yard debris should be placed alongside the curb, with trees and branches prepared into easily manageable

lengths. Do not place near low-hanging objects or around mailboxes, water meters or fire hydrants. Large quantities of storm-related yard debris may be collected using a mechanical grab that will require room to operate. Collection crews will not enter private property to collect debris.

Only yard debris directly generated from the storm event will be collected. Land clearing and landscape improvements are not eligible for collection. Debris from these activities will require removal and disposal to be arranged by the property owner at their expense.

There will be no collection of large quantities of yard debris on private roads or in gated communities unless properties in these locations are included in a FEMA declaration or where an immediate threat to health and safety exists.

■ Third priority - Construction debris, recyclables, white goods, bulk items, electronic equipment, tires and lead acid bat-teries. You will be notified through media when collection of these items will take place. Disposal rules for small quantities of C&D materials vary by location so look for media notices for specific guidance as to how best to dispose of these materials in your respective areas. In many areas, small quantities of C&D materials (less than 2 cubic yards) may be placed at the curb alongside of normal household garbage. These materials would generally be in containers and/or bundled, weighing less than 50 pounds each and not exceeding six feet in length. These materials may be collected with the normal household garbage provided that the materials are compliant with your local collection policies and ordinances.

Refrigerators, freezers and other appliances must be emptied of all contents prior to collection. Refrigerators and freezers containing food waste or other rotting wastes will not be collected.

Storm debris

As the storm approaches and in the immediate aftermath, look for notices in the local newspapers, special bulletins on your local government website, local radio and television channels and other media.

During the first 72 hours after the storm has passed, FEMA, Solid Waste Management and the Sheriff's Office will be assessing the damage and road conditions to determine when collections can resume. ■

Recovery after the storm

After major storms, lives can change drastically and disasters affect everyone to some extent. Relief supplies and other aid will be arriving as quickly as possible, but it may take several days. Try to remain calm, patient and understanding. Your attitude affects you and everyone around you. Remember that the longest and hardest part of dealing with a hurricane is the recovery.

There may be residual flooding and roads may be blocked for days or weeks, making damaged areas inaccessible. This may mean that you will not be allowed back to your home for days or weeks.

Emergency workers want your return home to be as safe as possible and need time to clear safe access and secure hazards. Listen to local media for reentry information and do not go into unsafe areas. Drive only if absolutely necessary and avoid flooded roads and washed out

bridges. Do not go sightseeing.

If you evacuated out of the area, consider staying away for a few extra days. Before you decide to return, consider the following:

- Power will be out for an undetermined period of time. This means no air conditioning, no lights, no refrigeration, no water pump and in many cases no stove.
- Telephone service will be out or limited. This includes 911 calling. Lack of power and damaged facilities will affect both landline telephones and cellular telephone service. Even if your phone works, use it only for emergencies.
- Municipal water supplies may be unsafe to drink without boiling or chemical treatment. Treat all water as unsafe until you are notified that it is safe. ■

9/11

From page 1

Golden Gate High School and Golden Gate Middle School will perform patriotic selections. Golden Gate Middle School Principal Dr. Mason Clark will preside as master of ceremonies, and Pastor Gryn Phiri of Fresh Start Church will present the invocation and the benediction.

Legacy Options is sponsoring the memorial wreath to be presented by VFW Post 7721 veterans J.B. and Dusty Holmes. A bell ceremony will be conducted by the Greater Naples Fire Rescue District in honor of first responders who lost their lives in the attacks. A white dove release by White Doves of Naples will honor victims of 9/11 as Mitchell Rogers presents taps.

Limited seating will be provided; attendees are encouraged to bring lawn chairs. For more information, call 353-1687. ■



These photos were taken during the 2016 Golden Gate community ceremony commemorating 9/11.

1. A flag-shaped memorial wreath sponsored by Legacy Options in memory of lives lost to terrorism on Sept. 11, 2001.

2. The Collier County Sheriff's Office Color Guard raises the flag.

3. The Golden Gate High School JROTC Color Guard presents the colors.

COURTESY PHOTOS



COURTESY PHOTOS

Climbing up, left, and exiting the down stairwell, right, during the inaugural Naples 9/11 Memorial Stair Run. The second annual run takes place Sunday, Sept. 10, at the Greater Naples YMCA.

Hit the stairs in memory of fallen heroes

Join the Collier County Sheriff's Office, North Collier Fire Rescue District and the Greater Naples YMCA for the second annual Naples 9/11 Memorial Stair Run on Sunday morning, Sept. 10, at the Y. The course goes up the west staircase, across the rooftop and down the east staircase. Participants can choose to do one lap or as many as 17 as a tribute to the 343 firefighters, 63 police officers and eight EMTs who gave the ultimate sacrifice on Sept. 11, 2001.

The 8 a.m. opening ceremony on the baseball field will include the Ringing of the Bell by NCFRD, a helicopter fly-over by CCSO and singing of the National Anthem. The stair run will begin at 8:50 a.m. Refreshments will be served at 10 a.m. Registration is \$25 in advance, \$35 on Sept. 10 (\$50 for a group of family members). A limited number of Naples 9/11 Memorial Stair Run T-shirts will be available on a first-come, first-served basis.

Sign up at www.eventbrite.com or for more information, visit www.greaternaplesymca.org. ■

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Walmart grant will help fund mobile pantries

The Harry Chapin Food Bank has received \$42,000 from the Walmart Foundation to help fund mobile pantries in the five-county area the food bank serves: Collier, Lee, Charlotte, Glades and Hendry.

The grant to the food bank is one of 17 grants made to Florida nonprofits totaling more than \$940,000.

"Walmart is uniquely positioned to help fight hunger here in Florida and create a long-lasting, positive impact in communities across the state," said Monesia Brown, chair of Walmart's State Giving Program Council. "Supporting local hunger-relief programs is one way in which we are doing just that, helping Florida children and families have access to nutritious food."

Mobile pantries are one of the most efficient ways for the Harry Chapin Food Bank to distribute fresh, nutritious food directly to clients, many of whom do not have access to grocery stores due to location or lack of transportation.

"Mobile pantries are an important part of our strategy to end hunger, especially in outlying areas," said Richard LeBer, president and CEO of the Harry Chapin Food Bank. "Walmart is a great partner, and we are very grateful for their generous support for this program."

Each mobile pantry distribution can serve up to 250 households. Clients receive an average of 30-40 pounds of food. During the last fiscal year, the Harry Chapin Food Bank distributed 1,018,281 pounds of food through 204 mobile pantries.

Every dollar donated to the Harry Chapin Food Bank translates to \$8 in food value. In fiscal year 2015-16, the Harry Chapin Food Bank distributed 20.6 million pounds of food and other grocery items, including 6.4 million pounds of fresh produce. The food, valued at \$34 million, is the equivalent of 17 million meals for people in need.

The Harry Chapin Food Bank is recognized as a four-star organization by Charity Navigator, the national nonprofit watchdog organization. The food bank is also a United Way partner agency. For more information or to make a donation, call 334-7007 or visit www.harrychapinfoodbank.org. ■



Harry Chapin Food Bank
OF SOUTHWEST FLORIDA



Volunteers sort potatoes at the food bank's first Family Volunteer Day in June. Another Family Volunteer Day takes place at the Fort Myers warehouse from 9-11:30 a.m. Saturday, Sept. 9. Call 334-7007 first, as weather conditions due to Hurricane Irma might force rescheduling.

COURTESY PHOTOS

Take action against hunger in September

SPECIAL TO FLORIDA WEEKLY

Maurice Bonecutter, 91, won't need a reminder that September is Hunger Action Month nationwide or that Thursday, Sept. 14, is Hunger Action Day.

The long-time volunteer for the Harry Chapin Food Bank of Southwest Florida already works in the warehouse at the food bank's Fort Myers distribution center on Tuesdays and Thursdays.

"Hunger Action Month is important," Mr. Bonecutter said. "It's the bread of life, and we all need to be provided for."

Mr. Bonecutter has been helping the food bank provide for others since 2011. When asked why he volunteers, he replied: "Why not?" he replied. Wise words from a wise man.

Hunger Action Month was started 10 years ago by the Feeding America nationwide network of food banks, including the Harry Chapin Food Bank. The goal is to raise hunger awareness and mobilize people to take action to fight hunger in their communities. Hunger Action Day, Thursday, Sept. 14, is the focal point of Hunger Action Month.

In the five-county area the Harry Chapin Food Bank serves, nearly 160,000 people are food insecure. That includes about 50,000 children. In addition, about two-thirds of public school children are eligible for or receive free or reduced-priced meals from their school because of their families' low income.

"One in seven residents of Southwest Florida will go hungry this year," said Richard LeBer, food bank president and CEO. "The Harry Chapin Food Bank provided more than 22 million pounds of food to feed them last year, thanks to the generosity of our friends and neighbors," he added. "Hunger Action Month is when we call everyone's attention to this issue. We hope it will build awareness and mobilize action to help us end hunger."

Volunteering in the food bank's warehouse or at a food bank mobile pantry is only one way members of the community can help during Hunger Action Month. The Harry Chapin Food Bank has a web page that features a daily cal-



Volunteer Maurice Bonecutter, 91, sorts bread at the Harry Chapin Food Bank.

endar of other easy-to-do ways to raise awareness and take action. Access it through www.harrychapinfoodbank.org and click on the orange Hunger Action Month banner on the home page.

Ideas include: Hold a food drive in your neighborhood or business; collect your spare change for a month and donate it to the food bank; sign up for a food bank tour; put the Hunger Action Month calendar in your church bulletin or post at your office and more.

"This is a time of critical need for

many families, since the additional costs of returning to school coincide with the time of year when many families experience economic hardship due to the seasonal nature of their employment," said Ashley Jones, director of social services for The Salvation Army Naples Regional Coordinate. The Salvation Army-Naples is a Harry Chapin Food Bank partner agency.

"With the current economic conditions and higher rent costs, coupled with the rising costs of food, assistance is more important than ever for those facing financial hardships," Ms. Jones said. Here are some of her ideas on how to take action during Hunger Action Month:

■ For business leaders: Consider how you can contribute your time and resources to hunger relief efforts for the promotion of a socially just, economically strong Florida.

■ For educators: Explore how you can become further involved in efforts to increase nutrition education for your students to promote a healthier, higher-performing student body.

■ For individuals and families: Ask your elected leaders to consider the issue of food insecurity and its possible solutions when selecting policies and making decisions for Florida.

Finally, consider wearing orange — the color for Hunger Action Month — as often as you can throughout the month. ■

in the know

Grab a plate

The symbol for Hunger Action Month is an empty plate. The Harry Chapin Food Bank invites people to email photos of themselves and friends or family holding a paper plate, completing the sentence: "On an empty stomach, I can't _____." On the other side of the plate, complete the sentence: "But I can _____ to help end hunger." Post it on your Facebook page. Email it to fighthunger@harrychapinfoodbank.com so it can be posted to the food bank's Facebook page, too.



Beatrice Pizarro

Meals of Hope mobilizes in Texas for Hurricane Harvey victims

Naples event set for Sept. 23

Naples-based Meals of Hope held a meal-packing event in Preston Hollow, Texas, for Hurricane Harvey victims on Saturday, Sept. 2. The charity mobilized in conjunction with local Rotary clubs through Bobbi Bird, who works for Meals of Hope in Naples and is the district governor of the Southwest Florida Rotary District. She contacted a Texas-based Rotarian district to mobilize funds and volunteers to help those affected by Harvey. Meals of Hope CEO Steve Popper and COO Katie Schweikhardt also made the trip to Texas, along with the organization's director of community outreach, John Ribble.



COURTESY PHOTO

Volunteers from Rotary Clubs in Texas and Florida mobilize at Preston Hollow Presbyterian Church in Texas to pack meals for victims of Hurricane Harvey. Naples-based Meals of Hope orchestrated the event.

Within days of announcing the Texas event, the online volunteer signup sheet was completely full. The Greater Dallas Rotary, District 5810, helped round up more than 600 volunteers and raised more than \$21,000 to pack meals for Harvey victims. The Preston Hollow Presbyterian Church became headquarters for the meal-packing efforts, with 226,176 meals of fortified macaroni and cheese packed and ready to ship to the Central Texas Feeding America Food Bank just after 1 p.m. on Saturday.

Church, and Central Texas Food Bank.

Southwest Floridians who didn't get a chance to make the trek to Texas will get their shot to help out on Saturday morning, Sept. 23, when Meals of Hope hosts a meal-packing event at North Naples Middle School. Volunteers are welcome to come and help out starting at 9 a.m. Monetary donations are just as important to cover the costs of the meals (23 cents per packed meal).

Partners and volunteers in the effort included the Presbyterian Church, St. Michael and All Angels Episcopal Church, Unity Dallas, NorthPark Presbyterian Church, Temple Emanu-El, the Plano Metro Rotary Club, the Rotary Clubs of SWFL, Rotary District 5810, Meals of Hope, Northridge Presbyterian

To learn more about how to help, call Meals of Hope at 537-7775 or visit www.mealsofhope.org. ■

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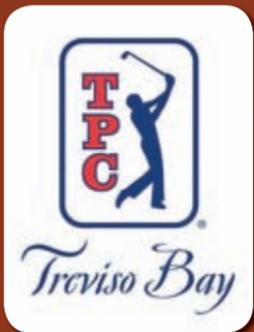


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NEWS OF THE WEIRD

BY THE EDITORS AT ANDREWS MCMEEL

Distributed by Universal Press Syndicate

The entrepreneurial spirit

Police in Osnabruck, Germany, stopped a vehicle on Aug. 19 and found an unusual trove of drugs inside: Plastic bags filled with about 5,000 ecstasy pills, with a street value of about \$46,000 — all in the shape of Don-

ald Trump's head. The orange tablets depicted Trump's signature sweep of hair and his rosebud mouth. An unnamed 51-year-old man and his son, 17, also had a large sum of cash and were taken into custody.

Cultural diversity

■ The Japanese funeral industry demonstrated its forward thinking on Aug. 23 when practitioners gathered for the Life Ending Industry Expo in Tokyo. Among the displays was a humanoid robot named Pepper who can conduct a Buddhist funeral, complete with chanting and tapping a drum. Pepper is a collaboration between SoftBank and Nissei Eco Co., which wrote the chanting software. Michio Inamura, Nissei's executive adviser, said the robot could step in when priests are not available.

■ Also at the Life Ending Industry Expo in Tokyo, four undertakers competed on stage as funeral music played to see who could best display the ancient skills of ritually dressing the dead. The Shinto religion in Japan believes that the dead are impure just after death and that dressing the body purifies the spirit. The contestants dressed live human volunteers and were observed by three judges. Rino Terai, who won the contest, said, "I practiced every day to prepare for this competition."

FAN-antic

Jeffrey Riegel, 56, of Port Republic, N.J., left 'em laughing with his obituary's parting shot at the Philadelphia Eagles. In it, Riegel asked that eight Eagles players act as

palldbearers, "so the Eagles can let me down one last time." Riegel owned season tickets for 30 years, during which the Eagles never won a Super Bowl.

Inexplicable

An Arkansas Highway Patrol officer spotted "an unusual sight" on Aug. 23 on I-30: a black Hummer with a casket strapped to the top of it. When the officer pulled over Kevin M. Cholousky, 39, of Van Buren, Ark., he took off and led police

on a chase along I-530, where his vehicle was eventually stopped by road spikes. Although the casket was empty, Cholousky was charged in Pulaski County with fictitious tags, reckless driving and fleeing.

Latest religious messages

Sonogram photos are notoriously difficult to decipher, but one couple in Franklin County, Pennsylvania, are sure theirs shows a man watching over their unborn daughter. "When they gave it to us ... Umm, to me, it's Jesus. And it looks like Jesus," said mom Alicia Zeek. She and father Zac

Smith have two older children, both born with birth defects, and the image is putting them at ease about their third child. "Once ... we looked at the picture, I was like — look, babe, we have nothing to worry about," Smith said.

Least-competent criminals

■ Jocsan Feliciano Rosado, 22, was driving a stolen car on Monday, Aug. 21, when he stopped off at a Harbor Freight store in Kissimmee to pick up a welder's helmet for viewing the solar eclipse. As he dawdled next to the vehicle, looking up at the sun with his helmet on, members of the Orange County Sheriff's Office Auto Theft Unit interrupted his reverie and arrested him.

Ark., tried to elude officers who had arrived at his girlfriend's house to arrest him by climbing out a back window. But when that didn't work, he hid in her attic. Meanwhile, Erinique Hill, 20, held police at bay outside her home. Things went south for Darrough when he fell through the attic floor, and Little Rock police officers arrested him for a number of felonies, including hindering arrest.

■ Adam Darrough, 29, of Little Rock,

Bright ideas

Tuffy Tuffington, 45, of San Francisco was walking his dogs, Bob and Chuck, when he came up with a way to respond non-violently to a right-wing rally at Crissy Field on Aug. 26. So he launched a Facebook page asking San Franciscans to bring dog poop to spread in the park in advance

of the event. "It seemed like a little bit of civil disobedience where we didn't have to engage with them face to face," Tuffington said. Contributors to the project also planned to show up on Aug. 27 to "clean up the mess and hug each other."

Your cold, cold heart

A police officer on maternity leave was ticketed and fined 110 pounds after she pulled her car into a bus stop in west London to help her newborn baby, who was choking in the back seat. Rebecca Moore, 31, of Aylesbury, said her son, Riley, was "going a deep shade of red in the face, his eyes were bulging and watering, and he

was trying to cough but was struggling." Moore appealed the fine, but the Harrow Council rejected her appeal, as did the London Tribunals. "The law about stopping in bus stops is exactly the same everywhere in London," a council spokeswoman said. "You can't do it." ■

Hodges celebration rescheduled for Oct. 7

Originally planned for Saturday, Sept. 9, the celebration noting 55 years in Naples for Hodges Funeral Home, 10 years since the renaming of Hodges University and the birthday of long-time Neapolitan philanthropist Thelma Hodges, the widow of Earl Hodges, has been rescheduled for Saturday, Oct. 7.

The time and place remain the same: 5-7 p.m. at Hodges Funeral Home at Naples Memorial Gardens, 525 111th Ave. N.

If you RSVPd for the September event but will not be able to attend on Oct. 7, call 597-3101. If you RSVPd and can still attend on the new date, there is no need to respond again. ■

Grant ensures 'Shelter Nights' can continue

The Golisano Children's Museum of Naples has received a \$25,000 grant from an anonymous donor to enable the museum to continue its Shelter Nights program through August 2018.

The Shelter Night experience focuses on expanding the behavioral and social skills of children from birth through 12 years old who are living in or receiving treatment from shelters in Collier County. The current program consists of a private evening of play and learning at C'mon for shelter residents, outpatient therapy participants and children dealing with difficult life issues. Additionally, once each month C'mon staff brings educational outreach lessons to partners who have a physical location. During these

outreach visits, a more focused social and emotional lesson takes place.

C'mon Shelter Night partners include the Shelter for Abused Women & Children, Youth Haven, St. Matthew's House and Friends of Foster Children Forever.

C'mon feeds hungry young minds with the building blocks of success called the executive functions, including impulse and emotional control, flexible thinking, working memory, self-monitoring, planning and prioritizing, task initiation and organization. Research shows that executive function skills are a stronger predictor of life success than intelligence.

For more information about C'mon, visit www.cmon.org. ■



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Identity Fraud Institute at Hodges U. hosts workshops and luncheon

Do you have privacy settings activated on your mobile device? Do you know what and how the cloud works?

Hodges University's Identity Fraud Institute wants to make sure Southwest Florida residents are equipped with the tools and knowledge necessary to block hackers. Two upcoming workshops at the university's Naples campus focus on just that, with IFI Director Carrie Kerskie as host.

■ "Privacy Settings for iPhones" takes place from 10-11 a.m. Tuesday, Sept. 12. Attendees will learn how the properly privacy settings can prevent hackers from accessing a mobile device

or tablet's location and other personal information.

■ "The Risks of Using the Cloud" is set for 10-11 a.m. Tuesday, Sept. 26. Ms. Kerskie will explain what and where "the cloud" is and will discuss the risks and rewards of using cloud-based services.

Registration for each workshop is \$25.

A two-year review

In celebration of the two-year anniversary of the Identity Fraud Institute, Hodges hosts local, state and national experts on the issues of identify theft

and data breach from 11 a.m. to 2 p.m. Tuesday, Oct. 3.

When the IFI opened in 2015, an inaugural luncheon program focused on the identity theft epidemic, its economic impact on Florida and what was being done to combat it.

"Combating Identity Fraud Two Years Later" is the theme for the upcoming event. In addition to Ms. Kerskie, presenters include Commissioner Adam Putnam, Florida Department of Agriculture and Consumer Services; District Director Spencer Roach, U.S. Rep. Francis Rooney (FL-19); Collier County Sheriff Kevin Rambosk; and Aysegul

Timur, PhD, senior vice president of academic affairs and dean of the Johnson School of Business at Hodges; and Ms. Kerskie.

CenturyLink is title sponsor of the luncheon. Additional sponsorship opportunities are available.

Tickets are \$45.

Reservations are required for the two workshops and also for the luncheon.

Visit www.hodges.edu/identity to sign up online.

For more information, call Ms. Kerskie at 598-6281 or email ckerskie@hodges.edu. ■

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Leadership Collier Foundation welcomes the Class of 2018

The Leadership Collier Foundation has announced the Leadership Collier Class of 2018.

Leadership Collier was formed by the Greater Naples Chamber of Commerce in 1988 to develop a network of informed citizens prepared to assume leadership roles in the community. The chamber believes knowledge is a key element and prime motivator of leadership. Consequently, the primary objective of Leadership Collier is to educate local business leaders about the societal and economic challenges facing the community today.

The nine-month program includes 10 full-day sessions. It begins with a kick-off celebration from 5-7 p.m. Thursday, Sept. 14, at Naples Botanical Garden. All Leadership Collier alumni are welcome. Tickets for \$30 are available at www.napleschamber.org/events.

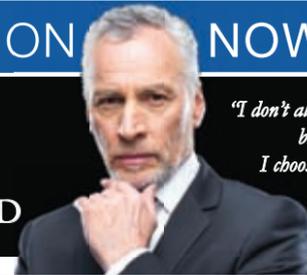
Here are the members of the Class of 2018:

- Chair: Scott Sherman, Arthrex
- First vice chair: James French, Collier County government
- Second vice chair: Kerry Geroy, Naples Global Advisors
- Jamie Andersen, U.S. Trust; Kathy Bamberg, Lutgert Insurance; Andrew Blitch, "A" Locksmith; William Blum, Arthrex; Benjamin Brown, Quarles & Brady LLP; Damon Burkhardt, The Neighborhood Health Clinic; Virginia Cabai, FineMark National Bank & Trust; Michael Dalby, the Greater Naples Chamber of Commerce; Andrea Diehl, Healthcare Network of SWFL; Justin Emens, IBERIABANK; Barbara Evans, Grace Place for Children and

- Families; Shawn Felton, Florida Gulf Coast University; Cesar Fernandez, Hilton Naples; Scott Hamblen, Sunshine Ace Hardware; Jared Hamilton, Barron Collier Companies; Colby Hazewinkel, Wellfit Girls; Shannon Horne, Premier Sotheby's Realty / US Army Reserve; Tommy Houchin, Houchin Construction Inc.; Jeffrey M. Janeiro, The Law Office of Jeffrey M. Janeiro, P.L.; Susan Jones, Attentive Nursing Care, Paul O Jones, MD PA; Javed Kapadia, Javed Kapadia State Farm Agency; Steve Karterouliotis, Supreme Flooring / Unique Wood Co.; Jonathan Kling, NCH Healthcare System; Robin Lankton, Naples Daily News; Tammy Lynn, Make-A-Wish Southern Florida; Jean Marron, Children's Advocacy Center of Collier County; Denise Matson, city of Naples; Robert Montagano, Naples Police Department; Heather Parks Shedlock, Community Health Partners; Clarke Pollard, Alzheimer's Support Network; Stephen Popper, Meals of Hope; Tony Repicky, Collier County Sheriff's Office; Eloy Ricardo, North Collier Fire Control & Rescue District; Christopher Rozansky, Naples Airport Authority; Teresa Stohs, Golisano Children's Museum of Naples; Darcy Taylor, David Lawrence Center; Arianne Taylor, John R. Wood Properties; Kevin Turner, Collier County Supervisor of Elections; Gene Ungarean, Grey Oaks Country Club; Mary Waller, Premiere Plus Realty Co.; Chad Washburn, Naples Botanical Garden; Valerie Wenrich, Collier County Public Schools; George Yilmaz, Collier County Public Utilities ■

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CLUB NOTES

Cancellations/postponements due to Hurricane Irma are likely. Check before you head out.

■ The **Naples Orchid Society** welcomes members and guests to meetings on the first Thursday of the month at Moorings Presbyterian Church, 791 Harbour Drive. The next meeting is Sept. 7. Doors open at 6:30 p.m. for flower registration. Judging is at 7:10 p.m., followed by a short meeting at 7:15 p.m. and the program at 7:30 p.m. For more information, visit www.naplesorchid-society.org.



■ Everyone who owns or admires Corvettes is welcome to attend **Corvettes of Naples** meetings at 7:30 p.m. on the first Thursday of the month at Vanderbilt Presbyterian Church in North Naples. The next meeting is Sept. 7. For more information, visit www.corvettesofnaplesfl.com.

■ The **Naples Christian Women's Connection** invites area women to lunch and a program at 11:30 a.m. Friday, Sept. 8, at the Quail Creek Country Club. Guest speaker and internist Dr. Kathleen Wilson will discuss heart, stroke and cancer treatments. Carol Foster will inspire by "Connecting the Dots in Life with Humor" and vocalist Beverly Schroeder will perform. \$28 (\$14 for first-time guests). RSVP by calling 514-2207 or emailing cwnaples@gmail.com.

■ **Toast of The Coast Toastmasters Club #6544**, recognized by Toastmasters International as a President's Distinguished Club, meets from noon to 1 p.m. on the second and fourth Friday of every month at the American Cancer Society office, 5020 Tamiami Trail N. The next meetings are Sept. 8 and 22. Visitors are always welcome. For more information, call 777-0416 or visit www.ToastoftheCoast.org.

■ **Wine Tasters of Naples** is a social club that meets from 5-7:30 p.m. every Friday at different locations around town. More so than wine, members

enjoy socializing and working together on philanthropic and service projects to benefit the community. Members pay a \$7 door fee; guests pay \$9. Light bites are served, and attendees pay for their own beverages. The Sept. 8 place to be is Seasons 52, followed by South Ave. on Sept. 15. The club sponsors other social events throughout the year as well. For more information, visit www.winetastersofnaples.org.



■ **Naples Writers Forum** welcomes writers of all levels to meet and discuss their craft from 10 a.m. to noon every Saturday at St. John the Evangelist Church, 625 111th Ave. Free. For more information, call 949-3621 or 773-732-9982.

■ The **Experimental Aircraft Association** Chapter 1067-Naples members

cook up their monthly buffet breakfast from 8-11 a.m. Sunday, Sept. 10, in the pilots lounge at Naples Municipal Airport. All are welcome. Admission for \$5 includes all-you-can-eat fresh fruit, donuts and pastries, yogurt, breakfast sausage, juice and coffee, with proceeds benefitting the EAA Young Eagles program that acquaints youth ages 8-17 with aviation as a career.

The Naples EAA chapter is one of approximately 1,700 chapters worldwide. Members are pilots, student pilots, plane builders and aviation enthusiasts. Regular meetings are at 7 p.m. on the first Wednesday of the month at Naples Municipal Airport. The next meeting is Oct. 4. For more information, call 649-6627 or visit www.eaa1067.com.

■ **Gamma Phi Betas** who are living in or visiting Southwest Florida are welcome to join members for lunch on the second Monday of every month at Brio Ristorante in Waterside Shops. The next meeting is Sept. 11. For more information, call Lynne Nordhoff at 594-8420.



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CLUB NOTES

■ **Kappa Alpha Theta alumnae** in Naples, Marco Island and Bonita Springs enjoy lunch together on the second Monday of each month May-October at different local restaurants. The next Lunch Bunch is Sept. 11. For more information, call 434-5610 or visit www.naples.kappaalphatheta.org.

■ The **Antique Automobile Club of America-Naples Marco Region** members meet at 7 p.m. on the second and fourth Monday at First United Church of Naples, 388 First Ave. S. Visitors are always welcome. The next meetings are Sept. 11 and 25. For general information about the club, call Paul Rhoads at 877-3228 or visit www.aacanaplesmarco.org.

■ The **Naples MacFriends User Group** has hundreds of members who share a passion for all thing Apple and who love to learn from one another. Weekly meetings are open to all, free of charge, and take place from 11:30 a.m. to 1 p.m. every Wednesday at Naples Regional Library, 650 Central Ave. For more information, visit www.naplesmug.com.

■ **Pi Beta Phi alumnae** in the Naples, Bonita Springs, Estero and Marco Island areas are invited to mix and mingle with other Pi Phis at the final summer mixer on Thursday, Sept. 14. Meet at 6 p.m. at the southernmost Pelican Bay Beach Commons parking lot (near the tennis courts) at 6251 Pelican Bay Blvd. for a tram ride to the beach to enjoy the sunset. To make your necessary reservation or for more information, call 919-612-1217 or email donna@marketthisinc.com.



NANCY DAGHER / COURTESY PHOTO

Doug Erickson, Maya Erickson, Jennifer Maslak and Forrest Taylor joined Michigan State University fans and alumni for game day at Pelican Larry's Raw Bar & Grill on Immokalee Road. The Naples Spartans Alumni Club and Pelican Larry's invite all Spartans fans to cheer the team on for every game this season. Check the Naples Spartans' Facebook page for weekly updates. See more pictures from the season's opener on page C19.

■ The **Southwest Florida Stage Writers Group** has its first meeting at 7 p.m. Thursday, Sept. 14. Playwrights, librettists, composers and lyricists of all levels of experience are invited to meet other writers, get feedback on writing samples and keep up-to-date on local theater activity. The first meeting will be in Naples, but future meetings will also be held in Lee County. For location details and to RSVP, email Shawn Ryan at shawnryan.fl@gmail.com.

■ **Pilot Club of Naples/Naples Pilot Foundation** meets at 6 p.m. on the second Thursday of every month at Perkins on Pine Ridge Road. The next meeting is Sept. 14. Guests and new members are always welcome. Reservations are not required. Attendees order from the menu

and pay for their meals. Pilot International focuses its charitable and educational efforts on brain-related disorders and disabilities, including traumatic brain injuries, dementia and autism. For more information, call Sue Lester 289-8268.

■ **Naples Ship Modelers** is an informal group dedicated to building wooden ship models. Members meet at 9:30 a.m. on the first and third Saturday of every month at the Landmark Naples community in North Naples. The next meetings are Sept. 16 and Oct. 7. Members should bring their works in progress and be prepared to share techniques and tips. All are invited to enjoy lunch afterward at Fitzgerald's. RSVP by emailing Joe Geithmann at joeearl42@yahoo.com. For more information about the club,

call Dick Ritchie at 594-0868 or email dcritchie@comcast.net.

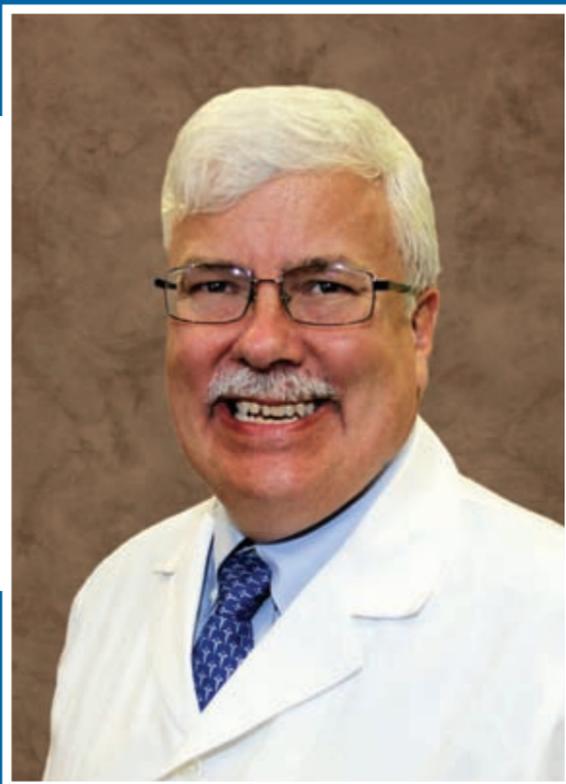
■ **Naples Sunrise Bay Toastmasters** invite early birds who want to gain confidence speaking in public to its meetings from 7:30-8:30 a.m. on the first and third Tuesdays of every month at Moorings Presbyterian Church, 791 Harbour Drive. The next meetings are Sept. 19 and Oct. 3. First-time visitors are always welcome to observe. For more information, call 777-8851. For more information about Toastmasters International, including other area chapters and where and when they meet, visit www.toastmasters.org.

■ Want to ski Steamboat, Jackson Hole and Aspen/Snowmass in 2018? Join the **Southwest Florida Ski Club** to learn about upcoming ski adventures on the slopes. The next social gathering is set for Tuesday, Sept. 19. The monthly general membership meeting takes place at 6:30 p.m. Tuesday, Oct. 3, at Harold's at the Gulfcoast Inn. For more information, call 240-8625, email napplesskiclub@gmail.com or visit www.swflskiclub.com.

■ **The Gulf Coast Orchid Alliance** meets from 6:30-8:30 p.m. Thursday, Sept. 21, at the Naples Conference Center, 1455 Pine Ridge Road. Admission is free, and all are welcome. For more information, call 649-4145 or visit www.gulfcoastorchidalliance.com.

— Email club news to Cindy Pierce at cpierce@floridaweekly.com.

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EASY GETAWAY

Parrothead playground even appeals to those who aren't Jimmy Buffett fans

BY MARY THURWACHTER
mthurwachter@floridaweekly.com

Florida has scores of spots where you can find frozen concoctions to help you hang on and tourists covered in oil, and where you can, indeed, smell shrimp beginning to boil. But at Margaritaville Hollywood Resort, you can find all three — and so much more.

The \$175 million Jimmy Buffett-themed resort opened in late 2015 as the centerpiece of revitalization along Hollywood Beach. Built on the site of the former Hollywood Beach Casino, the 17-story, 349-room property is the first Margaritaville resort (there are others in Key West, Pensacola, Mississippi, Tennessee, the Cayman Islands, St. Thomas and Puerto Rico) to achieve the AAA Four Diamond ranking.

In addition to its eight bars and restaurants (be sure to indulge in a slice of Key lime pie during your visit — it is divine!), Margaritaville Hollywood has 22 cabanas and three pools, including a lagoon pool especially popular with families and one, the rooftop pool with a License to Chill Bar, more geared to grown-ups.

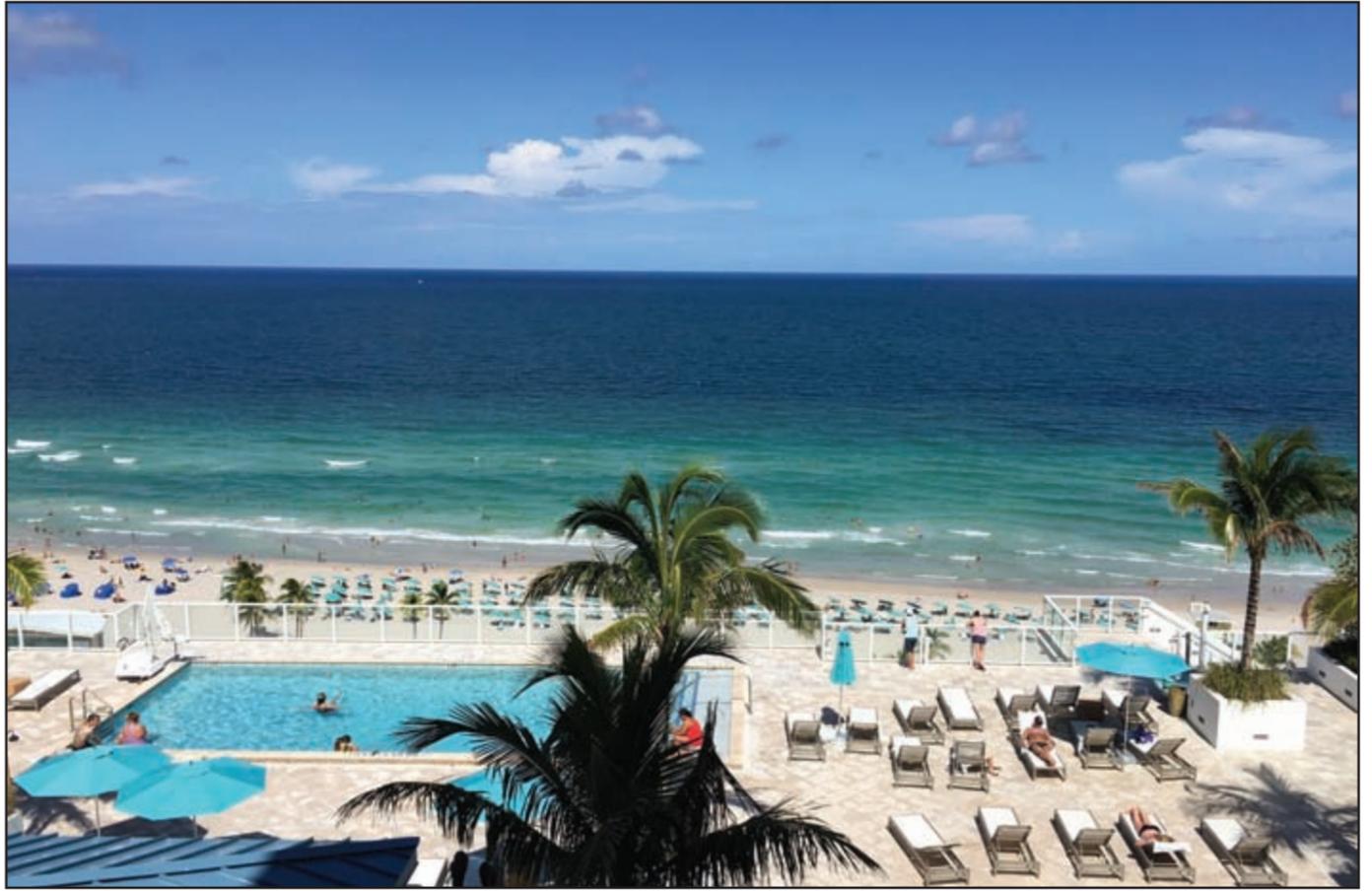
The beach itself is a huge draw, of course, but guests also are drawn to the FlowRider (a surfing simulator) and to shops and restaurants along Hollywood's iconic Broadwalk and the city band shell, where concerts are held five nights a week.

Paddleboard, kayak and bike rentals are available, too.

When we visited, midweek before school began, the resort was packed with families. But that shouldn't scare adults away. There is much to do away from the kids and ample space to do absolutely nothing, if that is your preference. You'll discover a "no worries" vibe and the feeling of getting away for it all as soon as you walk in the lobby, where homages to Mr. Buffett can be found at every turn — from the largest-ever margarita glass chandelier to a gigantic flip-flop sculpture and even some of Mr. Buffett's personal surfboards.

Mr. Buffett has been known to make surprise visits, resort officials said. The Maestro of Margaritaville performed a concert there when the resort opened almost two years ago.

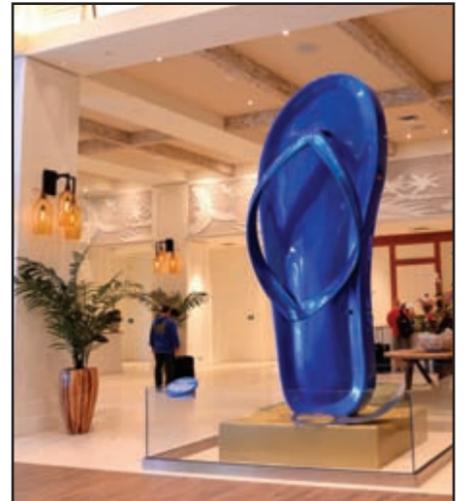
You don't need to be a Parrothead to revel in the fun at Margaritaville, but if you are, you're gonna love it even more. All guests are granted a license to chill upon arrival. ■



Hollywood Beach has a unique seaside promenade called the Hollywood Beach Broadwalk that stretches nearly 2 ½ miles along the Atlantic.

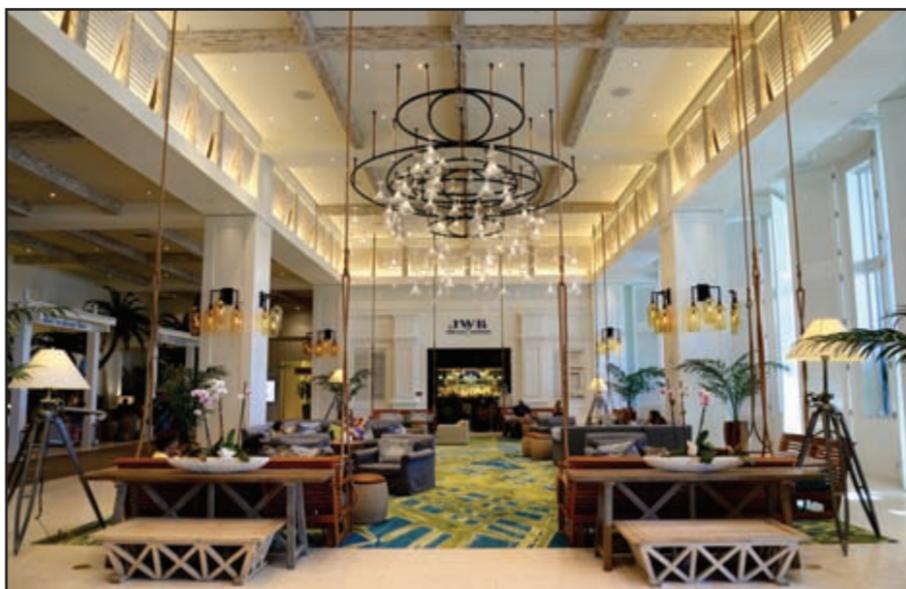


THE MARGARITAVILLE BEACH RESORT / COURTESY PHOTO
Room designs reflect the colors of the sea and sky and have a "no worries" vibe.



Pros and amateurs show off their surfing skills at FlowRider, a surfing simulator.

RUTH CINCOTTA / COURTESY PHOTO



The lobby of the Margaritaville Hollywood Resort boasts the largest ever chandelier made from margarita glasses.

Left: Another homage in the lobby to Jimmy Buffett's song Margaritaville can be found in this painting in which a woman's body is cleverly disguised as a parrot.

in the know

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>> **Rates:** \$209 and up, plus a nightly resort fee of \$29 to cover basic wireless internet service, access to fitness center and classes, two beach chairs and one umbrella, in-room coffee and bottled water, and local calls. Overnight parking is \$30, or \$35 for valet parking.

>> **Info:** 844-50CLOCK (844-562-5625) or www.MargaritavilleHollywoodBeachResort.com

GET OUT FOR A GOOD CAUSE

■ First Florida Integrity Bank hosts its **ninth annual charity golf tournament** to benefit Fun Time Early Childhood Academy and Friends of Foster Children Forever at 12:30 p.m. Saturday, Sept. 30, at Hideout Golf Club. Lunch and hors d'oeuvres included. For more information or to register a foursome, call Heather Tice at 325-3750 or visit www.firstfloridaintegrity.com.

■ Race your way to a healthier lifestyle by participating in **Lee Health's Inspiring Health 5K Run & 1-Mile Fun Walk** stepping out at 8 a.m. on Saturday, Sept. 30, at Coconut Point in Estero, where Lee Health operates its Healthy Life Center to promote healthy lifestyles, early detection of disease and management of chronic disease. Registration is \$30 and can be completed at www.tinyurl.com/inspiringhealth5K-web. Proceeds will benefit the Healthy Life Center and Shipley Cardiothoracic Center, an innovation hub focused on patient care optimization and research and learning opportunities for cardiothoracic surgical teams worldwide.

■ The **Moe's 3-Mile Corporate Run/Walk** to benefit The Shelter for Abused Women & Children takes place Thursday evening, Oct. 5, setting out from Moe's Southwest Grill at Immokalee Road and U.S. 41. The non-chipped run is open to all employees and family of local corporations, businesses, government offices and institutions. Trophies will be awarded to the three teams with the most participants. The team with the most members will win a Moe's catered meal for each participant (up to 100).

Registration is \$20 by Sept. 30, \$25 Oct. 1-4 and \$30 on event day. Packet pick-up begins at 5 p.m. on race day and the race sets out at 6:15 p.m. Runners are asked to bring a donation of peanut butter or jelly for Collier Harvest to help replenish school food pantries. The Moe's Corporate run is organized by Gulf Coast Runners. To sign up or for more information, call 208-2474 or visit www.gcrunner.org.

■ The Red Sox Foundation hosts its **sixth annual Swings for the Sox tournament** Friday morning, Oct. 6, at Tiburon Golf Club. Play will be a scramble format with prizes for the longest drive, putting, closest to the pin and more. Registration includes a continental breakfast, raffle and silent auction as well as access to an online auction. For more information about the event or to register, call 226-4783 or email swingsforthesox@redsox.com.

■ Cancer Alliance of Naples hosts its **14th annual Jerry Conti Memorial Fancy Pants golf tournament** at 8:30 a.m. Saturday, Oct. 7, at Naples Beach Hotel & Golf Club. The day begins with a continental breakfast and Bloody Mary toast, followed by a scramble style tournament that ends with a luncheon and awards. Participants are encouraged to wear their fanciest golf pants. Registration is \$250. For more information about the tournament or to register, call 643-4673 or visit www.cancerallianceofnaples.org.

■ RMC Group hosts the **second annual RMC Open** on Saturday, Oct. 7, to benefit Cancer Alliance of Naples at Moorings Country Club. Breakfast and registration start at 8 a.m. with a shotgun start following at 9 a.m. The day concludes with lunch, awards and prizes at 1 p.m. Registration for \$100 includes meals, greens fees and drink tickets. For more information or to register, call Ashley Simpson at 298-8210 or email asimpson@rmcgp.com.

■ The Girls on the Run of Collier County annual Scavenger Dash blends elements of **"The Amazing Race,"** trivia and challenges to cover 4 miles of downtown Naples from 10 a.m. to noon Saturday, Oct. 7. Registration is \$140-\$220 per team and includes lunch, awards and raffles. Only 40 teams permitted. For more information or to register, visit www.gotrcc.org.

■ Make-A-Wish Southern Florida hosts its **annual Walk for Wishes** at 8:30 a.m. Saturday, Oct. 14, at Florida Gulf Coast University. Registration begins at 7:30 a.m. and the race is followed by family activities. For more information, visit www.sfla.wish.org.



■ Florida Gulf Coast University hosts its **26th annual Founders Cup Golf Tournament** at 11:30 a.m. Friday, Oct. 20, at Quail Creek Golf Club. The day begins with a buffet lunch in the clubhouse and play begins at 1 p.m. A dinner buffet and awards close the day. Registration is \$500-\$2,500. For more information or to register, call 590-1016 or visit www.fgcu.edu.

■ The **American Cancer Society's Making Strides Against Breast Cancer non-competitive walk** is set for Saturday, Oct. 21, with the opening ceremony at 8 a.m. at Artis—Naples. Form a team and collect pledges with your neighbors, colleagues and friends, or join a team that is already organized. For more information, call the Naples office of ACS at 261-0337.



■ Gulf-shore Playhouse hosts its **13th annual charity golf tournament** Monday, Oct. 23, at TwinEagles' Talon Course. Registration includes a putting contest, lunch and awards dinner. For more information or to register, call 261-7529 or www.gulfshoreplayhouse.org.

■ The **Halloween Monster 5K and Children's Goblin 1K** to benefit the Lions Club Vision Clinic take place Saturday morning, Oct. 28, at Fleischmann Park. The 5K race starts at 7:30 a.m. and will be followed at 8:30 a.m. by the kids' event. A costume contest will be part of the awards ceremony. Registration by Sept. 30 is \$25; Oct. 1-27, \$30; and on race day, \$25. Ages 21 and younger are \$12 through Oct. 27 and \$15 on race day. Gulf Coast Runners is organizing the event. For more information, call 404-7007 or visit www.gulfcoastrunner.org.

— Email news about charity sports events to [Cindy Pierce at cpierce@floridaweekly.com](mailto:Cindy.Pierce@floridaweekly.com).

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Support for those who suffer with Crohn's and colitis

The Naples area Crohn's and Colitis Foundation support group meets from 5-6 p.m. on the first Thursday of every month at Naples Regional Library, 650 Central Ave. The next meeting is Sept. 7. All whose lives are affected by inflammatory bowel disease are welcome to join the discussion facilitated by gastroenterologist Raymond Phillips. There is no charge to attend the meetings.

For more information, call Paula Allain, LPN, at 649-1336, email palainresearch@gmail.com or visit www.crohnscolitisfoundation.org.



Clinic offers free services

PANIRA Healthcare Clinic, a non-profit organization dedicated to providing affordable, convenient and quality professional medical services to everyone in the community, hosts a free clinic for low-income individuals and family from 2-6 p.m. every second Wednesday at 5039 Tamiami Trail E. in Naples. The next free clinic is Sept. 13.

Clinic owners Lawrence and Geneve Egger and their team provide health-care services to those who need immediate and/or ongoing care. Their model utilizes a walk-in clinic and a primary medical care facility in East Naples.

Walk-ins are welcome, but potential patients are encouraged to call the clinic at 936-4068 to schedule an appointment and verify eligibility.

Take a stand for health

BY VINCENT CANGELOSI
Special to Florida Weekly

Just recently my 83-year-old mother had a heart valve replacement surgery that went very well. I was thankful and amazed at the ability of the doctors to travel up the artery in the groin and strategically place the heart valve.

The procedure lasted a little over an hour and on this particular day there were several being done with such a great success rate it was almost routine.

Once in the clear, I began thinking about this life-saving procedure and had the thought of security in knowing that technology can save so many. I immediately realized how easy it is to trust in these doctors and procedures rather than take measures now to ensure a healthy lifestyle and avoid the ever-growing population of chronic disease sufferers.

The United States leads the world in health care spending as well as takes the lead in many of the chronic diseases. The good news is that many chronic diseases are preventable with a moderate amount of exercise and some healthy lifestyle choices.



CANGELOSI

According to the Centers of Disease Control and Prevention, approximately half of all American adults have a chronic disease. We spend more than \$8 out of every \$10 treating people with chronic conditions — many of them preventable, says the American Heart Association.

We simply can't afford to be sick anymore. Our choices have consequences that affect us physically and financially. It's time to stand up and stomp out

FITNESS & WELLNESS

ON THE HOUR

The infusion of this program into the existing framework of your day provides the incentive and energy needed to build a healthy work life balance!

TOE TOUCHES TO BACK EXTENSIONS

- 8:00 8 REPETITIONS
- 9:00 9 REPETITIONS
- 10:00 10 REPETITIONS
- 11:00 11 REPETITIONS
- 12:00 12 REPETITIONS

SIT TO STAND (SQUAT)

- 1:00 10 REPETITIONS
- 2:00 20 REPETITIONS
- 3:00 30 REPETITIONS
- 4:00 40 REPETITIONS
- 5:00 50 REPETITIONS

INDIVIDUAL OR DEPARTMENT PARTICIPATION IS ENCOURAGED.
WE WOULD LOVE TO HEAR YOUR SUCCESS STORIES CONTACT US AT FITNESS@FSW.EDU

Through the years, less activity has led to increased preventable chronic disease. One of the main reasons people cite for the inactivity is not having enough time in the day. So for some, the answer initially lies in starting with small, bite-size portions of exercise during their work day and at their work stations. It has been my experience that the inclusion and infusion of exercise during the workday has proven to be successful in combatting sitting and improving one's outlook on exercise.

I have developed a program called "On the Hour" that can be easily implemented into the existing framework of your day to provide the incentive and energy needed to build a healthy work life balance.

"On the Hour" is designed for you to do exercises each hour at your workstation. For example, if your workday is from 9 to 5, then at 9 a.m. you would perform nine repetitions of a particular exercise that gets you out of your

sedentary lifestyles. Through education, motivation, inspiration and a little perspiration people have shown they are able to take charge of their lives and maintain a healthy lifestyle. The simple key is to begin moving again for a healthier you.

Donna Nakazawa, the author of "The Last Best Cure: My Quest to Awaken the Healing Parts of My Brain and Get My Body, My Joy, and My Life," has said that people with sitting jobs have twice the rate of cardiovascular disease as people who stand while they work. "The engineer who drives the train has a shorter life span than the conductor taking the tickets," she said, adding, "People who sit and watch TV for three hours or more a day are 64 percent more likely to die from heart disease."

chair or seated position.

The first exercise may be a toe touch to back extension. Then each hour (On the Hour) you would perform that number of repetitions until 12 noon.

A second exercise (sit to stand/squat) will begin at 1 p.m. with 10 repetitions, 2 p.m. with 20 repetitions, and 3 p.m. with 30 repetitions, and so on.

Repetitions are based on each individual's physical ability and can be modified to fit one's fitness level. Now is the time to make the change and start your journey to an active and healthy lifestyle. ■

— Vincent Cangelosi is coordinator of Athletic Performance and Community Service at Florida SouthWestern State College.

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TO YOUR HEALTH

Volunteers SHINE light on insurance

Elders in Naples, their caregivers and family members who have questions or concerns about Medicare and related health insurance topics have a new place to turn.

The state's SHINE — Serving Health Insurance Needs of Elders — offers counseling at the Alzheimer's Support Network, 660 Tamiami Trail N., from 1-3 p.m. every second Friday of the month. The next session is Sept. 8.

This is a partnership between SHINE and the Alzheimer's Support Network.

A volunteer program of the Florida Department of Elder Affairs, SHINE empowers elders to make informed decisions about their health-care coverage. It is offered locally through the Area Agency on Aging for Southwest Florida.

SHINE volunteers can answer questions regarding Medicare, Medicaid, prescription assistance, long-term care planning and more. They can help seniors and the disabled on Medicare



find assistance programs that might lower prescription drug costs, provide prescription drugs at no cost and help with Medicare Part B costs.

To make an appointment for counseling at the Alzheimer's Support Network in Naples or at any other SHINE site in Southwest Florida or to receive assistance by phone, call the toll-free Elder Helpline at 800-413-5337.

For more information, visit www.floridashine.org. ■

'You' are focus of free program

Lee Health Solutions, in partnership with several local community agencies and supported in part initially by a grant from the Southwest Florida Community Foundation, presents "It's All About You," a research-based chronic disease self-management program developed by Dr. Kate Lorig of Stanford University.



older with chronic health conditions, the free program takes place once a week for six weeks from 9-11:30 a.m. Thurs-

days, Sept. 21-Oct. 26, at Right at Home, 27657 Old 41 Road in Bonita Springs. Participants will learn ways to better manage their conditions and the

accompanying symptoms.

To sign up or for more information, call 343-9264. ■

Designed for people 18 years of age or

Free insurance seminar for seniors

The Leadership Coalition on Aging presents "Navigating Through the Health Insurance Market" for area seniors from 1-3 p.m. Wednesday, Sept. 27, at South Regional Library, 8065 Lely Cultural Parkway. The free seminar is designed to empower seniors by providing important information about Medicare, Medicaid and replacement plans. Sponsors include Doctor's Hearing, Vitas, Captel, Brookdale Senior Living, Comfort Keepers, Logical Insurance Solutions, Eyeglass World and the Naples Daily News.

Although attendance is free, registra-

tion is required. Call 687-3156 to sign up.

The Leadership Coalition on Aging is sponsored by Collier Senior Resources and was established in 2012 as a means for local health and human service providers to collaborate toward enriching the lives of Collier County seniors and their caregivers. The coalition seeks to foster a community environment that promotes well-being through resource sharing, education, advocacy and community outreach. For more information, visit www.collierseniorresources.org/leadership-coalition-on-aging or email info@collierseniorresources.org. ■

Visually impaired invited to meetings

Lighthouse of Collier Center for Blindness and Vision Loss invites all who are blind or visually impaired to attend a support group from 10-11:30 a.m. every Wednesday at the center, 2685 Horseshoe Drive in Naples. Facilitator Rick Hart encourages attendees to share the challenges they face and the techniques they find helpful in managing those challenges. Attendees feel less isolated as they make connections with others who can relate to their situation. Friends and family members who care for a blind or visually impaired friend or loved one can also benefit from the group. Reservations are not required.



The nonprofit also hosts a brown bag lunch and program at 11 a.m. on the third Tuesday of every month for visually impaired people and their caregivers. The next program is Sept. 19. Guests

should bring their own lunch and are welcome to stay afterward for games and social hour.

For brown bag lunch reservations or more information about programs and services, call Lighthouse of Collier at 430-3934 or visit www.lighthouseofcollier.org. ■

PET TALES

Keep 'em down

When your pet needs some R&R — rest and restriction — here's how to keep him quiet without going stir-crazy

BY KIM CAMPBELL THORNTON
Andrews McMeel Syndication

When my dog Harper had open-heart surgery in May, she was feeling pretty good just a week later, but we were under orders from the surgeon to keep her quiet for the next 90 days. That wasn't easy. Baby gates, steps to the furniture and closed doors became the rule in our home. We carried Harper up and down the stairs multiple times a day and lifted her onto the bed at night so we didn't have to worry that she would try to jump up on her own while we were sleeping. She looked disappointed every time we left the house to go on a walk and didn't take her along. And nothing could stop her from twirling and dancing at mealtime.

Ensuring that a pet rests for weeks or sometimes months after surgery or medical treatment, such as medication injections for heartworm disease, can be a trial for dog and cat owners. Not only is it impossible to explain to a pet why she can't run and jump the way she does normally, it's also a challenge to prevent her from overcoming barriers. Nonetheless, it's a must to ensure a safe and effective recovery.

Reining in a pet's activity level calls for creativity and strict supervision. Here's how to survive, whether your dog or cat must be confined for three days or three



Keeping a dog or cat quiet and confined during a recovery period takes ingenuity and resolve.

months.

Baby gates and exercise pens are your friends. Whether his Jack Russell terriers are recovering from knee surgery, eye injuries or bite wounds, Patrick Burns keeps them indoors, confined to a crate surrounded by an exercise pen. The dogs can relieve themselves in the ex-pen and then they are put right back in the crate.

For cats, a double show cage is a good choice, says Lorraine Shelton, who breeds Selkirk Rex and Norwegian Forest cats. She likes the double SturdiShelter Pop-Up, which is secure, easy to clean and has good visibility. It's just the right size for a cat or a small dog.

Tether your pet. Keeping him on leash

and always at my side was the best way to keep my former foster dog Kibo quiet after his injections for heartworm disease. The drug causes the worms to die and disintegrate, so dogs must remain inactive during the three-month treatment period to ensure that no potentially fatal blockage occurs in the pulmonary vessels.

Close doors. Harper usually spends her day napping beneath my desk. It was easy to forget she has definite ideas about when bedtime should be. We would go look for her, only to find that she had already jumped on the bed on her own. We had to start keeping the bedroom door closed all the time.

Use pet steps to furniture. We placed steps at one end of the sofa and blocked the rest of it with an ex-pen so that Harper could only use the steps to get on it. That worked until she noticed she could jump from the side at the other end. We put an end to that by blocking it with the plastic lid of a storage container.

Ban boredom. Work on touch games such as learning to touch your hand or a target stick with his nose, or teach skills such as "watch me" that don't require any activity. Feed meals inside the crate. To keep your pet's brain busy while he's confined, put food in an enrichment toy so he has to do a little thinking to get at it.

Be patient! Before you know it, your dog or cat will be ready for action again. ■

Pets of the Week



>> **Bitsy** is a happy 8-year-old Jack Russell mix who enjoys going on walks, taking naps and making the people around her smile. Her adoption fee is \$45.



>> **Veronica** is a and calm 2-year-old Siamese mix who enjoys being with people and will do best in a home without another pet. Her adoption fee is \$55.



>> **Lucky** is a playful, solid black 2-month-old domestic shorthair mix who promises to bring luck and happiness to her forever home. Her adoption fee is \$75.

To adopt or foster a pet

Dogs and cats adopted from **Humane Society Naples** come with vaccinations, sterilization surgery,

ID microchip and 30 days of health insurance. Visit the animals ready for adoption at the main shelter at 370 Airport-Pulling Road N. (11 a.m. to 7 p.m. Tuesday and Thursday, and 11 a.m. to 5 p.m. Wednesday, Friday, Saturday and Sunday), or at the satellite adoption center at Coastland Center during mall hours. Call 643-1555 or visit www.HSNaples.org for more information. ■

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THE DIVA DIARIES

Another fraudulent fall is undermining my pumpkin latte



I just can't do imaginary autumn again this year.

Fake fall feels just as weird as Christmas in July — or as wonky as bringing artificial snow to Southwest Florida during the holidays for children to play in while they're wearing shorts and flip-flops.

I've often called September my Bitter Fall. But it's only because I love an actual, real fall so much — I love fall more than bacon, more than "Sex and The City" reruns and even more than Happy Hour. And I suppose I'm bitter about it because the feeling of fall isn't all that far away — even Jacksonville and Tallahassee get a taste of actual autumn. But down here, September is just a cruel extension of a relentless, sweltering summer that lasts well into late November.

My bitterness usually starts with something someone posts on Facebook and it happened this morning when a northern friend wrote, "It's September! Pumpkin spice, sweaters and scarves — can't wait!" By the way, this "northern friend" lives in Tampa. Even Tampa gets more of a fall than we do.

Jealousy is such an unattractive state, but when I'm immersed in faux fall and my neighbors are decorating their front

doors with plastic leaves in autumn colors that are wilting sadly in the sun; when I'm watching commercials for fall fashions — wooly sweaters, cute

boots and cozy scarves; when my family in Ohio is texting me selfies while they're at fall football games wearing long sleeves, I can't help it — my envy

for crisp air, hot apple cider, fireplaces and pumpkin patches is palatable.

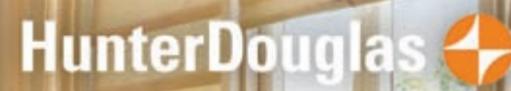
And even though we're still in hurricane season down here in this neck of the sand, it's clear to me that I'm not the only one who has a heart that aches for fall. I drive past houses with scarecrows bravely propped up against palm trees, I visit friends who arrange gourde cornucopias on their dining room tables, and even change out their sofa throws to ones with burnt orange, golden rod, and sienna brown colors to keep the chill off when they crank the air-conditioning down to 70 degrees.

Rather than being bitter about imaginary autumn, maybe I should follow the lead of friends and neighbors by putting up fall-like decor and make an effort to create a nonexistent season in my own home — I mean, after all, that's why they make pumpkin spice scented candles, right? It's just that when I venture outside, the humid reality will hit me in the face and I fear I'll become even doubly bitter.

I think a better solution is to save the money I'd spend on fake fall decor and put it towards an October trip to visit family in Ohio. Then in February, I'll make sure to post lots of selfies from the beach — after all, for every season, there's a way to make someone somewhere jealous. ■

— *Ciao for now, my lovelies! Stay tuned for another divalicious diary entry next week...*





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BEHIND THE WHEEL

Bolt offers 238 miles to a charge, and it's fun to drive

mylesKORNBLATT

mk@autominded.com



This is truly a quiet revolution. The battery-powered Chevrolet Bolt turns on in near silence, and it stays that way for its full 238-mile range. It does all this without shouting its electric vehicle superiority.

From the outside, the Bolt is absolutely a Chevrolet. It looks like the halfway point between the compact Sonic and Trax crossover. And while it's mildly related to those, the Bolt has been specifically designed to cheat the wind with aerodynamic panels. Plus, the tall, wedge-shaped style is used to maximize space without leaving a large footprint.

Inside, a two-tone gray on the seats, door panels and dash is an attractive and uniform look — so it's good that this is the only one available (it's leather in the Premier trim.) The Bolt has the right standard features like automatic climate control, plenty of USB hookups and a 10-inch infotainment touchscreen.

For the driver, the gauge package with the electric distance readout is the best around. GM figured out that part of the anxiety over how much range a driver has left comes from the uncertainty of conditions. After all, it's a bit of a gut punch to watch the car's distance go from 100 miles to 90 miles just by turning on the air conditioner. But the Bolt gives a high, low and real-time range updated for battery power and usage — it eliminates surprises and makes this electric car feel less tethered to a cord.

In fact, Chevrolet is quick to point out that the Bolt has a \$750 DC fast charging option. It can yield 90 miles of range within 30 minutes of charging. And there are enough of these CSS fast charging stations along the I-75 and I-95 corridors to make it from Naples or Miami to I-10.

This kind of interstate trip would only average about 45 mph, but we're marking the first time that an EV has a real plan for road trips without running out of juice.

In reality, the best use for the extended range is still rooted in the urban freedom it provides. For someone who commutes less than 20 miles, the Bolt can deliver the convenience of plugging in on Sunday night then having enough electricity to last the workweek. And unexpected school pickups or business trips don't cause nervousness.

More than just good range, the Bolt is fun to drive. The battery pack is located in the floor, which gives it a great center of gravity. Plus, the steering is sharp. The instant torque of an EV gives it a sports car-like acceleration from a standstill, and the 200 hp AC motor is one of the most powerful around. So for those times when drivers are feeling more frisky than efficient, the Bolt can be quick and nimble both in town and on the highway.

This kind of electric car freedom starts at \$37,495, but it's closer to a \$30K vehicle after its tax credit. That money buys everything from a Mazda Miata to an EcoBoost equipped Ford F-150. But those are unfair comparisons. The allure of the Bolt lies in its technology. To simply just look at what else is available for the money is like mentioning that a Seiko or Fossil can easily be obtained for the same price as an Apple Watch.

Within the electric car family, the Bolt's price falls between the Nissan



Leaf and the BMW i3. The Chevy feels more advanced than the cheaper Japanese car, but it can't match the European sophisticated feel of the more expen-

sive German. And neither one of the competitors can topple the Bolt's range practicality.

The real challenge comes when the new Tesla Model 3 comes online. It's targeted to have within 20 miles of the Bolt's range and possibly cost less. And Nissan will be back with a new Leaf very soon.

That's the speed of technology. The Chevrolet Bolt is an amazing high-tech leapfrog that takes an extremely complex setup and makes it as versatile to use as any other gasoline-powered car. Still, there is the prospect of something new on the horizon.

Just like waiting for the next iPhone, the EV game is about weighing the technological marvel that's available right now versus the gossip of the next big thing. The difference with the Bolt is it's a tough car for a buyer today to regret tomorrow. After all, even as the next all-electric car advances the market further, it's hard to be disappointed with the first budget-minded EV that only needs to be plugged in once a week. ■

FROM THE TOP

Wawa veteran happy to helm first Collier store

BY ROBBIE SPENCER

rspencer@floridaweekly.com

Naples residents with northeastern roots rejoiced with the grand opening of Collier County's first Wawa store on Aug. 31. Dozens of Wawa fans were lined up at 8 a.m. to be among the first who stepped foot in the bright, new, 24-hour, one-stop gas station/hoagie/coffee store at the corner of Radio and Livingston roads.

Wawa's roots go back to the early 1800s, when it began as an iron foundry in New Jersey. It has reinvented itself over the generations as a dairy company and fresh food market, along with other convenience-aimed offerings.



WALLS

The Naples store is Wawa Inc.'s first of three planned locations in Collier County. The company has a ravenous following in the northeast, near its Pennsylvania roots. The chain has more than 750 convenience retail stores in the U.S., all located in Pennsylvania, New Jersey, Delaware, Maryland, Virginia and Florida. With many part-time Naples residents based out of the north, the audience for a Wawa store here is already built in.

Northeasters are well versed with Wawa's iconic hoagie and coffee offerings. Everyone who waited in line on opening day received a free coffee, and all who stop in through Sept. 10 will enjoy the same.

Terry Walls is leading the 5,636-square-foot location as general manager. Along with a team of nearly 40 employees, Mr. Walls was on hand opening day. Dressed in suit and tie, he doled out free T-shirts and interacted with happy customers. The Virginia Beach native transferred to Florida last spring and has since overseen the opening of Wawa's Lehigh Acres location and led its Cape Coral team.

"Terry is a wonderful asset to the area," said Sheri Walker, area supervisor for Wawa in Southwest Florida. "He's always willing to lend a helping hand, provide advice, share his knowledge and go the extra mile not only for his store and the area, but the company as a whole."

Mr. Walls started at the bottom rung in the food business, with his first job being in a grocery store as a bagger. With more than two decades of experience in the industry, he said Wawa's community involvement is what drew him in.

"Initially, my wife saw a hiring sign near our house and said I should apply. I connected with the Wawa culture and values and knew it was an organization that I wanted to be a part of," he said.

He became a general manager in 2007, spearheading a number of new locations, training new employees and connecting

SEE WAWA, A28 ►



New direction

An anthropological approach can help leaders conquer change in their business

SPECIAL TO FLORIDA WEEKLY

FORGET WHAT THEY SAY ABOUT love. It's change that really hurts. Corporate leaders will tell you it's the biggest challenge they face today. Constant change makes it difficult to remain relevant and to create value for customers.

"As humans we hate to change," says Andi Simon, Ph.D., the author of "On the Brink: A Fresh Lens to Take Your Business to New Heights." Whether it's introducing a state-of-the-art computer program or transitioning a company to a wholly new and innovative way of working, she says, "Your brain literally creates chemical pain that says, 'Please stop all that new work.'"

SEE DIRECTION, A28 ►

Make your pitch to win fourth-quarter funding

SPECIAL TO FLORIDA WEEKLY

Does your company have what it takes to win the fourth-quarter VenturePitch Southwest Florida? The VenturePitch series is part of Tamiami Angel Funds' initiative in partnership with the Greater Naples Chamber of Commerce to build a strong entrepreneurial ecosystem from Naples to Sarasota.

Applications are being accepted now for companies to make presentations at 4Q2017 VenturePitch Southwest Florida. Applicants must be in Southwest Florida and cannot have raised more than \$1 million in total. They must have



been in business less than two years and be either pre-revenue or in the early months of producing revenue. And they must have a scalable business model and a large addressable market.

Deadline for applications is end of business Friday, Oct. 13. Those chosen to make their pitches will do so on Thursday evening, Nov. 9, at the Conservancy of Southwest Florida. Four finalists are typically selected.

A panel of judges will determine the "Most Investible" pitch, and audience members will vote for their favorite. "Most Investible" for 3Q2017 was BooqSmart (www.booqsmart.com), a booking platform for online career and job-training classes that works much like Travelocity and Expedia do for airlines and hotels.

For an 4Q2017 VenturePitch application, visit www.tamiami-e.co. ■

WAWA

From page 27

with the community. He has been very pleased with his move to Southwest Florida.

"It's a great place to visit and an even better place to live," he said.

The grand opening activities in Naples included a "Hoagies for Heroes" sandwich-building competition, with members of the Collier County Sheriff's Office and Greater Naples Fire Rescue District facing off to see who could build the most hoagies in three minutes.

The firefighters won the contest and took home a trophy. Wawa's charitable arm, the Wawa Foundation, declared each team a winner, however, and presented \$1,000 to each to give to the charity of their choice. CCSO donated its check to the Collier 100 Club, which provides immediate financial assistance to the families of fallen police and emergency responders; the Greater Naples Fire Rescue District turned its earnings over to the Greater Naples Fire Foundation. Wawa also donated \$2,500 to the Harry Chapin Food Bank. ■

Interview with Terry Walls

Business mentors: I've worked for a variety of managers, and they've all made big impressions on me. They've shown me how I want to manage and how I don't want to manage. My management style has been influenced by my experiences with each of them.

First job: I was a bagger in a grocery store.

Favorite business book: "Give 'em The Pickle ... and They'll be Back!" by Bob Farrell.

Business words of wisdom: Treat people how you would like to be treated.

Any job openings now? Yes! Check www.wawa.com for information and applications.



Surrounded by staff and Wawa dignitaries, General Manager Terry Walls wields the scissors at the grand opening of the first Wawa in Collier County.



Teams from the Collier County Sheriff's Office and the Greater Naples Fire Rescue District raced to make hoagies. Both were declared winners by the Wawa Foundation and received \$1,000 for the charity of their choice.

COURTESY PHOTO

Finance students invited to apply for scholarships

CFA Society Naples, a nonprofit organization that brings together professionals in finance, including wealth managers, financial advisers and analysts who adhere to ethical and professional standards within the investment industry, offers \$1,000 academic scholarships to deserving university students who are studying finance.

Recipients must be undergraduate finance majors or graduate students in an MBA program with a declared finance concentration. They must have an overall GPA of at least 3.0 and must have at least one more semester remaining prior to graduation.

The application deadline is Friday, Sept. 29, via email to Travis Jones, Ph.D., a professor of finance at Florida Gulf Coast University and a member of the board of CFA Society Naples, at tljones@fgcu.edu.

Applicants must submit a 500- to 1,000-word essay describing why they deserve the scholarship, how it fits into their major, their plans for the future and their goals for obtaining a CFA charter.

Mr. Jones serves on the CFA Society Naples committee that will conduct applicant interviews in October and select the recipients.

Approximately 130 financial professionals in Southwest Florida belong to CFA Society Naples, a member of the global CFA Institute. The executive committee for 2017-18 consists of Loren McDougall of Wasmer, Schroeder & Co., president; Jack Clark, CFA, CFP, The Colony Group, vice president; Richard Smith, CFA, treasurer; and Omar Bhangia, PNC Wealth Management, secretary.

CFA Society Naples sponsors monthly lunches with finance experts and hosts an annual forecast dinner. The society also encourages professional development through the Chartered Financial Analyst program. For more information about membership and to register for events, visit www.cfasociety.org/naples. ■

DIRECTION

From page 27

And so, instead of enjoying the challenges that come with trying something new, we resist.

"To be sure, our brains are elastic and can, in fact, adapt," Ms. Simon says. "But it's not a smooth, easy or comfortable process."

Dealing with challenges

Business challenges come in many forms, often stemming from external forces such as economic crises or macro shifts in consumer behavior. Yet sometimes roadblocks can come from within a company, when comfortable, but rigid patterns prevent the adaptation and change needed to remain competitive.

When a business hits a point where big ideas have stalled, sales are in a slump and it feels unable to keep up with quickly evolving trends, the emerging practice of "corporate anthropology" can help.

Based on the same principles as classic anthropology — the science of observing humans to understand how they live — corporate anthropology encourages business leaders to step outside their day-to-day processes to observe not only how their enterprises operate, but where unmet needs truly exist. The rationale is simple: Your customers, employees and partners can't objectively tell you why they behave in certain ways, but when you view them and your business with fresh eyes as an outsider, it's possible to see the opportunities otherwise overlooked.

In "On the Brink," corporate anthropologist and management consultant Ms. Simon provides a crash course in the game-changing business techniques behind corporate anthropology, while giving examples of organizations that have used the method to bounce back from crisis.

From a medical center facing multiple years in the red and a rural college battling decreasing enrollment to a large plumbing equipment manufacturer whose award-winning product just wasn't selling and a major customer care company searching for growth, the stories of seven companies struggling to innovate and grow powerfully illustrate the solutions that corporate anthropology can reveal.

Evolution

It's tough enough for the people at the top to think about reworking processes and policies; imagine the difficulties when you're talking about altering the culture of an entire workplace.

Companies have cultures, whether they know it or not, Ms. Simon says. "It's an amalgam of core values, beliefs and behaviors that pertain to the business

and the way it is conducted. Employees live out that culture every day."

And when the corporate culture has to evolve, getting employees on board can

be a challenge. But if company leaders can provide purpose to the changes — by showing how they'll improve business and create stability after the transition — they have a better shot at a quicker buy-in.

To do that, though, they have to interact with their employees and also get out of the office and witness firsthand how customers use the product or service. Ms. Simon suggests adopting an "anthropologist's tool kit" to:

- Conduct observational research — Consider shadowing clients and employees as they use a product or service. Find out what their challenges are, and what trends have them concerned or excited.

- Find customers' pain points — What happens when someone contacts the company's customer service center? What works and what doesn't? Are emails and phone calls answered? What happens when people visit the website? If responses are delayed or unsatisfactory, find out why.



SIMON

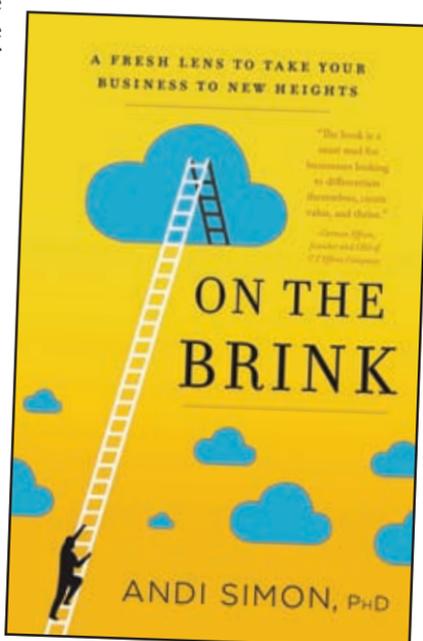
■ Use culture probes and storytelling — What are the stories customers and employees could tell if they had a company leader's ear? Put away any defensiveness and just listen.

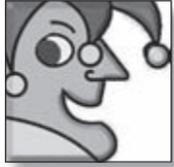
Ms. Simon also advises companies to expand the research role past the executive level. Allow team leaders and others to be a part of the company's new story, she says, and encourage them to visualize how they can play new roles in an emerging business environment. "They'll be the energy behind your innovation," she promises.

Whether you're searching for a way to revitalize your business or to expand a currently successful operation into new and profitable directions, the strategies outlined in "On the Brink" will give you fresh eyes and a fresh approach to achieve meaningful business breakthroughs.

About the author

Andi Simon is the founder and CEO of Simon Associates Management Consultants. She is also a public speaker and an Innovation Games facilitator and trainer. She served as a tenured professor of anthropology and American studies at Ramapo College of New Jersey, and was a visiting professor teaching entrepreneurship at Washington University in St. Louis. She has appeared on "Good Morning America" and has been featured in the *Washington Post*, *Business Week* and *Forbes*, and on *Bloomberg Radio*. ■





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Fool's School

Return on Assets, Explained

Understanding how to assess a company's return on assets (ROA) can help you see how capital intensive it is and how much value it wrings from its resources. Capital-intensive companies require a lot of costly assets to generate their earnings. Examples include manufacturers, oil companies, retailers, railroads and airlines. Businesses with lighter business models (financial services and internet companies, for example) don't have lots of factories, storefronts or inventory and can be more attractive, often sporting higher profit margins, too.

To determine a company's ROA, you'll find all the numbers you need on its recent balance sheet and income statement (sometimes called a statement of earnings). As an example, let's review Wal-Mart's fiscal-year 2017 results.

Return on assets is determined by dividing net income for a period by total assets during that period. Before we proceed further, know that net income is reported on a company's income statement, and income statements reflect a period of time, such as a quarter or year.

Net assets are found on the company's balance sheet, which reflects the state of the company at one moment in time.

For fiscal year 2017, Wal-Mart reported \$13.6 billion in net income. To get its total assets during that period, we'll have to average its total assets as of the end of fiscal 2017 and 2016. Those numbers are \$198.8 billion and \$199.6 billion, respectively. Their average is \$199.2 billion. So dividing \$13.6 by \$199.2, we get .068, or 6.8 percent. This shows that Wal-Mart creates 6.8 cents of earnings from each dollar of assets. The higher the ROA, the better, of course. (In contrast, eBay, not weighed down with stores and inventory, recently sported an ROA of 35 percent.)

It's good to compare a company's ROA to ROAs of other companies in the same industry and to track how it's changing over time, as that can show it getting more or less productive. You can often find a company's ROA (both current and past numbers) calculated for you at websites that feature stock data, such as morningstar.com. ■

My Dumbest Investment

A Trip to Profitopolis

My dumbest investment was buying one of your recommendations, TripAdvisor, at \$55 per share. It's now trading for around \$40 per share. Ugh.

— O.C., online

The Fool Responds: Our services are, overall, beating the market, but that doesn't mean that every recommended stock will perform as expected or hoped. Even the best investors have gotten some calls wrong.

That said, many solid investments can look like dogs for a while. Will TripAdvisor be a long-term winner? It's too early to say, but critics can reasonably worry about the growing competition it faces and how well it can monetize the more than 530 million user reviews on its site that cover more than a million hotels and accommodations, four million restaurants, and much more.

Still, believers have a lot to be hopeful about. Last quarter, TripAdvisor's average monthly unique visitors reached nearly 390 million, up 14 percent year-over-year. It's building a profit center via travel bookings and restaurant reservations, and it recently onboarded IHG and Expedia to its Instant Booking platform, which now sports all major Western hotel chains and both of the major online travel agencies. It's also beefing up its advertising spending in order to attract more customers and fuel long-term growth.

How well the company will ultimately do remains to be seen, though, and anyone not confident that it has a good chance of succeeding should probably not be holding on to shares. ■

Last week's trivia answer

I trace my roots back to 1872, when I started the first paper mill in Wisconsin. I introduced Kotex napkins in 1920 and Kleenex in 1924. Today, based in Dallas and sporting a market value recently topping \$40 billion, I'm a consumer products giant, with more than 40,000 employees worldwide and brands such as Depend, Poise, Little Swimmers, Viva and Pull-Ups. Five of my brands — Huggies, Scott, Kleenex, Cottonelle and Kotex — each generate more than \$1 billion in annual sales. Almost a quarter of the world's population buys one or more of my products each day. Who am I? (Answer: Kimberly-Clark) ■



Write to Us! Send questions for Ask the Fool, Dumbest (or Smartest) Investments (up to 100 words), and your Trivia entries to Fool@fool.com or via regular mail c/o Florida Weekly, attn: The Motley Fool. Sorry, we can't provide individual financial advice.

Ask the Fool

Bond Timing

Q When is it a good time to buy bonds?

— A.M., Portland, Oregon

A First, understand that bond prices tend to fall as interest rates rise, because when new bonds are issued at higher rates, older bonds with lower rates will be less attractive. Right now, interest rates are more likely to rise than fall, as they've been near historic lows. Also, know that over most long periods, stocks have outperformed bonds. Despite all that, it can be worth adding some bonds to your portfolio for diversification. When the stock market tanks, bonds can offset some losses — though that's not guaranteed.

There are many kinds of bonds. If you expect interest rates to rise, you might invest in shorter-term bonds instead of getting locked into a low rate for decades. You might also invest in actual individual bonds instead of bond mutual funds and ETFs, because if you hold them to maturity, you'll get your principal back. (Funds and ETFs offer diversification, though, spreading your money across many bonds.) While government bonds are safest, they offer lower interest rates than, say, corporate bonds.

Alternatively, consider CDs, as they can offer interest rates competitive with those of high-quality bonds. Look up CD rates at bankrate.com.

Q Where can I find the earnings reports that companies file with the SEC?

— J.C., Ashland, Kentucky

A Many financial websites offer these filings in their stock data offerings, but you can go right to the horse's mouth at www.sec.gov/edgar.shtml. Once there, click on "Search for Company Filings," after which you can choose to look up filings using a company's name or ticker symbol. It's smart to regularly review 10-K (annual) and 10-Q (quarterly) reports, as they can tell you a lot about a company. ■

Want more information about stocks? Send us an email to foolnews@fool.com.

Name That Company

I'm the product of a 2010 merger of two companies, both of which trace their roots to the early 1900s, when one was making pretzels and the other selling peanuts. I introduced peanut butter sandwich crackers in 1913. Today, based in Charlotte, North Carolina, I'm a snack giant, with brands such as Kettle Brand, KETTLE Chips, Cape Cod, Snack Factory Pretzel Crisps, Pop Secret, Emerald, Late July, Krunchers!, Tom's, Archway, Jays,



Stella D'oro, Eatsmart Snacks, O-Ke-Doke, Metcalfe's skinny and my own names. My market value recently topped \$3.5 billion, and I employ more than 6,500 people. Who am I?

Think you know the answer? We'll announce it in next week's edition. ■

The Motley Fool Take

Balm in Gilead

Rapidly sinking sales of drugs that essentially cure hepatitis C have hammered Gilead Sciences stock (Nasdaq: GILD) so hard you'd think it's bleeding money. But nothing could be further from the truth.

While its hepatitis C drug revenue has been shrinking and HIV drug competition is heating up, the drugmaker's balance sheet still boasted a whopping cash balance of \$36.6 billion at the end of June after its operations generated a stunning \$2.6 billion in free cash flow during the second quarter alone. At this pace, the world's leading seller of antiviral drugs would produce about \$0.12 of distributable profits for every \$1 used to purchase shares at recent prices.

Gilead has used its massive cash flows to lower its share count by about 14 percent over the past three years, plus the stock offers a tempting 2.8 percent dividend yield at recent prices. Its cash can also let it spend a lot acquiring other companies (or just some of their drugs) or inking profitable partnerships with smaller companies developing promising drugs.

With double-digit sales growth in its HIV treatment segment and a diverse clinical pipeline that sports compelling candidates in high-value areas such as rheumatoid arthritis, Gilead's stock is arguably a great value buy for any investor right now simply because of its immense cash position. (The Motley Fool owns shares of and has recommended Gilead Sciences.) ■

BUSINESS MEETINGS

■ **A Job Search Support Group** meets from 9:30-11:30 a.m. every Monday at the Greater Naples Chamber of Commerce. Contact Karen Klukiewicz at kluk77@comcast.net or visit www.napleschamber.org.

■ **Goal Setters BNI (Business Networking Inc.)** meets at 8 a.m. every Wednesday at St. Monica's Episcopal Church, 7070 Immokalee Road. For more information, call Carolyn Hoover at 263-2021.

■ **BNI Downtown Naples** meets at 7:30 a.m. every Thursday at Emmanuel Lutheran Church, 777 Mooring Line Drive. Call Jamie Bergen at 572-3720 for more information.

■ **Consultants from the Small Business Development Center at Florida Gulf Coast University** are available at the

Greater Naples Chamber of Commerce, 2390 Tamiami Trail N., every Thursday. To make an appointment for a free session, call Suzanne Specht at 745-3704.

■ **Women's Network of Collier County** meets from 11:30 a.m. to 1 p.m. Tuesday, Sept. 12, at Etudes de Ballet. For more information, visit www.wnocc.org.

■ **United Way of Collier County** hosts the monthly Wake Up Naples for members and guests of the Greater Naples Chamber of Commerce from 7-8:30 a.m. Wednesday, Sept. 13, at the Hilton Naples. Chamber members pay \$25 in advance; members and non-members pay \$35 at the door. Sign up at www.napleschamber.org/events.

■ **The East Naples Merchants Association** invites members and guests to Business After Business networking

from 5:30-7 p.m. Thursday, Sept. 14, at Sam Snead's Tavern at Lely Resort. To sign up or for more information, visit www.eastnaplesmerchantsassoc.com.

■ **The Marco Island Area Chamber of Commerce** holds its next Chamber After Five networking event Wednesday, Sept. 20, at Ciao Bella Italian Ristorante on the island. For more information, visit www.marcoislandchamber.org.

■ **Business After Five** for members and guests of the Greater Naples Chamber of Commerce takes place from 5:30-7 p.m. Thursday, Sept. 21, at DoubleTree Suites by Hilton Naples, 12200 Tamiami Trail N. Chamber members pay \$15 in advance; members and non-members pay \$25 at the door. Sign up at www.napleschamber.org/events.

■ **The Public Relations Society of America-Gulf Coast Chapter** meets from 11:30 a.m. to 1 p.m. Tuesday, Sept. 26, at the Hilton Naples. Guest speaker Paul Dickard, vice president of corporate communications for Herc Rentals, will discuss "Corporate Public Relations: Building and Maintaining Your Reputation." Cost is \$30 for PRSA members, \$38 for non-members and \$25 for students. Reservations are required by Sept. 22 and can be made at www.gulfcoastprsa.org.

■ **Members of the Executive Club of the Greater Naples Chamber of Commerce** are encouraged to save the date for the annual members-only sunset cruise set for Wednesday, Oct. 25. For more information, go to www.napleschamber.org/events. ■

— Email business meeting announcements to cpierce@floridaweekly.com.

NETWORKING

The Greater Naples Chamber of Commerce Business Expo



Dorene Murray, Rudy Von Eyser and Wendy Gexler



BOB RAYMOND / FLORIDA WEEKLY

- 1. Phyllis Kraft-Hendrick, Jennifer Pellechio, Marshal Goodman and Lincoln Price
- 2. George Leamon, Buddy Hornbeck and Tyler McMackin
- 3. Tom Donahue and Alina Perel
- 4. Karole Davis, Mac Moise, Brandie Dixon, Russ Burland and Sue Huff
- 5. Ashley Porraro and Heather Call
- 6. Eric Nagel and Asha Brooks

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NETWORKING

The Greater Naples Chamber of Commerce Business Expo



Liz Sanders and Barb Biaer



- 7. Mark Danni, Robin DeMattia and Athan Barkoukis
- 8. Paul Bartholomen, Cindy Hudson and John Bent
- 9. Pam Fuller and Shannon McCutcheon
- 10. Jeanette Friend, Pamela Patterson, Vicki Tracy and Isabelle Miranda
- 11. Andrew Blitch and Michael Wynn
- 12. Michael Dalby and Ed Larson

BOB RAYMOND / FLORIDA WEEKLY

Florida Weekly welcomes submissions for the Networking photo pages from business events, grand openings, professional association meetings, etc.

We need 300-dpi photographs of groups of two or more people, facing the camera and identified by first and last names. Questions? Email editor Cindy Pierce at cpierce@floridaweekly.com.



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Carolyn F.

"Having lived with my newly remodeled kitchen for a few weeks, I wanted to inform you of my great satisfaction with everything your company has done. From my initial meeting with Jason through the completion of my job, I couldn't be more pleased. My kitchen was transformed from a typical builder kitchen to a warm, inviting room that makes me smile when I walk in. All of your employees were very professional, friendly and great craftsmen."

Peggy M.

"You folks have just finished a remodeling project for us at our condo. We would like to point out this is the third time we have used your services. During all three of these projects, Matt, the workers and staff were very helpful and responsive. And the workmanship has been outstanding. All of our neighbors have raved about how beautiful the remodeling has been. We can definitely attest to your claim about the WOW factor!"

Becky & Scott G.

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COASTAL REAL ESTATE GUIDE

WEEK OF SEPTEMBER 7-13, 2017

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| B1



COURTESY PHOTO

NABOR members Paula Urbinati and Mike Hughes at the Florida Realtors 2017 Convention & Trade Expo in Orlando.

NABOR members earn accolades at state expo

SPECIAL TO FLORIDA WEEKLY

The Naples Area Board of Realtors announces that two of its long-time members were recognized for their contributions to the Florida real estate industry during the Florida Realtors 2017 Convention & Trade Expo held recently in Orlando.

NABOR 2016 Realtor of the Year Mike Hughes received the 2017 Realtor Achievement Award from the state association. Presented to a Realtor who serves as manager, broker of record or officer in his or her company, the award acknowledges the winner's previous three years' contributions to the community as well as to local, state and national associations of Realtors.

Mr. Hughes has served on and chaired numerous committees for his local board over the years. He served as NABOR president in 2015, the year that marked his ninth consecutive year on the association board of directors. He has served on the NABOR Media Relations Committee since its inception and is frequently interviewed by local media as a voice for the real estate community. He currently serves on NABOR's Budget and Finance Committee.

SEE NABOR, B3 ►



COURTESY PHOTOS

House Hunting

743 Old Trail Drive

Fine dining, shopping and private access to beautiful gulf beaches are steps away from this sleek, sophisticated home on .29 acres in the sought-after neighborhood of Park Shore. Under 2,465 square feet of air are three bedrooms and a den, 2½ baths, a study and a gourmet kitchen and full butler's pantry with additional appliances and significant storage. Details include volume ceilings in main living areas and master bedroom and a fireplace. There's also a whole-house generator with 500-gallon tank, refreshed landscaping and outdoor lighting, a fenced yard, some security updates, a solar-heated pool/spa in the newly screened lanai with an outdoor grill and separate areas for dining or conversation, an oversized two-bay garage and impact windows, doors and roof in keeping with 2014 standards. ■

— This home is listed for \$1,449,000 by Craig Jones, broker associate at Premier Sotheby's International Realty. To arrange a showing, call 552-5522 or email craig.jones@sothebysrealty.com.



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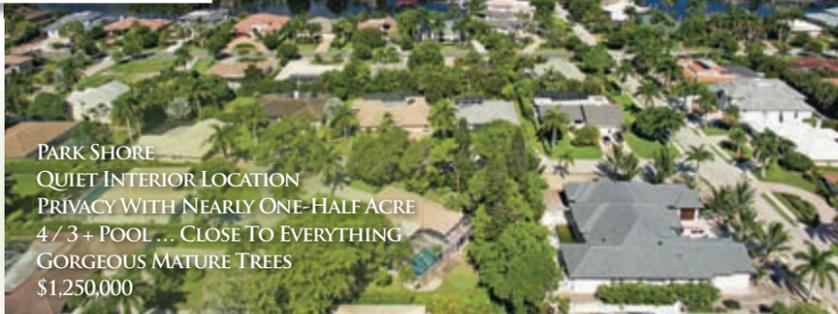
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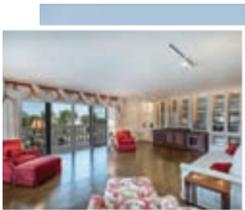
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NABOR

From page 1

At the state level, Mr. Hughes has served on or chaired many Florida Realtors committees, including the Broker/Manager Forum, Top Broker, Audit, Executive and the Risk Management committees. He is on the Public Policy Committee this year and is in his 11th year serving on the Florida Realtors' board of directors. He also is the 2017 District 5 vice president for Florida Realtors and continues to serve as a trustee for the Florida Realtor Disaster

Relief Fund. He was a National Association of Realtors director for 2014 and 2015 and served on NAR's State and Local Issues Committee from 2014-2016.

NABOR member Paula Angelopoulos Urbinati won the Florida Realtor Education Volunteer of the Year Award. Ms. Urbinati assists NABOR in new member orientation, serves as a monitor for classes, helps market education classes and has been a chair/vice chair of the NABOR Profes-

sional Development Committee. She also served on the Florida Realtors Professional Development Committee and the National Association of Realtors Professional Development Committee.

Ms. Urbinati participates in homebuyer workshops in her community and speaks to the public about the value of working with a Realtor at various community events. Every month, she volunteers for the Harry Chapin Food Bank of Southwest Florida

and encourages others to donate their time packing meals for families in need. Habitat for Humanity in Collier County also benefits from her volunteerism.

She's been a guest speaker for the national Certified Residential Specialist Council, often speaks to new Realtors and others about the benefits of investing in the Realtor Political Action Committee and is an avid ambassador for education at the local, state and national levels.

To view the entire list of Florida Realtor® members who received recognition at the 2017 Convention & Expo, go to www.floridarealtors.org/News-AndEvents. ■



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ADVERTORIAL

TwinEagles entering final phase



With 72 purchase opportunities out of the original 719 remaining, The Ronto Group's TwinEagles community in North Naples is nearly 90% sold and entering its final phase. Six neighborhoods, including Pulte Homes Covent Garden carriage home neighborhood that offered TwinEagles' lowest price point, have sold out. Other neighborhoods that have sold out since The Ronto Group purchased the community in September 2010 include Hollybrook, Wicklow, Wisteria, and Fenhurst. All the home sites that have been released for sale in Lockford have also been sold.

Even with the exceptional sales activity to date, an outstanding collection of residences and home sites remains available at TwinEagles. Homebuyers intent on living an amenity rich traditional country club lifestyle are encouraged to take advantage of the remaining selections that include furnished model residences, unfurnished move-in ready homes, and buildable home sites that feature TwinEagles' hallmark water, golf course, and preserve views. The community has been recognized by Boardroom magazine as a Distinguished Emerald Club for two consecutive years, a designation accorded to the top five-percent of private clubs throughout the world.

Completed and soon to be completed unfurnished, move-in ready residences by Lennar Corporation are now available at special pricing in TwinEagles' Kinross neighborhood. Incentives worth up to \$24,000 are available. Fifteen buildable home sites showcasing exquisite golf course, preserve, and water views and measuring 52-foot wide and 145-foot deep or deeper remain available in Kinross. The neighborhood presents a final opportunity to purchase a newly constructed single-family home in TwinEagles at a price point under \$600,000. Two furnished models that have not been released for sale are open for viewing.

Minto Florida is offering two unfurnished "Custom Choice" homes in TwinEagles' Dundee neighborhood that are scheduled for completion in December. The residences will feature Minto's Inverness II and Turnberry floor plans and are being built to the drywall stage to allow purchasers to select finishes of their choice. Pricing will be determined prior to completion. Sixteen buildable home sites remain available in Dundee. The neighborhood offers a final opportunity to purchase a 2,600 to 3,800 square feet

Above: The Maria residence is one of two furnished model's open in Lennar Corporation's Kinross neighborhood at TwinEagles. An outstanding collection of residences and home sites remains available within the award-winning community. Right: Six captivating custom grand estate home sites ranging from one-acre to 2.5-acres and priced from \$632,000 to \$775,000 are available in TwinEagles' Sterling Hill and Strathmore Legacy Estate neighborhoods. Below: A.R.B.C. Arthur Rutenberg Homes' 3,903 square feet Amalfi model, Stock Signature Homes' Wyndham model now under construction, and 10 buildable home sites are available for purchase in TwinEagles' Lake Estates neighborhood.



residence in the \$600,000 to \$800,000 price range within TwinEagles. Minto is offering incentives of up to \$35,000 for newly constructed homes in Dundee. The secluded neighborhood features captivating water, preserve, and golf course views. In addition to one available home site, two furnished models that have not been released for sale remain open for viewing in Minto's Lockford neighborhood.

Three buildable estate home sites remain available in the Hedgestone estate neighborhood. Hedgestone offers 2,800 to 5,000 square feet estate residences by Stock and Rutenberg priced from \$1.2 million on 90 x 160-foot lots. In addition to the three buildable sites, Stock has started construction 3,375 square feet unfurnished Muirfield V residence that is expected to be completed in January 2018 and is currently priced at \$1,362,850. The floor plan offers a massive living room, a formal dining room, an island kitchen, four bedrooms, four-and-a-half baths, a study, an outdoor living area with a summer kitchen, bar, pool and spa, and a three-car garage.

The Muirfield V plan is base-priced at \$679,990. Rutenberg has started construction of a move-in ready Bermuda estate in Hedgestone that is currently priced at \$1.5 million and expected to be completed in July 2018. The Bermuda features a 3,438 square feet great room floor plan that includes a den, three bedrooms, three baths, a spacious island kitchen, a bonus room, and three-car garage.

Ten custom home sites, a completed furnished model, and a model under construction remain available in TwinEagles' Lake Estates neighborhood. Lake Estates showcases 19 south or west-facing lake-front home sites 110-foot wide and 150-foot deep with long-range views of a 34-acre lake. Lake Estates features minimum 3,500 square feet residences by Stock and Rutenberg starting at \$1.8 million. Stock's furnished Wyndham model is currently under construction and scheduled for completion in July 2018. Stock is offering homebuyers \$50,000 towards options. Priced at \$2,067,000 with furnishings, Rutenberg's completed furnished Amalfi

model includes 3,903 square feet with a great room that opens to a covered lanai, an open kitchen and dining area that also opens to the outdoors, a club room that opens to the outdoor kitchen and dining area, a study, four bedrooms, four baths, and a three-car garage.

Ronto is providing those seeking a refined grand estate lifestyle an unprecedented opportunity to build their custom dream home with the builder of their choice. Six captivating custom grand estate home sites ranging from one-acre to 2.5-acres and priced from \$632,000 to \$775,000 are available in TwinEagles' Sterling Hill and Strathmore Legacy Estate neighborhoods. The home sites are situated along the Talon golf course, the host course for the annual Chubb Classic PGA TOUR Champions' Tour tournament event.

The ability to personally select a custom grand estate homebuilder, plus the combination of the site sizes, pricing, and the natural setting presents a rare opportunity for those wishing to enjoy TwinEagles legendary grand estate lifestyle. The Sterling Hill and Strathmore Legacy Estate neighborhoods have enthralled luxury homebuyers since the earliest days of the community's development. A thirty-foot setback ensures residences in Sterling Hill and Strathmore will be at least sixty-feet apart.

The Ronto Group is also developing Naples Square in downtown Naples, the Seaglass high-rise tower within Bonita Bay, and Orange Blossom. A new project on Central Avenue in downtown Naples is in development. Visit the TwinEagles Sales Center at 11330 TwinEagles Boulevard, or visit TwinEagles online at twineagles.com. ■

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ADVERTORIAL

The Isles of Collier Preserve... where residents celebrate nature and active living

The Isles of Collier Preserve in Naples by Minto Communities is an award-winning master-planned community inspired by nature, informed by historic references to the classic southern coastal architecture of Old Naples, and designed to accommodate an active lifestyle that is connected to nature.

Just four miles east of downtown Naples, The Isles of Collier Preserve provides residents with a stunningly beautiful private world bordered by Rookery Bay National Estuarine Research Reserve, Naples Botanical Garden and Dollar Bay. More than 1,300 acres of the community's 2,400 acres are dedicated to natural habitat and nature preserves connected by a network of recreational trails, nature observation stations, bike paths and waterways for kayaking.

Residents and visitors enter The Isles of Collier Preserve through a gatehouse archway distinguished by a reflecting pool. Next stop for visitors...the Discovery Sales Center, described as more nature center than sales center. A "Neighbors Room" presents displays on neighbors Rookery Bay Reserve, Naples Botanical Garden, and Conservancy of Southwest Florida, among others. A rustic boardwalk encircles a recreated cypress wetland and 14' cypress tree replica. Visitors can take a virtual tour at interactive stations, take an eco-friendly electric boat ride or explore via Minto-provided bicycle or kayak.

■ World-class amenities inspired by Collier history

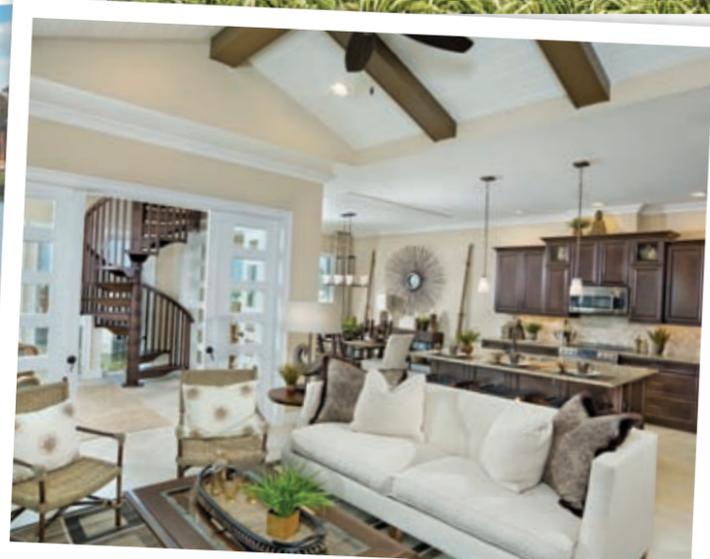
The Isles Club with its inviting coastal cottage style design inspired by the original Naples Beach Hotel built in 1888 is at the community's center. Like the original Naples Beach Hotel, The Isles Club is distinguished by a stylized cupola and large awning-shaded front porch. Residents and friends gather at The Isles Club for dining and social functions, swimming in the resort-style pool and lap pool, tennis, pickleball and workouts in the state-of-the-art fitness center. A lushly landscaped event courtyard, yoga lawn and kayak launch provide additional opportunities for outdoor recreation.

■ Home choices to meet every lifestyle

Minto offers a selection of 43 innovative, energy-efficient home designs at The Isles of Collier Preserve that complement their spectacular natural surroundings and present a contemporary interpretation of classic Florida coastal home styles. Selections include coach homes, villas and single-family homes ranging from the mid-\$300s to more than \$1 million.

For a limited time only, Minto is offering up to \$60,000 in purchase incentives on select move-in ready coach homes and up to \$50,000 in savings on select single-family and villa homes.

The available Orchid Grande two-story coach home is 2,011 square feet under air, and includes two bedrooms, two baths, den, sunroom, two-car garage, private elevator, and water view. It is priced at \$633,610. The Alamanda single-family home includes a pool and spa with a beautiful water view. It is 2,225 square feet under air, with two bedrooms, den, two-and-a-half baths



Above: The Isles Club resort-style pool, lap pool, shaded cabanas and sandy beach area provide the ultimate environment for relaxation and socializing. The Isles of Collier Preserve is an award-winning master-planned community. Available coach homes offering up to \$60,000 incentive. Left: Available single-family and villa homes offering up to \$50,000 incentive.

and two-car garage and is priced at \$763,215. The Dahlia villa home is 1,565 square feet under air with two bedrooms, two baths, den, two-car garage, covered lanai, pool and spa with water view. It is priced at \$534,590.

■ Visit 16 furnished models

Sixteen furnished models include nine single-family homes, four one-story villas, and three award-winning coach homes. Single-family homes range from 2,016 to 4,327 square feet under air, and are priced from the high-\$400s to over \$1 million. Designed for entertaining, homes feature gourmet kitchens with large seating and serving islands, open floor plans, private guest quarters, and luxurious outdoor living areas with nature and water views.

Coach homes include one, two and three story floor plans ranging from

1,621 square feet under air to 2,960 square feet under air, priced from the mid-\$400s to \$600s. All include two-car garages. Two-and-three-story coach homes also include private elevators. Architecturally detailed ceiling treatments, bright, open floor plans, large eat-in kitchens, formal dining rooms and more are among Minto's distinctive luxury touches.

Villas range from 1,565 square feet under air to 1,862 square feet under air, and are priced from the mid-\$300s. Villa homes include two to three bedrooms, plus den or hobby room, great room, dining room, two baths, covered lanai and two-car garage.

■ An award-winning master planned community

A recognized leader in green construction, Minto has won many national

and regional awards for The Isles of Collier Preserve. These include three silver awards from the National Association of Home Builders (NAHB), including the 2016 Best in American Living Award for "Best Mixed Community", the 2017 Nationals Award for "Best Clubhouse", and the 2017 Best in American Living Award for "Best Community Facility".

The Isles of Collier Preserve also received the Grand Aurora Award for Master-Planned Community of the Year from the Southeast Building Conference (SEBC), the largest building industry trade show in the southeast, and the Community of the Year award at the Collier Building Industry Association 2016 Sand Dollar Awards.

Minto developed The Isles of Collier Preserve using its own funding sources, electing not to utilize Community Development District (CDD) funds, and saving homeowners at The Isles of Collier Preserve thousands of dollars in annual assessments.

The Isles of Collier Preserve is located just four miles east of downtown Naples on U.S. 41/Tamiami Trail East. The Discovery Sales Center is open Monday through Saturday, 9 a.m. to 5 p.m., and Sunday, 11 a.m. to 5 p.m. For information on The Isles of Collier Preserve call 888-707-1251 or visit MintoUSA.com. ■

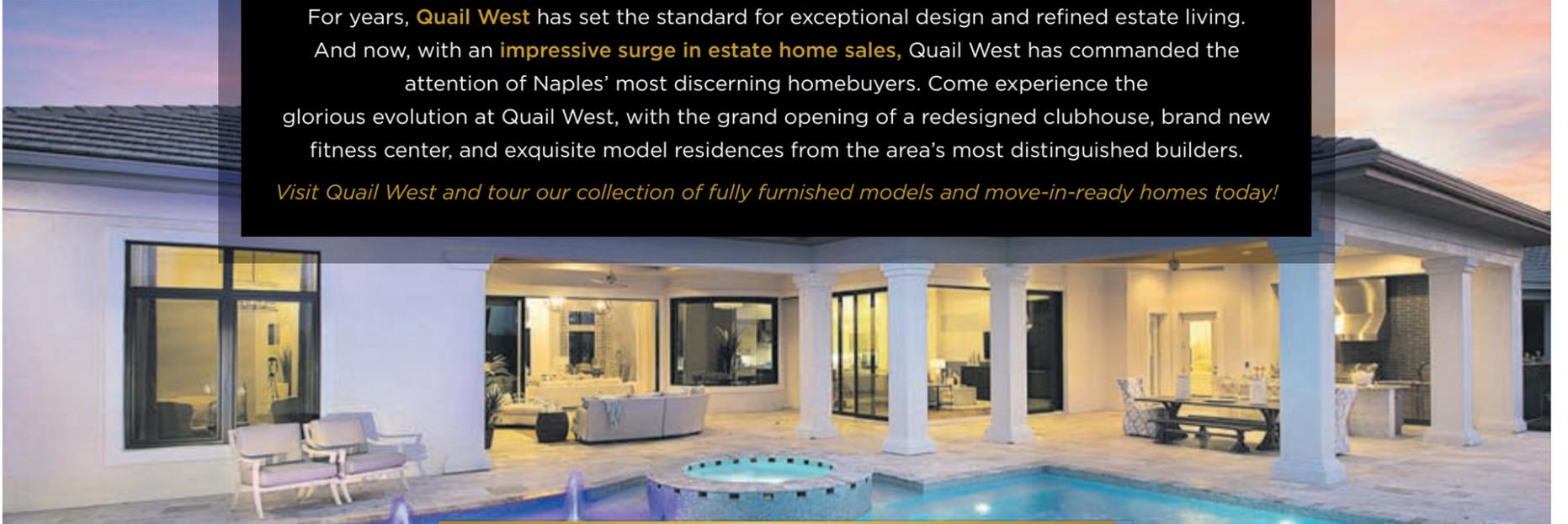


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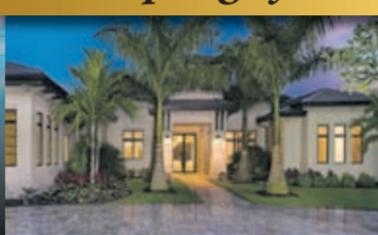
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Gordie Lazich/Mark Maran 239.777.2033
Web ID 217040115 \$4,195,000
- 2** **OLD NAPLES**
590 Palm Circle East
Deb Welch 239.293.5294
Web ID 215065517 \$3,495,000
- 3** **OLD NAPLES**
Orchid Place #2
Ruth Trettis 239.571.6760
Web ID 217007242 \$3,295,000



PORT ROYAL
711 Galleon Drive
Karen Van Arsdale 239.860.0894
Web ID 217011766 \$10,900,000



PORT ROYAL
3575 Gordon Drive
William Callahan 239.272.5756
Web ID 217010685 \$7,995,000



PORT ROYAL
4223 Cutlass Lane
Lisa Tashjian 239.259.7024
Web ID 217008691 \$7,795,000



PORT ROYAL
2030 Gordon Drive
Michael G. Lawler 239.261.3939
Web ID 216065282 \$2,995,000



THE MOORINGS
320 Springline Drive
Michael G. Lawler 239.261.3939
Web ID WIKE062317IHE \$5,250,000



THE MOORINGS
Lions Gate #101
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Imperial Club PH N
Ruth Trettis 239.571.6760
Web ID 217054672 \$1,725,000



COQUINA SANDS
Charleston Square #203
Frank Pezzuti 239.216.2445
Web ID 217049965 \$1,525,000



THE MOORINGS
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Ryan Nordyke 239.776.9390
Web ID 217021875 \$1,395,000



AQUALANE SHORES
2027 5th Street South
Marybeth Brooks 239.272.6867
Web ID 2027030617IHE \$9,999,999



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Debbi/Marty McDermott 239.564.4231
Web ID 217038688 \$1,549,500



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Web ID 217053026 \$1,250,000



OLD NAPLES
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Tatyana Sallee 239.293.5017
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ROYAL HARBOR
Naples Bay Resort #C-202
Sherry Irvin 239.825.2786
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Jane Darling 239.290.3112
Web ID 217053527 \$1,850,000



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Web ID 216051642 \$1,195,000



PARK SHORE
Colony Gardens #301
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Cynthia Rosa 239.287.6015
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Lisa Tashjian 239.259.7024
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Vanya/Dimo Demirev 239.565.0550
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Karen Van Arsdale 239.860.0894
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Gilman/Hamilton/Briscoe 239.213.7463
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 Laurie Zanelli 239.675.9777
 Web ID 217039692 \$1,650,000



NAPLES RESERVE
 14183 Charthouse Court
 Lura Jones 239.370.5340
 Web ID 217005417 \$1,189,000



LELY RESORT
 7694 Hutchinson Court
 Lura Jones 239.370.5340
 Web ID 217028356 \$999,000



NAPLES TERRACE
 2742 14th Street North
 Linda Perry/Judy Perry 239.404.7052
 Web ID WESN082917IHE \$679,000



VINEYARDS
 5576 Hammock Isles Drive
 Laurie Zanelli 239.675.9777
 Web ID 217053838 \$549,000



GOLDEN GATE ESTATES
 4455 Golden Gate Boulevard East
 Terri Moellers 239.404.7887
 Web ID 217054914 \$385,900



GREY OAKS
 L'Ermitage #B-28
 Erik David Barber 323.513.6391
 Web ID 217020666 \$3,600,000



GREY OAKS
 1829 Plumbago Lane
 Sonya Shaheen 239.877.2797
 Web ID 216006475 \$2,100,000



GREY OAKS
 Traditions #202
 Sheila Lytle 239.293.5040
 Web ID 217029476 \$1,250,000



GREY OAKS
 Traditions #201
 Carol Reid 239.269.9555
 Web ID 217029856 \$949,000



PELICAN ISLE
 Residences II #1001
 Amy Atherholt 239.860.2167
 Web ID 217054086 \$1,575,000



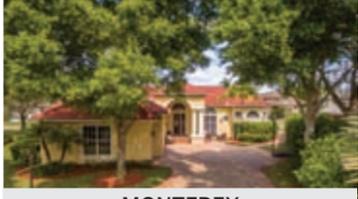
MERCATO
 The Strada #7302
 Susan Gardner 239.438.2846
 Web ID 215072872 \$1,249,000



OLDE CYPRESS
 2947 Mona Lisa Boulevard
 Lynn Applebaum 239.776.5055
 Web ID 216080570 \$1,245,000



PELICAN ISLE
 Residences III #303
 Suzanne Ring 239.821.7550
 Web ID 216076993 \$999,000



MONTEREY
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 Dave/Ann Renner 239.784.5552
 Web ID 217054799 \$959,000



RIVERSTONE
 3554 Beaufort Court
 Ann Marie Shimer 239.825.9020
 Web ID 217012957 \$465,000



VALENCIA LAKES
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 Charlina McGee 239.770.1911
 Web ID 217033017 \$389,900



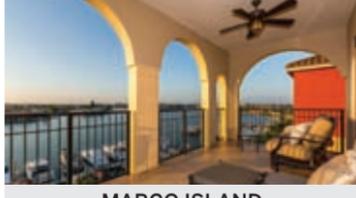
VANDERBILT BEACH
 278 Willet Avenue
 Debron Fowles 239.826.6655
 Web ID SUNA050917IHE \$3,399,000



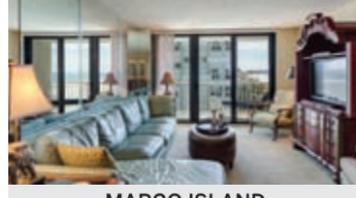
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 Web ID 217014334 \$1,549,000



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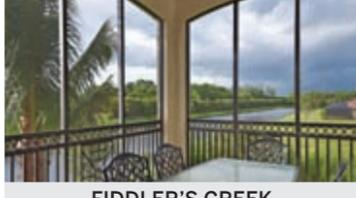
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 Cynthia Corogin 239.393.6747
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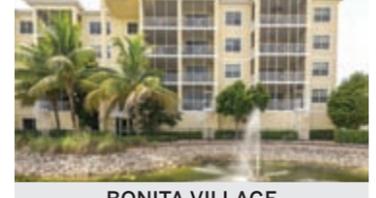
FIDDLER'S CREEK
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 Lura Jones 239.370.5340
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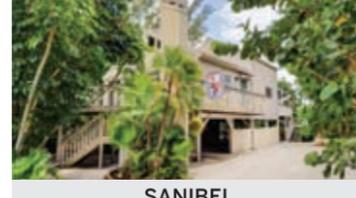
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 Vanya/Dimo Demirev 239.565.0550
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Zach Fischer 239.777.7500

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• New Roof & 2 A/C Units, Hurricane Protection
\$789,000 MLS 217048258
Linda Ramsey 239.405.3054

SHADOW WOOD AT THE BROOKS



ESTERO
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Gary Ryan 239.273.6796

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\$549,000 MLS 217045269
Vito Bauer 239.777.7080

BONITA BAY



OPEN 9/10 1:00PM - 4:00PM

25961 NESTING CT. #101, BONITA
• Unobstructed Lake, Golf & Preserve Views
• Glassed-In Lanai, 3 BR, 2.5 BA, 2-Car Garage
\$539,000 MLS 217027383
Cathy Lieberman & Cindy Reiff 239.777.2441

SHADOW WOOD AT THE BROOKS

NEW PRICE



ESTERO
• Oak Strand, SW Lake View, Pool w/Waterfall
• Furnished 2 BR + Den, Quiet & Private
\$529,000 MLS 217032094
Greg Lewis, The Lewis Team 239.287.1158

NAPLES BAY RESORT



NAPLES
• Resort Style Living, Minutes to 5th Ave.
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\$399,900 MLS 217024424
Roger Stening 239.770.4707

PELICAN LANDING



BONITA
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• Enjoy Golf Course Views from Screened Lanai
\$398,000 MLS 217027263
Larry Bell 239.919.4404

GLEN EAGLE GOLF & CC

NEW PRICE



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324 HARVARD LN., NAPLES
• 1-Story Home w/2-Car Garage
• Wood Floors, Cherry Kitchen
\$379,000 MLS 217052021
The Taranto Team 239.572.3078

TREVISO BAY

NEW LISTING



GIAVENO
• 2 BR, 2 BA + Den, Top Floor End Unit
• TPC Golf & Social Membership Included
\$374,900 MLS 217054559
Robin Bennett 239.734.0373

SPANISH WELLS - MARBELLA



OPEN 9/10 1:00PM - 4:00PM

9305 LA PLAYA CT. #1624, BONITA
• Turnkey, 3 BR, 2 BA, 2nd Floor End Unit
• Outstanding Lake, Golf & Preserve Views
\$271,900 MLS 217037153
The Boeglin Team 239.287.6414

THE VINEYARDS



OPEN 9/10 1:00PM - 4:00PM

6280 BELLERIVE AVE. #2-206, NAPLES
• Lake Views, Tastefully Decorated, 2nd Floor
• Turnkey w/All New Furnishings
\$259,000 MLS 217034005
Dodona & Ornela, The Roboci Team 239.776.8123

BONITA BAY - WILD PINES



BONITA
• Well Maintained, 2 BR, 2 BA, New SS Appliances
• Landscaped Views from Your Lanai
\$239,900 MLS 217035711
Linda Ramsey 239.405.3054

SPANISH WELLS



BONITA
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• Beautiful Lake & Golf Course Views
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NAPLES
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1408 HEMINGWAY PL., NAPLES
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BONITA BAY - LAUREL RIDGE
NEW PRICE



BONITA
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 • Private Pool/Spa & Spacious Lanai
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NAPLES HERITAGE



NAPLES
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 • Upgrades, Indoor/Outdoor Surround Sound
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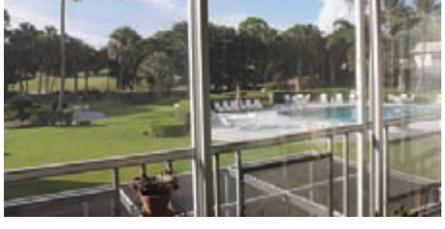
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 • Beautiful Lake Views
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Al Diago 239.333.2375

PALM RIVER



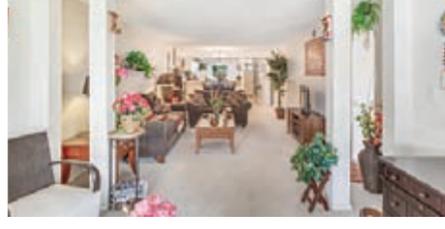
DESIRABLE LOCATION
 • Gorgeous Views
 • North Naples Location
\$160,000 MLS 217048151
Liz Biswurm 239.370.0312

GLADES GOLF & COUNTRY CLUB



NAPLES
 • 1st Floor 2 BR, 2 BA Turnkey Condo
 • Golf Course Views, Bundled Golf
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GLADES COUNTRY CLUB



NAPLES
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 • Fully Furnished End Unit
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Navarro Group 239.689.9339

McGarvey Custom Homes constructing new estate home model in Quail West

11 estate home models available for immediate purchase

Quail West, one of Stock Development's premier golf and resort-lifestyle communities located in North Naples, is one of the most prestigious luxury communities in Southwest Florida – and one of the most beautiful. From the lush, tropical canopy at its approach, to its streets winding through majestic preserves and past manicured fairways and pristine lakes, Quail West is unmistakably unique to the real estate marketplace.

So is the community's amenity-rich lifestyle. It's 70,000-square-foot clubhouse, with casual and formal dining, glass-enclosed heated swimming pool, and lounge areas, is undergoing a major expansion and renovation, part of which has already been completed. That includes the opening of its new two-story, 12,000-square-foot fitness and wellness center with state-of-the-art exercise equipment and rooms for yoga, Pilates, spinning classes and cardio workouts.

Phase II of the initiative, which includes a new golf pro shop and an expansive indoor/outdoor seating area, is scheduled to be completed by January. Enhancements to the Lakes golf course, one of two 18-hole championship golf courses within the community, is expected to be completed by year's end.

Behind the privacy gates of Quail West, McGarvey Custom Homes is constructing an extraordinary new estate home model. It overlooks the manicured green of the 10th hole of the community's pristine Preserve course.

The Southampton is a four-bedroom plus study/four-and-a-half-bath home with 4,475 square feet under air and 6,661 total square feet, including a side-entry, three-car garage with additional space for a golf cart.

From its elegant double-door entry, one steps into the reception parlor and gets an immediate view of the pool and golf course beyond.

To the left is a very open space which includes the great room, the kitchen and the formal dining area.

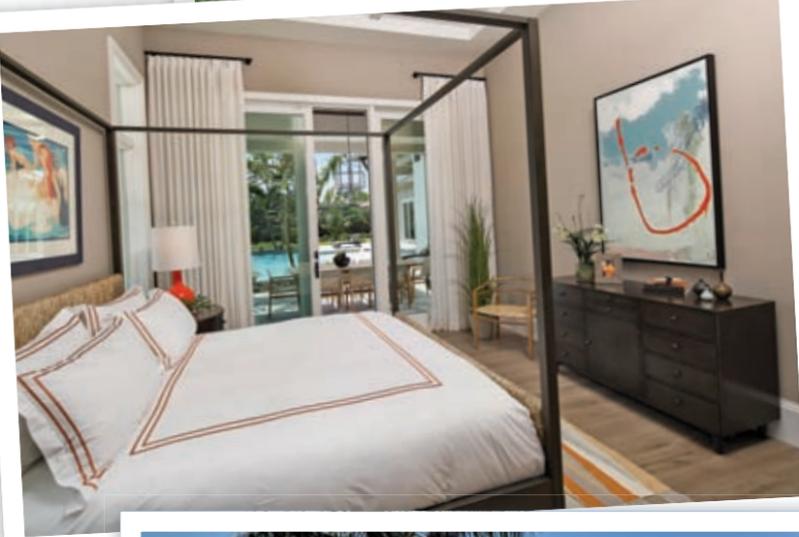
In the great room walls of sliding glass retract back in two directions, creating the perfect indoor/outdoor entertaining area.

The epicurean-designed kitchen features a large island counter with sink and seating area, a walk-in pantry, Shaker-style wood cabinetry, a Sub-Zero and Wolf appliance package that includes double ovens, a wet bar, plus elegant plumbing fixtures.

The dining area, with a built-in on one wall, sits in front of a wall of glass that overlooks the outdoor living area and the pool and spa.

The three guest bedrooms are all located beyond the kitchen and dining area. Each has a full bath and walk-in closet. One guest suite has direct access to the outdoor living area, while the other two overlook a tropical courtyard.

The laundry room, with Electrolux front loading washer and dryer, Shaker-style wood cabinetry, and granite countertops, is also positioned near the kitchen.



Located to the right of the reception parlor is an alcove that leads to the study and master retreat.

The study has a double French door entry and overlooks the front of the home.

Double doors also lead into the master retreat. The 21- by 16-foot bedroom area has an intricate ceiling and direct access to the outdoor living area. After walking past the morning bar with sink and under-counter refrigerator, one enters the master bath which features Shaker-style cabinetry, his and hers vanities and water closets, a significant walk-in shower with tile and separate luxurious freestanding tub, and his and hers sizeable walk-in custom built-in closet systems.

From the outdoor living area, accessible from four different rooms, features a gorgeous 775-square-foot pool and spa with three bubbler fountains, and outdoor kitchen with NatureKast cabinetry, gas grill, under-counter refrigerator, granite countertops and intricate see-

thru fireplace.

The Southampton is slated to be completed in early February. The final pricing for the model has not yet been determined.

For those looking for an estate home to purchase immediately can tour several models already completed by Quail West's luxury homebuilders, including Diamond Custom Homes, Florida Lifestyle Homes, Fox Custom Homes, London Bay Homes, Seagate Development Group and Stock Signature Homes.

Diamond Custom Homes' two-story, 5,541-square-foot Magnolia estate model, with four bedrooms plus library/four-and-a-half-baths, presents an interior by Lusía "Lou" Shafran, principal designer/CEO at Pacifica Interior Design.

The St. Martin by Florida Lifestyle Homes, winner of the 2017 Parade of Homes Merit Award, is a four-bedroom plus study/ four-and-a-half-bath estate model with 4,234 square feet under air.

Fox Custom Homes' Casa Bellissi-

Above: McGarvey Custom Homes' Southampton estate home model is due to be completed in early February. Seagate Development Group's Pine Valley model has a detached, one bedroom casita. The Ponte Vedra Grande, by Stock Signature Homes, includes a very large pool deck. Left: Fox Custom Homes' Casa Bellissima has more than 5,800 square feet of living area.

ma is a two-story, four- bedroom plus study/four-and-a-half-bath estate model with 5,669 square feet of living area. Clive Daniel Home was responsible for its interior design.

London Bay Homes' Avignon estate model, with four bedrooms, a study, five full-baths and one half-bath, offers 5,895 square feet of living area and features an interior by Romanza Interior Design.

Seagate Development Group's 5,727-square-foot Pine Valley estate home, with four bedrooms, four-and-a-half-baths, and a detached one bedroom casita, has interior design by Freestyle Interiors.

Stock Signature Homes' Ponte Vedra Grande model, with interior design by KVS Designs, is a four-bedroom plus study/four-and-a-half-bath home with 3,525 square feet under air.

In all there are 11 estate home models open for touring. Prices for the estate homes range from just under \$2 million to \$5 million.

Quail West is located east of Interstate 75. Take Exit 116 (Bonita Beach Road) east. Turn right on Bonita Grande Drive and follow the signs to the sales center. Online at QuailWest.com. ■

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ADVERTORIAL

Kalea Bay's first tower nears sellout

Tower 2 contracts remain strong

The first residential tower at Kalea Bay, the gated, resort-lifestyle, high-rise community located on Vanderbilt Drive in North Naples, is 90 percent sold. Of the 120 residences in the 22-story tower, only 12 remain.

"The approaching sellout of Tower 1 and the overwhelming response from our buyers prompted us to release Tower 2 earlier this year," stated Inga Lodge, Vice President of Sales and Marketing for Kalea Bay. "Currently, the number of residences already under contract in the second tower exceeds the \$60 million mark."

The new 22-story tower, with 120 residences, will have 20 floors of residences over two floors of parking. The incredibly designed residences offer views of the Gulf of Mexico and pristine nature preserve.

Six floor plans are available in Tower 2.

Residences 1 and 6 are 3-bedroom plus den/3.5 bath plans with 3,704 total square feet. Residences 2 and 5, with 4 bedrooms, 4.5 baths, have 3,791 total square feet. Residences 3 and 4 are 4-bedroom/4.5-bath plans also with 3,791 total square feet.

"Residents will revel in Gulf views, open floor plans, a private elevator leading directly into their residence and wood floors throughout," said Lodge.

The custom kitchens have Wolf and SubZero appliances, a natural gas range, luxury cabinetry, quartz countertops, a Butler's pantry and oversized island, all of which are standard features.

"Our floor plans have an open design we call 'lifestyle designs' that blends the kitchen seamlessly into the living and dining rooms, perfect for the way people live today," said Lodge.

The master bedroom includes an oversized walk-in closet while the master bath has his and hers vanities, quartz countertops, luxury cabinetry, a soaking tub and separate glass-enclosed shower.

"All master suites, kitchens and main living areas have direct views to the water and preserve. They are perfect vantage points to watch our spectacular sunsets," Lodge said.

Additional residential features include floor-to-ceiling windows and doors that open to large lanais with transparent glass rails.

"We take our outdoor living as seriously as our indoor living with oversized lanais on every residence," said Lodge. High-tech wiring and fully equipped laundry rooms round out the list of features, she noted.

Dramatic views are available to every homeowner, no matter which floor they live on as the tower's amenities are located on the rooftop including the sky lounge, a dramatic pool and the open-air fitness center.

From the rooftop, residents can enjoy daily views of the Gulf of Mexico, the nature preserves and two beaches ranked among the best in the United States.

Prices at Kalea Bay begin at \$1.3 million in Tower 1 and \$1.4 million in Tower 2.

In addition to the rooftop amenities, the residents of Kalea Bay will also enjoy the community's clubhouse area, which is also under construction and due to be completed when the first resi-

dents move into their new homes.

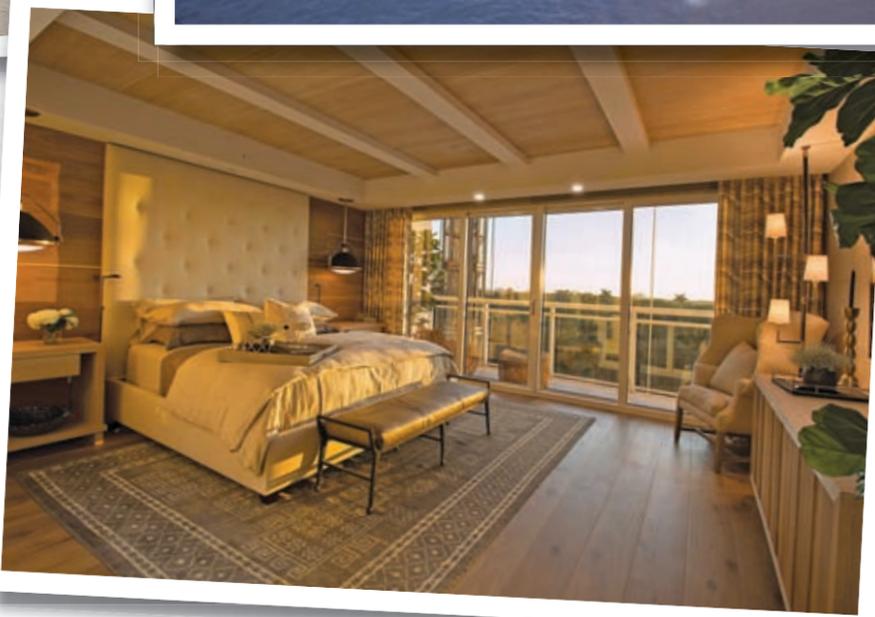
"The clubhouse area will be the social and recreational centerpiece of the community," said Lodge.

Kalea Bay's 88,000-square-foot clubhouse is located on the north side of the large lake at the community's entrance. It will feature three individual pools, including a resort pool, an adults-only pool and a children's pool, plus an expansive pool deck, a poolside bistro, open-air bar, an indoor/outdoor restaurant, a sundries shop, and a state-of-the-art fitness center.

"All three pools will overlook the lake and provide a multitude of recreational options for everyone who lives and visits here," said Lodge. "Expansive sun decks with lounge chairs and native, tropical plants will separate each of the three pools for the ultimate in privacy."

If basking in the sun or taking a refreshing dip in the pool isn't on a resident's schedule, perhaps meeting friends for lunch, dinner or drinks is.

"What better way to celebrate the good life in Florida than meeting family and friends for drinks while watching the sun set



Above: The first tower at Kalea Bay is slated to be completed in November. Kalea Bay residences have very open floor plans. Kalea Bay's 88,000-square-foot clubhouse features three separate pools. Right: All master bedrooms offer views of the Gulf of Mexico. Below: Kalea Bay's Tower 1 and Tower 2 were designed with rooftop amenities, including a sky lounge, spectacular pool and open-air fitness center.

over the Gulf of Mexico," said Lodge. "This is what living in Florida is supposed to be."

Adjacent to the clubhouse is the tennis pavilion with Har-Tru tennis courts, as well as pickleball courts, and 24 guest suites to accommodate overnight guests and family members.

"Having that number of guest suites is unusual for a luxury high-rise community, but it's an amenity our residents are excited about especially when they have extended family visiting," said Lodge.

The Club at Kalea Bay will be in excellent hands when it opens. That's because Stephen G. Jones, CCM, has been hired as the Club's General Manager.

Jones is a Certified General Manager, one of only 1,200 in the country. The Manchester, England native has worked in the cities of London and Atlanta, as well as on Grand Cayman Island in the Caribbean. More than 20 years ago he moved to Naples and has been associated with some of the finest Beach and Golf Clubs in the area.

For more information regarding Kalea Bay visit the onsite sales center. Due to

bridge closings in the North Naples' area, take US 41 to Wiggins Pass Road, then right on Vanderbilt Drive, two-tenths of a mile. Additional information is available by calling (239) 793-0110 or online at KaleaBay.com. ■

ADVERTORIAL

Solar power generation takes center stage at Babcock Ranch

Solar Trees, Rooftop Arrays expand solar presence

Recent additions to Founder's Square at Babcock Ranch shine a spotlight on the new town's commitment to solar energy. Solar panels installed on commercial rooftops, electric vehicle charging stations and five "solar trees" installed within the initial downtown district help position this charming new hometown on the cutting edge.

Located off State Road 31 north of the Lee County Civic Center, the solar-powered town being built by Kitson & Partners will eventually be home to 50,000 people living and working in a town of 19,500 homes and apartments and six million square feet of commercial space - all constructed to Florida Green Building Standards. Sustainability features - from water conservation to alternative transportation - are woven right into the infrastructure of this environmentally-friendly community. But solar power is what really sets Babcock Ranch apart.

"We spent a lot of time talking about how to make the community sustainable, how to make it different than anywhere else - and solar energy to us was the key," explained Syd Kitson, Chairman & CEO of Kitson & Partners. "Our partnership with Florida Power & Light (FPL) makes us the first solar-powered town in the country."

The Babcock Ranch Solar Energy Center, located on 440 acres of former sod-farming field on the northern edge of the new town, generates more clean, renewable energy than the new town will ever consume. The 74.5 MW solar field went online in December of last

year - before the new town's first buildings were constructed. But the partnership with FPL extends beyond the solar field. Earlier this summer, FPL installed five "solar trees" around Founder's Square - functional sculptures with solar panels powering charging stations for smartphones and other handheld electronics. The solar trees are also an educational tool for students at Babcock Neighborhood School who will learn about renewable power generation by monitoring data feeds from the solar tree located just outside their door. Late last month, solar panels placed on the rooftops of three buildings

at Founder's Square added another 121 KW of solar generating capacity. These rooftop arrays are the first of many "micro-communities" of solar generation that FPL will be installing on top of commercial buildings throughout the new town.

"Our technology and renewable energy focus make Babcock Ranch a living laboratory where great new technologies can be incubated, adopted and continually improved to stay on the cutting edge," Kitson said. "For future generations, we are creating an environment where our kids will feel open to exploring new ideas and using technology in new ways to transform their lives."

Learn more at www.babcockranch.com. ■



Above: The 75-MW photovoltaic solar plant powers innovation at Babcock Ranch. Solar Trees add style and functionality - powering charging stations for handheld electronics under the shade of the solar panels. Babcock Neighborhood School is one of three Founder's Square buildings now home to rooftop solar arrays.

ALL TOWNS AREN'T CREATED EQUALLY.

Sure, every town has beautiful parks or lakes. Grand homes or city halls. But the truth is, most towns aren't created equally at all. This one is. Babcock Ranch is an entirely new town. Where the streets are planned but the wilderness isn't. Where energy comes from the oldest source in the world and powers the newest technology. This is a town where the frontier meets the front porch in a whole new way.

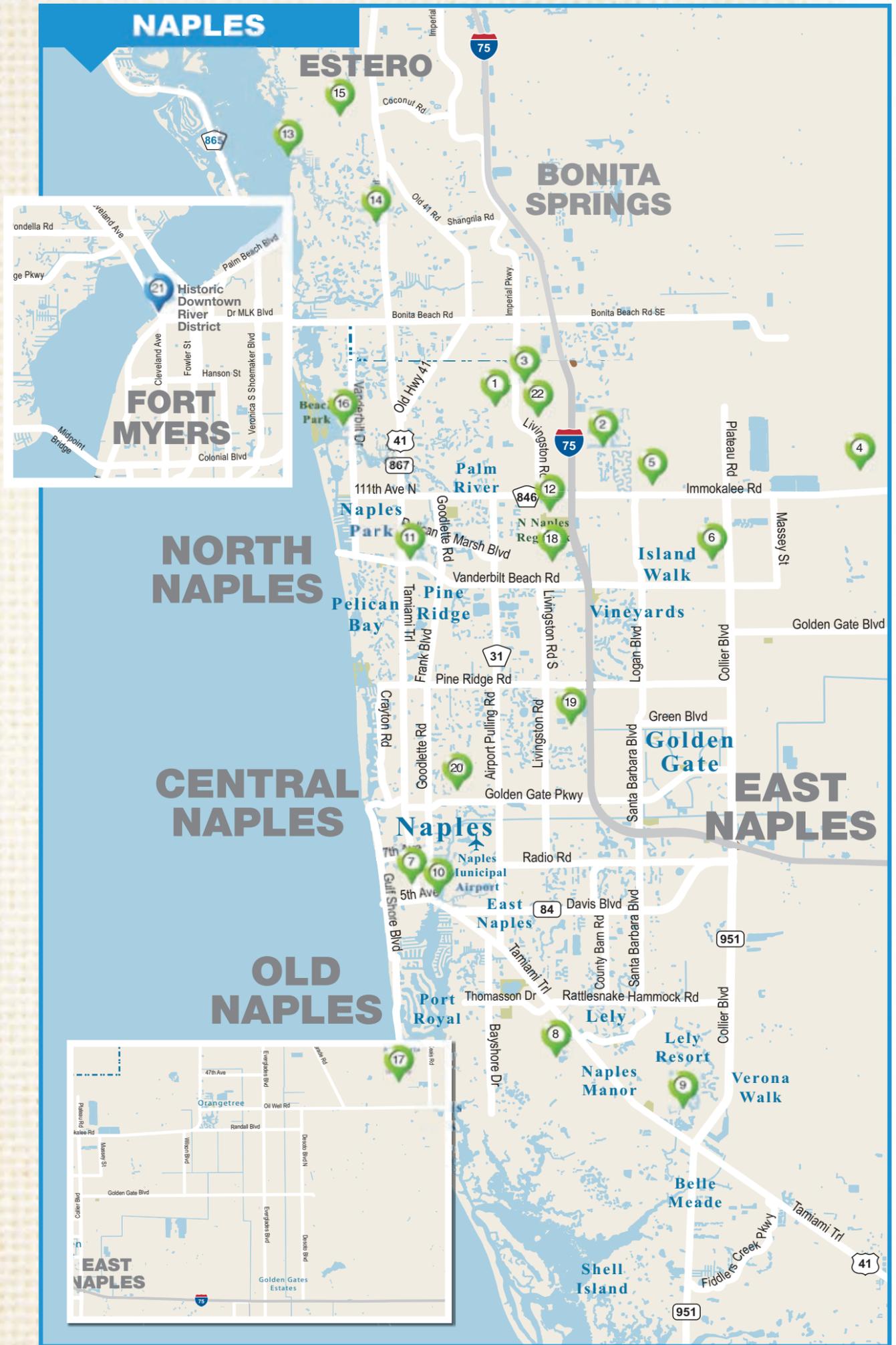
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Broker participation is welcome. Prices, plans, specifications and community design are subject to change. Oral representations cannot be relied upon as correctly stating the representations of the developer. For correct information regarding Babcock Ranch, interested parties should refer to written materials provided by the developer, legislative acts related to Babcock Ranch and the covenants and restrictions of the Babcock Ranch Residential Association, Inc. The information provided above is not intended to be an offering and should be considered as informational only.

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 239.592.1010
QuailWest.com

3 
Talis Park
 16980 Livingston Road
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 239.449.5900
TalisPark.com

4 
Twin Eagles
 11330 Twin Eagles Boulevard
 Naples, FL
 239.352.8000
TwinEagles.com

5 
Olde Cypress
 7276 Lantana Circle
 Naples, FL
 239.596.4794
OldeCypressLantana.com

6 
Raffia Preserve
 4075 Wolfe Road
 Naples, FL
 239.598.2370
raffiapreserve.wcicomunities.com

7 
Naples Square
 100 S Goodlette-Frank Road
 Naples, FL
 239.228.5800
NaplesSquare.com

8 
The Isles of Collier Preserve
 5445 Caribe Avenue
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 844.838.3392
MintoUSA.com

9 
Lely Resort New Home Sales
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 Naples, FL
 239.793.2100
stockdevelopment.com

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Mangrove Bay
 201 Goodlette Road South
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 239.261.2200
MangroveBayNaples.com

11 
Residences at Mercato
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TheColonyWCI.com

14 
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seaglassatbonitabay.com

15 
Altaira
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16 
Kalea Bay
 13910 Old Coast Road
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KaleaBay.com

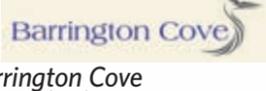
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drhorton.com

What's rude to ask during an open house?

It's open house day and buyers are flocking to your property. What happens when touring guests need to use the bathroom? Will they ask you or will they wander off and accidentally use your property's detached toilet? For the touring guests who are too embarrassed to ask, HouseLogic writer Stacey Freed contacted real estate pros for input on the top hidden questions buyers have about open house etiquette.

Can I use the bathroom?

A client with a full bladder needs a place to go, but how would they know if the home's toilets are functioning?

"Guests should ask permission," says Pat Vredevoogd Combs, former National Association of Realtors president. Ms. Combs works in Grand Rapids, Mich., and deals with many vacant homes without running water, especially during the winter. If no one asks, inform guests about bathroom use early on during the open house and be sure no one's using an unusable toilet.

And if you're at a busy open house, being in the loo for more than a minute means other potential buyers can't check out the facilities — and may not want to after you've, um, done your business.

To be safe, schedule in a few pit stops at restaurants or gas stations along the way, suggests Ms. Vredevoogd Combs.

Is it OK to bring in my coffee?

"Many first-time home buyers are Millennials, and I almost never see them without a cup of Starbucks in their hand,"

Ms. Vredevoogd Combs says. "I had one guy spill his coffee on white carpeting and we had to get down on our hands and knees to clean it up."

Buyers need to take caution when bringing outside drinks to open houses, and food is a no-no unless the seller is offering snacks. Guests should eat only in the kitchen, preferably over a napkin.

Can I look in the closets?

"Absolutely," says Tg Glazer, 2016 president of the New Jersey Association of Realtors. Whoever is touring the property is welcome to look inside closet spaces, Mr. Glazer says, but agents should not allow guests to ransack through what's already in the home.

"Buying a home is probably the biggest purchase buyers are ever going to make, and they need to check out everything."

How about a quick selfie with this awesome, lemon-colored range?

With smartphones being practically an appendage for many buyers, snapping pics to share with friends and family is so easy. But hold your trigger finger, especially if you're planning to share the images online.

Whether you can take photos and



videos "seems to be a regional custom," Ms. Vredevoogd Combs says. "In some cases, sellers have valuable things and don't even want their homes promoted online. Ask permission first."

Can I plop down on that chaise lounge?

Ms. Vredevoogd Combs says she's not a fan.

"Feeling comfortable enough to want to sit on the furniture might be a good intent to buy, but it isn't your furniture and you're not buying it." Plus, that cozy looking couch or comfy bed might be staged — air beds or cardboard boxes wearing fancy clothes — so you might take a spill.

If you need to sit, for health reasons or that sprained ankle from your last marathon, just ask. That's not unreasonable.

The bottom line is the old-fashioned Golden Rule: Do unto others' homes as you'd have them do unto yours.

"Be on your best behavior," says Ms. Vredevoogd Combs. Pretend the seller is there — and sometimes they are, even if you can't see them. They might be

waiting next door at a neighbor's house and wander back at any minute. So it's also a good idea to keep comments to yourself. You wouldn't want them to overhear how much you love the master suite — that could mess up your negotiating power if you decide to buy. ■

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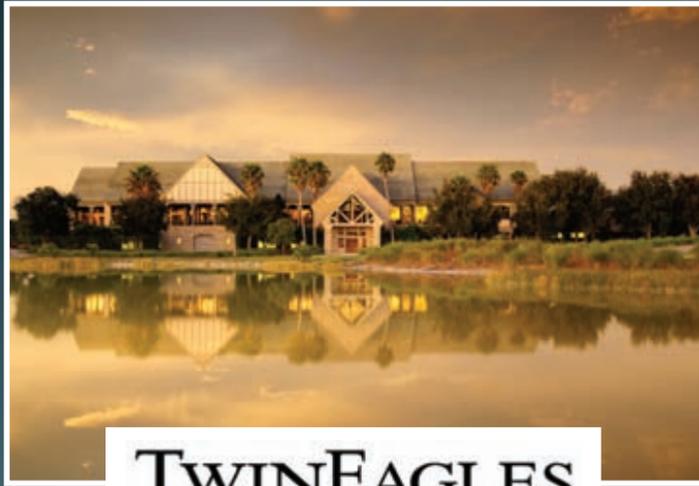
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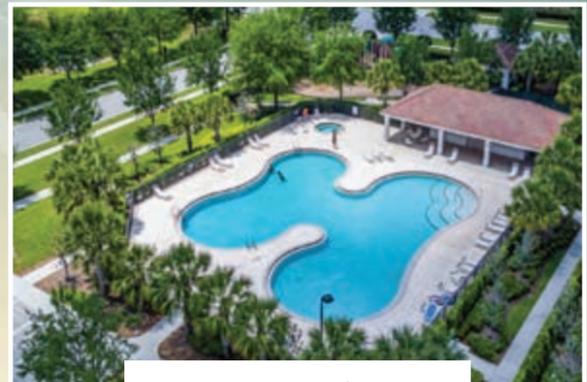
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| SECTION C

At last

Fall brings some long-awaited films to the big screen

▶ Mark Hamill and Carrie Fisher in "Star Wars: The Last Jedi" (2017) slated to screen Dec. 15.

BY DAN HUDAK
www.punchdrunkmovies.com

THE SUMMER MOVIE SEASON IS OFFICIALLY behind us (thankfully), so it's time to get excited for the Oscar bait that comes every autumn. Indeed, a quick look at the upcoming release schedule suggests there's plenty to look forward to between now and Christmas. Remember, release dates are subject to change, but you'll

SEE MOVIES, C4 ▶

DISNEY PHOTO

Florida Rep opens 20th season with 'Outside Mullingar'

BY TOM HALL
Florida Weekly Correspondent

Florida Repertory Theatre opens its 20th anniversary season with John Patrick Shanley's "Outside Mullingar." Show dates are Sept. 22-Oct. 22 in the ArtStage Studio Theatre next door to the Historic Arcade Theatre in downtown Fort Myers.

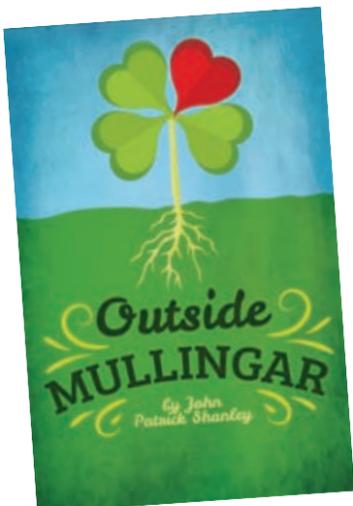
The romantic comedy follows the unlikely romance of two lovable misfits in the picturesque Irish countryside. Rosemary Muldoon

and Anthony Reilly are farmers who don't have a clue when it comes to love. Before they can find happiness, the hopeless singletons must overcome a bitter land feud, old family rivalries and their own romantic fears.

Full of humor and poetic prose, the tender-hearted tale reminds us it's never too late to take a chance on love.

Producing Artistic Director Robert Cacioppo describes "Outside Mullingar" as "the perfect play to open our 20th season. "Not

SEE FLA REP, C16 ▶



INSIDE



Sparty party

Rooting for MSU on game day, and more fun around town. C18-19 ▶



Collector's Corner

Scott Simmons scores a treasure at Naples Estate Liquidators. C17 ▶



Let's eat

Lindsey Nesmith does The Dish at Straight from New York Bagels (C21); Karen Feldman reviews Timeless (C23); and more cuisine news. C20-23 ▶

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FLORIDA WRITERS

Silents were golden in St. Augustine for two dazzling decades

philJASON
philjreviews@gmail.com



■ **“Silent Films in St. Augustine” by Thomas Graham. University Press of Florida. 198 pages. Hardcover, \$24.95.**

This totally engaging, compact treatment of early U.S. film history is packed with information and a lot of fun.

Before Hollywood was crowned the movie capital, St. Augustine was right up there. More than 120 movies were filmed in whole or part in the northeast Florida city, revealing the talents of major producers, directors and actors. The fledging silent film industry made St. Augustine sizzle in the winter, when film makers and performers escaped the unpleasant New York weather to enjoy themselves in a town that seemed to have been created to provide the kind of scenic beauty cameramen feasted on.

Though the span of St. Augustine’s life as a home to the film industry ran from 1906-1926, its heyday was much briefer. Author Thomas Graham surveys the first 11 years in a single chapter. The core years were 1912-1919; the last few years of this

period undermined by World War I. There was at least one good year with many productions in the early 1920s, but the fade had begun. New York film industry investors were moving west, as was the talent pool for movie making.

While it lasted, the comings and goings of the film people brought a great deal of excitement to St. Augustine’s residents and visitors. Most of the films needed “extras” for crowd scenes and brief walk-on parts. Even more fun than having the camera look your way would be the follow-up thrill of seeing yourself and your fellow townspeople on the screen when the movie was shown. St. Augustinians got a kick from their brush with fame.

And the brush with fame included being in the company of notable performers and other celebrity movie folks. You might get to open a door, in real life or screen life, for Ethel Barrymore or Norma Talmadge. You might have to avoid staring too hard at that iconic vamp, Theda Bara. You may have laughed at Oliver Hardy, either on screen or in person.

You could mix with, or at least hear gossip about, the heads of studios and their senior staffers — people who could write stories, design costumes or turn St. Augustine into almost anyplace you could imagine.

St. Augustine’s fascinating architecture and its natural beauty —along with its



desirable weather and ability to house and feed the film crews and players — is what drew the studio heads there and kept them coming back. Some even toyed with constructing permanent facilities in this most historic city. Names like Thanhouser, Lubin, Éclair, Pathé, Edison, Fox and Vitagraph were constantly in the local news. So were esteemed

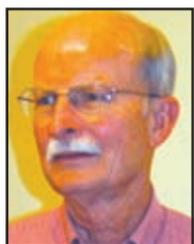
directors, including Edwin S. Porter, Maurice Tourneur, Sidney Olcott and George Fitzmaurice. Business tycoon Henry M. Flagler’s Hotel Ponce de Leon was one of several large structures in Spanish Renaissance style that, with a bit of movie magic, stood in for exotic locations in Europe, Egypt and Arabia (a nearby island beach took care of the need for desert scenes).

The 84 black-and-white photos that Mr. Graham has assembled underscore the versatility of St. Augustine. Its flora and buildings could provide all the exteriors and interiors that any film could need — with the help of some carpenters and painters, of course.

Mr. Graham has provided a scholarly book that is at once informative, authoritative and a lot of fun. Following the main body of his study, he presents an alphabetical appendix of movies made in St. Augustine and another list of actors who appeared in these movies. Those who wish to learn more can benefit from detailed chapter notes and generous bibliography.

The author, Professor of History Emeritus at Flagler College, lives in St. Augustine and is the author of “Mr. Flagler’s St. Augustine.” ■

— Phil Jason, Ph.D., United States Naval Academy professor emeritus of English, has written 20 books, including several studies of war literature and a creative writing text.



GRAHAM

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Part 2: The Florida Weekly Writing Challenge

Round two of the 2017 Florida Weekly Writing Challenge continues with the photo prompt you see here. So far more than 60 writers have submitted their original short stories inspired by the image.

Here's how the challenge works:

We want your original narrative fiction using this picture as the starting point. Keep it to 750 words, please, and no poetry, thank you.

Run your masterpiece through Spell-check, give it a title and send it, either attached as a Word document or simply pasted into the body of the email, to writing@floridaweekly.com. Snail mail offerings will not be considered, nor will any entry that does not contain your full name, the city/state you live in and a phone number where we can reach you.

You have until 5 p.m. Sunday, Oct. 1, to submit your story. It's OK if you sent us something for round one of the challenge; you can enter another story — but just one — based on the beach picture. We hope you do, in fact.

Florida Weekly editors will review all of the entries and vote for our favorite, whose author will receive a ticket to the 12th annual Sanibel Island Writers Conference (value: \$500). With keynote speaker Alice Hoffman, the conference is set for Nov. 2-5 on Sanibel Island.

The 2017 Florida Weekly Writing Challenge winner will be notified by Oct. 15, and the winning entry will be published soon after in all our editions.

Questions? Email writing@floridaweekly.com and we'll get back to you. ■



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MOVIES

From page 1

want to keep this lighthearted preview handy to know what to look for.

Sept. 8

"It" - I'm not sure what's scarier: the return of Stephen King's shape-shifting clown who terrorizes kids, or the fact that the movie is two hours and 15 minutes.

Sept. 15

"Mother!" - In this thriller from director Darren Aronofsky ("Black Swan"), a married couple (Jennifer Lawrence and Javier Bardem) is tested when another couple (Ed Harris and Michelle Pfeiffer) visits. I guess the visitors never heard Benjamin Franklin's saying about fish and houseguests smelling after three days.

Sept. 22

"Battle of the Sexes" - Steve Carell and Emma Stone play Bobby Riggs and Billy Jean King in the lead up to their 1973 tennis grudge match. Yes, this is the first time "tennis" and "grudge match" have been used in the same sentence.

"Kingsman: The Golden Circle"

- Colin Firth is back from the dead in this sequel to the 2014 hit "Kingsman: The Secret Service." This time there's an American twist on things with Channing Tatum, Julianne Moore and Halle Berry also starring.

"The LEGO Ninjago Movie" - You wouldn't think a LEGO ninja movie would be good, but remember the first two LEGO movies were surprisingly good. In other words: This is going to be good.

Sept. 29

"American Made"

Tom Cruise plays a drug runner for the Medellin Cartel and a CIA informant, which makes you think there's no way his character should make it out alive.

"Flatliners" - Remember the 1990 original with Kiefer



DISNEY PHOTO

Daisy Ridley in "Star Wars: The Last Jedi" (2017) slated to screen Dec. 15.

Sutherland and Julia Roberts? Good. Re-watch that instead.

Oct. 6

"Blade Runner 2049" - Harrison Ford returns and Ryan Gosling takes the lead in this sequel to the 1982 cult classic. There are seven versions of the original, so I'm going to wait until at least the third or fourth version of this one before I bother.

"The Mountain Between Us" - Kate Winslet and Idris Elba star as strangers trapped atop a freezing mountain after a plane crash. I don't understand the title. If they're trapped together on top of the mountain, the mountain isn't between them, it's below them, right?

Oct. 13

"Goodbye Christopher Robin" - Bet you didn't know Winnie the Pooh, Tigger, et. al., were created by depressed WWI veteran A.A. Milne (Domhnall Gleeson) as he tried to connect with his son Christopher. The question is: Did you want to know that?

Panther, stars in this biopic about the first African-American Supreme Court Justice, Thurgood Marshall. If nothing else, Mr. Boseman is showing his range.

"Breathe" - Robin (Andrew Garfield) and Diana (Claire Foy) are a loving couple who don't let his polio prevent them from enjoying their lives together. It's directed by Andy Serkis.

Oct. 20

"Wonderstruck" - Julianne Moore stars in a dual role in director Todd Haynes' ("Carol") latest, a drama that shifts between 1927 and 1977 and is sure to be a stylistic gem.

Oct. 27

"Suburbicon" - George Clooney directs Matt Damon and Julianne Moore (yes, her again) in this home invasion dramedy — because nothing says "ha-ha!" like being terrorized by a stranger in your home.

"Professor Marston & The Wonder Women"

- Based on a true story, Luke Evans, Bella Heathcote and Rebecca Hall play parts of the love triangle that led to the creation of Wonder Woman. Somebody should've told the studio that a period piece drama is not the way to shamelessly capitalize on one of the biggest hits of the year.

Nov. 3

"Thor: Ragnarok" - The bad: Thor (Chris Hemsworth) cut his hair and lost his hammer. The good: Cate Blanchett is the villain, and the trailers promise a playful tone and a lot of Hulk (Mark Ruffalo).

"The Man Who Invented Christmas"

- Don't be fooled by the title, which should really be "The Inspirations for Charles Dickens to write 'A Christmas Carol.'"

"A Bad Moms Christmas" - The bad moms (Mila Kunis, Kathryn Hahn and Kristen Bell) have their own bad moms (Christine Baranski, Susan Sarandon and Cheryl Hines) come to help ruin Christmas.

Nov. 10

"Daddy's Home 2" - Good dads (Mark Wahlberg and Will Ferrell) welcome bad dad (Mel Gibson) and overly affectionate dad (John Lithgow) to town for Christmas. Will there be any peace, love and understanding this holiday season?

"Murder on the Orient Express"

- Director Kenneth Branagh's all-star cast for this adaptation of the Agatha Christie novel includes Johnny Depp, Penelope Cruz, Judi Dench and many more. It's one of the greatest mystery stories ever written, so in fear of spoilers be sure to avoid the internet for the next 2½ months.

Nov. 17

"Justice League" - OK, "Justice League." "Wonder Woman" just saved your fledgling DC Comics Extended Universe, so don't screw it up by being all dark and moody and blurry like "Batman v. Superman."

"Wonder" - Julia Roberts and Owen Wilson play parents who send their son (Jacob Tremblay), who has a distorted face, to mainstream school for the first time when he gets to fifth grade.

Nov. 22

"Coco" - This is the second Pixar release of 2017 after "Cars 3"; the only other time the studio released two movies in one year was 2015, when we got "Inside Out" and "The Good Dinosaur." Let's see if this year is as hit-and-miss as 2015 was.

"Death Wish" - Bruce Willis' plan to make the world dumber by watching his movies is in full force with this remake.

Dec. 1

"The Disaster Artist" - "The Room" (2003) has earned a reputation as being spectacularly, stupendously terrible. Actor/director James Franco's "The Disaster Artist" is about the making of "The Room." Early buzz suggests it's spectacular.

"Wonder Wheel" - Woody Allen's latest follows a bored 1950s Coney Island wife (Kate Winslet) who develops a huge crush on the hunky new lifeguard (Justin Timberlake), only to have her husband's (Jim Belushi) daughter (Juno Temple) become "competition" for him. Let's face it: This is what Woody Allen does best. Count me in.

Dec. 8

"All the Money in the World" - In Rome in the early 1970s, Italian kid-nappers abduct the grandson of the richest man in the world, John Paul Getty (Kevin Spacey). Director Ridley Scott ("The Martian") is underrated as a dramatic filmmaker, and with a cast that also includes Mark Wahlberg and Michelle Williams, this is one to look forward to.

"The Shape of Water" - During the Cold War, a mute woman (Sally Hawkins) discovers a secret government experiment. For as creative and visionary as Guillermo Del Toro ("Crimson Peak") is as a director, he's terrible at naming his movies.

Dec. 15

"Star Wars: The Last Jedi" - Also known as "Episode VIII" in the Star Wars saga, and the last time we're going to see Carrie Fisher as Leia. Some people think it might do OK at the box office.

Dec. 20

"Jumanji: Welcome to the Jungle" - Kind of odd to name this remake after a Guns N' Roses song, but hey, it stars The Rock, and who doesn't like The Rock?

Dec. 22

"Pitch Perfect 3" - This time our favorite a cappella group goes on a USO tour to perform for the troops. Cue the cute outfits, energetic covers and inspired mash-ups that we've come to expect and love from these movies.

"The Papers" - Spielberg, Streep and Hanks. *The Washington Post*, Nixon and the Pentagon Papers. Oscars?

"Downsizing" - Alexander Payne ("Sideways") directs Matt Damon and Kristen Wiig in this social satire about people who shrink themselves because they believe it will lead to a better life. Sounds corny, but Mr. Payne and Mr. Damon have been too good over the years to not trust them here.

Dec. 25

"The Greatest Showman" - Hugh Jackman, Zac Efron and Michelle Williams star in this original musical about P.T. Barnum's famous circus. The songs will sound "modern" in spite of the mid-1800s setting, which Baz Luhrmann proved in "The Great Gatsby" doesn't really work. Perhaps director Michael Gracey has some tricks up his sleeve?

Untitled Paul Thomas Anderson film

- Daniel Day-Lewis' allegedly last performance is in this original story from his "There Will Be Blood" director. All we know is that it's set in 1950s London and deals with high society fashion. ■



"Marshall" - Chadwick Boseman, who recently played Jackie Robinson, James Brown and the Black

Gulfshore Playhouse puts new works in the spotlight

SPECIAL TO FLORIDA WEEKLY

Gulfshore Playhouse's fifth annual New Works Festival brings together playwrights, actors and directors from across the country for a program that culminates in a series of staged readings for the public Sept. 7-10 at The Norris Center. Each staged reading concludes with a Q&A session with the playwright. This year's new works are:

■ **"Tycho's Fool"** by Ross Peter Nelson - The greatest astronomer of the 16th century is dead, and there are whispers he was poisoned. An intergalactic cabaret harnesses the electrons of a 40-year-old TV show to reenact the past and solve the mystery. The reading of "Tycho's Fool" is set for 8 p.m. Thursday, Sept 7.

■ **"Hungarian Rhapsody"** by Susan Cinoman - A farmer's wife in rural Budapest receives an unexpected visit from a mysterious gypsy who changes her perspective on love, normalcy and passion. The reading is at 8 p.m. Friday, Sept. 8.

■ **"Buried Under a Blackbird Sky"** by Stephen Spotswood - Eve Beecher, a premiere forensic anthropologist, returns to her hometown for an assignment at a church. Thrown back into the world she escaped, she's forced to deal with the past she ran away from, including an abusive home life and her one-time love, Samantha, the church minister. The reading is at 8 p.m. Saturday, Sept. 9.



■ **"Sherlock Holmes and the Adventure of the Elusive Ear"** by David MacGregor - The notorious and as-yet undiscovered genius Vincent van Gogh presents the master-sleuth Sherlock Holmes with a most unusual case. Aided by his partner Dr. Watson and his paramour Irene Adler, the trio embarks on a rousing adventure. The reading is at 3 p.m. Sunday, Sept. 10.

The New Works Festival plays were selected by a corps of volunteer readers from a pool of 150 blind submissions. The event allows playwrights to transition from writing, to adding actors and an audience, to understanding how the play works in a perfor-

mance setting.

The festival is one of the best ways Gulfshore Playhouse can contribute to the national landscape by fostering the growth of up-and-coming playwrights, says Kristen Coury, company founder and producing artistic director.

"It is especially exciting when a play emerges from the festival that we feel is a great fit for our audience and our theater," Ms. Coury says. "Miss Keller Has No Second Book," a finalist from last year's festival, is in the lineup for the company's 2017-18 season, she adds.

For tickets to the New Works Festival readings and for details about the full upcoming season of professional theater by Gulfshore Playhouse, call the box office at 866-811-4111 or visit www.gulfshoreplayhouse.org. ■

ETC... Readers Theatre bringing out new creative talent

ETC... Readers Theatre is shaking things up this season, reading more full-length plays, developing more new works and working toward staging a reading of a world premiere.

An initiative of The Naples Players, ETC... Readers Theatre presents new plays and classics with scripts in hand and without props or costumes in the Tobye Studio at Sugden Community Theatre. New playwrights, budding directors and actors who prefer a lower-stress environment than that of the main stage are welcome to join the cast of Etc... in any capacity: writer, reader, director, etc.

Here's the lineup for the new season:

■ **"Gidion's Knot"** by Johnna Adams - A parent-teacher conference has a grieving mother and teacher tangled in the competing demands of reason, morality and family. This play is under consideration for a full production in The Naples Players' 2018-19 season.

The reading at 7 p.m. Sunday, Oct. 15, will be followed by a talk-back.

■ **"You're Never Too Old to be Young"**

- An evening of five comedic and touching one-acts celebrating the ability to be young at any age.

The reading is at 7 p.m. Sunday, Nov. 12.

■ **An Evening of New Plays** - The 14th year of ETC ... Readers Theatre's new play competition takes place at 7 p.m. Sunday, Jan. 21, and features three or four original works that have never been produced.

A talk-back with the playwrights will follow the readings.

■ **One-Act Play Festival** - A celebration of two award-winning playwrights, Rich Orloff ("Adam and Eve: The Untold Story," "Oedi") and

David Ives ("Venus in Fur," "The Liar"), who have some of the funniest one-acts being produced today.

Readings are set for 2 p.m. Saturday, April 7, and 7 p.m. Sunday, April 8.

■ **World Premiere Reading** - Etc...s first-ever staged reading of a brand new full-length play will take place at 2 p.m. Sunday, May 6.

For information about becoming part of ETC... Readers Theatre, call Jessica Walck at 434-7340 or email jwalck@naplesplayers.org. For information about tickets, call The Naples Players box office at 263-7990. ■

etc....
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WHAT TO DO, WHERE TO GO

Hurricane Irma promises to wreak havoc with events throughout Florida in the days ahead. Be sure to check for cancellations and postponements before you head out.

THEATER

New Works Festival – Four readings by Gulfshore Playhouse Sept. 7-10 at The Norris Center. 261-7529 or www.gulfshoreplayhouse.org.

Auditions – The Naples Players hold auditions for the holiday musical “Miracle on 34th Street” from noon to 4 p.m. Sunday, Sept. 17, at the Sugden Community Theatre. Appointments required. 434-7340, ext. 100, or www.naplesplayers.org.

Outside Mullingar – By Florida Repertory Theatre Sept. 22-Oct. 22 in the ArtStage Studio Theatre, downtown Fort Myers. 332-4488 or www.floridarep.org. See story on page C1.

She Kills Monsters – By The Naples Players Oct. 11-Nov. 5 at Sugden Community Theater. 263-7990 or www.naplesplayers.org.

Paradise – By Gulfshore Playhouse Oct. 14-29 at The Norris Center. 755 Eighth Ave. S. (866) 811-4111 or www.gulfshoreplayhouse.org.

Sex Please We're Sixty – By The Marco Players Oct. 25-Nov. 12 at The Marco Players Theater. 1089 N. Collier Blvd. 642-7270 or www.marcoplayers.org.

THURSDAY 9.7

Chamber Concert – Members of the Naples Philharmonic perform works by Mozart, Taneyev and Bach at 4 p.m. at South Regional Library. Free, but registration required. 8065 Lely Cultural Pkwy. 252-7542 or www.collierlibrary.org.

Free Concert – Rockin' Horse performs from 6-9 p.m. on the lawn at Mercato. 254-1080 or www.mercatoshops.com.

FRIDAY 9.8

Classic Film – FGCU's Renaissance Academy screens the Fred Astaire and Ginger Rogers film “Follow the Fleet” (1936) at 2 p.m. While on leave in San Francisco, a Navy sailor tries to rekindle a romance with the woman he loves. \$5 for members, \$8 for others. 1010 Fifth Ave. S. 434-4737 or www.fgcu.edu.

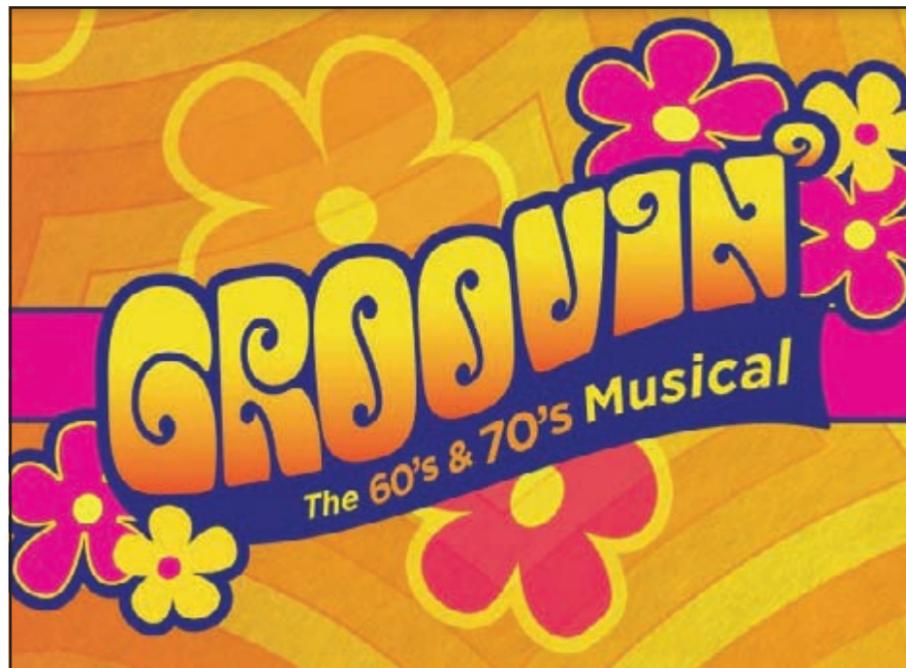
Chamber Concert – Members of the Naples Philharmonic perform works by Bach, Viotti and Lachner at 3 p.m. at Naples Regional Library. Free, registration required. 650 Central Ave. 262-4130 or www.collierlibrary.org.

SATURDAY 9.9

To Market, To Market – Third Street South hosts a farmers market from 7:30-11:30 a.m. 434-6533 or www.thirdstreetsouth.com.

SUNDAY 9.10

Chamber Concert – Members of the Naples Philharmonic perform by Beethoven, Mendelssohn and others at 2 p.m. at Headquarters Regional Library. Free, registration required. 2385 Orange Blossom Drive. 593-0334 or www.collierlibrary.org.



Get your groove on when Broadway Palm Theatre in Fort Myers presents “Groovin: The 60s and 70s Musical” Sept. 7-Oct. 8. Victor Legarreta stars in the all-new musical comedy featuring all the best hits of the 1960s and '70s. 278-4422 or www.BroadwayPalm.com.

MONDAY 9.11

Films for Film Lovers – Centers for the Arts Bonita Springs screens “The Salesman” (2016) at 7 p.m. While both are participating in a production of “Death of a Salesman,” a teacher’s wife is assaulted in her new home. \$10. 10150 Bonita Beach Road. 495-8989 or www.artcenterbonita.org.

TUESDAY 9.12

Paws Up – Naples Botanical Garden invites guests and their pups to enjoy dog walking hours from 8-11 a.m. Free for member dogs, \$9.95 for others. Dog hours are the same on Thursday and Sunday through Sept. 17, after which the garden closes for annual maintenance. 643-4737 or www.naplesgarden.org.

Free Film – Bring the family and a blanket and chairs and settle in on the lawn at Mercato for a screening of “The Angry Birds Movie” (2016) at sunset. 254-1080 or www.mercatoshops.com.

WEDNESDAY 9.13

Wild Wednesdays – Naples Botanical Garden’s conservation team leads a walk through the garden’s natural areas in the Smith Upland Preserve from 9-10 a.m. Free with regular admission. 643-4737 or www.naplesgarden.org.

London Town – Naples Regional Library hosts a presentation on the hidden or forgotten places of London at 3 p.m. Free, but registration required. 650 Central Ave. 262-4130 or www.collierlibrary.org.

Trains & Tapas – Friends of the Collier County Museum host an evening of wine and tapas with a sneak peek of the restoration of a 1947 Budd Tavern train car and a screening of the short film “Guardian of the Everglades” from 6:30-8:30 p.m. at Naples Depot Museum. Free for members, \$15 for others. 1051 Fifth Ave. S. 262-6525 or www.colliermuseums.com.

COMING UP

Free Film – South Regional Library screens “Dr. Strangelove” (1964) at 2 p.m. Thursday, Sept. 14. An insane general triggers a nuclear holocaust in a war room beset by frantic politicians who are desperate to stop it. Free, but registration required. 8065 Lely Cultural Pkwy. 252-7542 or www.collierlibrary.org.

Day at the Museum – Naples Depot Museum hosts tours, mini-train rides and family activities from 11 a.m. to 2 p.m. Saturday, Sept. 23. Free. 1051 Fifth Ave. S. 262-6525 or www.colliermuseums.com.

Classical Concert – The FGCU Wind Orchestra performs works inspired by American landmarks and national parks at 3 p.m. Sunday, Sept. 24, at Artis—Naples. \$15. 597-1900 or www.fgcu.edu.

Early Birds – Corkscrew Swamp Sanctuary hosts a naturalist-guided bird walk from 8-11 a.m. Tuesday, Sept. 26. \$10-\$25. 348-9151 or www.corkscrew.audubon.org.

Muddin' – Corkscrew Swamp Sanctuary hosts a swamp buggy excursion to the north end of the preserve from 9 a.m. to noon Thursday, Sept. 28. \$100-\$125. 348-9151 or www.corkscrew.audubon.org.

Nature Celebration – Rookery Bay Environmental Learning Center celebrates National Estuaries Day with free admission, tours and activities from 9 a.m. to 4 p.m. Saturday, Sept. 30. \$25 for VIP Tickets. 300 Tower Road. 530-5940 or www.rookerybay.org.

Art ALIVE – The museums and studios of Naples Art District north of Pine Ridge and west of Airport-Pulling roads welcome visitors from 5-8 p.m. Wednesday, Oct. 4. More than 40 professional artists will showcase their recent works and demonstration their medium. Free. 596-5099 or www.naplesartdistrict.com.

Wicked Game – Rock 'n' roll crooner Chris Isaak performs at 7:30 p.m. Wednesday, Oct. 4, at the Barbara B. Mann Performing Arts Hall. \$43-\$63. 481-4849 or www.bbmanpah.com.

Fashion Show – GirlTalkTV hosts Fall into Fashion 2017 from 6-9 p.m. Thursday, Oct. 5, at Hyatt House Naples. 1345 Fifth Ave. S. \$30. info@girltalktv.com or www.girltalktv.com.

Met Live – Paragon Pavilion screens a live Metropolitan Opera performance of Bellini’s “Norma” at 12:55 p.m. Saturday, Oct. 7. \$18-\$24. 833 Vanderbilt Beach Road. 596-0008 or www.paragon-theaters.com.

Met Live – Paragon Pavilion screens a live Metropolitan Opera performance of Mozart’s “Die Zauberflöte” at 12:55 p.m. Saturday, Oct. 14. \$18-\$24. 833 Vanderbilt Beach Road. 596-0008 or www.paragon-theaters.com.

American Pie – Don McLean performs at 8 p.m. Saturday, Oct. 14, at Southwest Florida Events Center. \$52-\$77. 11515 Bonita Beach Road. 245-9910 or www.swflpac.com.

Youth Day – Koreshan State Historic Site hosts Youth Empowerment Day with a fishing clinic, self-defense demonstrations, guided hikes and more from 9 a.m. to 2 p.m. Sunday, Oct. 15. Free with park entry fee. 3800 Corkscrew Road. 992-0311 or www.floridastateparks.gov.

Free Film – Mercato screens “Legally Blonde” (2001) on the lawn at sunset on Tuesday, Oct. 17. Elle Woods follows her ex-boyfriend to law school and figures out there’s more to her than good looks. Free. 254-1080 or www.mercatoshops.com.

Vocal Concert – Vocalist Sandra Rose performs from 5:30-7 p.m. Wednesday, Oct. 18, at Marco Island Center for the Arts. \$25. 1010 Winterberry Dr. 394-4221 or www.marcoislandart.com.

Classic Film – FGCU's Renaissance Academy screens the Fred Astaire and Ginger Rogers film “Carefree” (1938) at 2 p.m. Friday, Sept. 15. A psychiatrist agrees to hypnotize his friend’s girlfriend so she’ll accept his marriage proposal, but she ends up falling for the doctor instead. \$5 for members, \$8 for others. 1010 Fifth Ave. S. 434-4737 or www.fgcu.edu.

Story Time – Spoken-word artist and storyteller Linda “Schuyler” Ford performs from 7-8:30 p.m. Saturday, Sept. 16, at the office of Dr. Joel Ying. \$15. 2335 Tamiami Trail N. www.saintsandsinners2017.eventbrite.com.

SummerJazz on the Gulf – Naples Beach Hotel & Golf Club presents Late Night Brass when the 32nd season of SummerJazz on the Gulf concerts concludes from 6:30-9:30 p.m. Saturday, Sept. 16. Free. 261-2222 or www.naplesbeachhotel.com.

Foreign Film – FGCU's Renaissance Academy screens “Monsoon Wedding” (2001, India) at 2 p.m. Monday, Sept. 18. A stressed father, a bride-to-be with a secret, a smitten wedding planner and guests from around the world make much ado about preparations for an arranged marriage in India. 1010 Fifth Ave. S. 434-4737 or www.fgcu.edu.

O, Pioneers! – South Regional Library presents a lecture about pioneer settlements in the Ten Thousand Islands at 10 a.m. Thursday, Sept. 21. Free, but registration required. 8065 Lely Cultural Pkwy. 252-7542 or www.collierlibrary.org.

Third Thursday – Love Hunter performs from 6-9 p.m. Thursday, Sept. 21, at Third Street South’s Fleischmann Courtyard. Free. 434-6533 or www.thirdstreetsouth.com.

Classic Film – FGCU's Renaissance Academy screens the Fred Astaire and Ginger Rogers classic “The Story of Vernon and Irene Castle” (1939) at 2 p.m. Friday, Sept. 22. It’s the story of sensational ballroom dancers Vernon and Irene Castle prior to World War I. \$5 for members, \$8 for others. 1010 Fifth Ave. S. 434-4737 or www.fgcu.edu.

Nosh & Shop – Waterside Shops hosts the fifth annual Craving Fashion culinary and fashion event where guests can see the latest fashions available at Waterside retailers and enjoy bites from dozens of area restaurants from 5:30-8 p.m. Friday, Sept. 22. Proceeds benefit United Way of Collier County. 598-1605 or www.watersideshops.com.

WHAT TO DO, WHERE TO GO

Improv for Everyone – The Naples Players hosts an adult class on the fundamentals of improvisational comedy from 7-9 p.m. Thursdays, Oct. 19-Nov. 23, at the Sugden Community Theater. \$75 for members, \$100 for others. 434-7340 or www.naplesplayers.org.

Masterworks – Naples Philharmonic performs works by Shostakovich, Adams and Dvorak at 8 p.m. Thursday and Friday, Oct. 19-20, at Artis—Naples. 597-1900 or www.artisnaples.org.

Tribute Concert – Southwest Florida Event Center hosts a dinner show featuring Van Halen tribute band Completely Unchained from 6-10 p.m. Friday, Oct. 20. \$25-\$75. 11515 Bonita Beach Road. 245-9910 or www.swflpac.com.

Beer Fest – Brew Ha ha returns to Mercato with more than 60 craft beers, stein holding competition, silent auction and a live performance by Rockin' Horse from 4-8 p.m. Saturday, Oct. 21. 254-1080 or www.mercatoshops.com.

How Does Your Garden Grow? – Naples Yard & Garden Show hosts vendors, horticultural experts, lectures and more from 10 a.m. to 3 p.m. Sunday, Oct. 22, at Collier Extension Services. \$5. 14700 Immokalee Road. 352-4800.

Pointe After Dark – Naples Bay Resort hosts a three-course dinner and concert by Journey and Bon Jovi tribute band Titans of rock from 4:30-9 p.m. Sunday, Oct. 22. \$120-\$150. www.poin-teafterdark.com.

The Full Score – Naples Philharmonic performs the score live to a screening of “La La Land” at 8 p.m. Tuesday, Oct. 24, at Artis—Naples. 597-1900 or www.artisnaples.org.

Author Signing – Stuart Woods presents his newest book, “Quick & Dirty: A Stone Barrington Novel,” at 7 p.m. Wednesday, Oct. 25, at Barnes & Noble. 598-5200 or www.bn.com.

Film Fest – Naples International Film Festival screens a variety of independent films Thursday through Sunday, Oct. 26-29. The event kicks off with an opening night celebration and screening at Artis—Naples on Thursday, with screenings throughout the weekend at Silverspot Cinema at Mercato before the festival returns to the arts center for a closing reception and awards. 597-1900 or www.artisnaples.org.

Boo Bash – Little ones can enjoy trick-or-treating, characters, jugglers and more from 9-10:30 a.m. Saturday, Oct. 28, at Waterside Shops. \$10, reservations required. Proceeds benefit Golisano Children’s Museum of Naples. 598-1605 or www.watersideshops.com.

Monster Mash – The Villages at Venetian Bay hosts trick-or-treating, costume contests, arts & crafts and more for little ones from 2-5 p.m. Saturday, Oct. 28. Free. 261-6100 or www.venetianvillage.com.

Indian Dance – Indian arts and culture organization Raaga Inc. presents Odissi Dance Company performing “Das Avatar – Rise of Humanity Vs. Evil, through The Ages” at 8 p.m. Saturday, Oct. 28, at the Barbara B. Mann Performing Arts Hall, Fort Myers. 643-6668 or www.raagafl.org. ■

— Email calendar listings and high-resolution photos to Lindsey Nesmith at lnesmith@floridaweekly.com. Please send Word or text documents and jpgs with time, date, location, cost and contact information. No pdfs or photos of fliers. Deadline for calendar submissions is noon Monday. No phone calls, please.



#Tuning up

■ FGCU’s Wind Orchestra celebrates the centennial of national parks in the USA with a concert at 3 p.m. Sunday, Sept. 24, at Artis—Naples.

— www.artisnaples.org



8.9

■ Marvel to the moves of Ginger Rogers and Fred Astaire at a screening of “Follow the Fleet” at 2 p.m. Friday at FGCU’s Naples Center.

— www.fgcu.edu

■ Comedian **Ralphie May** (“Last Comic Standing”) takes the stage Thursday through Saturday, Sept. 7-9, at Off The Hook Comedy Club.

— www.offthehookcomedy.com



6-7.9



■ The Naples Beach Hotel & Golf Club concludes its 32nd annual **Summer Jazz on the Gulf** concert series with the Tampa-based Late Night Brass from 6:30-9:30 p.m. Saturday, Sept. 16.

— www.naplesbeachhotel.com

9.16



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CELEBRITY EXTRA

Fall for Julie Gonzalo in 'Vermont'

BY CINDY ELAVSKY

Q: Can you tell me what Julie Gonzalo has been up to? I loved her in TNT's "Dallas" reboot.

— Lynn H., Conyers, Ga.

A: Julie has been keeping busy making movies, including the Hallmark Channel's "Falling for Vermont," which premieres at 9 p.m. Saturday, Sept. 23. She plays Angela Young, a best-selling author who decides to escape the media frenzy surrounding her books and their movie adaptations, gets caught in a thunderstorm and crashes her car on her journey of escape. When the town doctor (and single dad) Jeff Callan (played by Benjamin Ayres) finds her wandering with no memory and no ID, he offers up his guesthouse until her memory returns. But as she blends seamlessly into their family life, she must decide if the life she's been living is the life she truly wants.

Julie recently revealed this to me about the role: "She wasn't out to find this world (in Vermont), but the world finds her. It's beautiful to know what your life can be. Yes, follow your dreams, but also follow your heart."

"Find what truly makes you happy and what truly speaks to your heart — a

career or a person or a town, whatever it is — because ultimately, if you're not happy within that, you'll never be happy. You never know what's going to happen tomorrow or if there is a tomorrow, so just make the most of right now."

Q: Is it true that "Hannibal" is being revived?

— Katie R., via email

A: Show creator Bryan Fuller recently teased that he and "Hannibal" executive producer Martha De Laurentiis might revive the suspense/horror/drama about the iconic Hannibal Lecter (played by Mads Mikkelsen).

In early August, Bryan tweeted: "@neoprod has started those conversations. This takes time." Earlier this year, he told Mick Garris on Mick's "Post Mortem" podcast: "I've had conversations with Martha De Laurentiis. I've had conversations with Mads (Mikkelsen) and Hugh (Dancy). We're all excited about the prospect of returning to the story. There's an interesting next chapter in the relationship between Will Graham and Hannibal Lecter that would be fascinating to unpack." ■

— Write to Cindy at King Features Weekly Service, 628 Virginia Drive, Orlando, FL 32803, or send an email to letters@cindyelavsky.com.



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AD DEADLINES & PUBLISH DATES

FORT MYERS, CHARLOTTE COUNTY AND NAPLES/BONITA SPRINGS EDITIONS

- SPACE RESERVATIONS:** Wednesday, October 18: Noon
- ADS REQUIRING PROOF:** Wednesday, October 18: Noon
- CAMERA-READY ADS:** Thursday, October 26: 5pm
- PUBLISH DATE:** Fort Myers - November 15, 2017
- Naples/Bonita Springs - November 16, 2017
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THIS WEEK ON WGCU-TV

THURSDAY, SEPT. 7, 9 P.M.

Doc Martin

Season 5, Remember Me

Martin and Louisa's baby still doesn't have a name, and P.C. Penhale warns them that if they don't register a name for the baby soon the state will step in and name the baby.

FRIDAY, SEPT. 8, 9 P.M.

American Masters: Tyrus Wong

Discover the art, life and impact of the painter behind Bambi and Rebel Without a Cause.



"American Masters: Tyrus Wong," Sept. 8

SATURDAY, SEPT. 9, 10:30 P.M.

Are You Being Served?

A large store in London, Grace Bros. is still run on hierarchical lines. Each member of the staff knows his/her place — in theory.

SUNDAY, SEPT. 10, 9 P.M.

Endeavour

Season 4, Part 4

Learn why the discovery of a 2,000-year-old body reveals a new lead in a missing-person case.



"Endeavour," Sept. 10

MONDAY, SEPT. 11, 10 P.M.

9/11 Inside the Pentagon

Hear rarely told stories of the Sept. 11, 2001, attack on the headquarters of the U.S. government.

TUESDAY, SEPT. 12, 10 P.M.

Frontline

Abacus: Small Enough to Jail

Hear the little-known story of the only U.S. bank prosecuted after the financial crisis. Director Steve James chronicles the Chinese immigrant Sung

WEDNESDAY, SEPT. 13, 10 P.M.

Farthest Voyager in Space

See how NASA's epic Voyager missions, launched in 1977, ushered humanity into the interstellar age. ■

family's fight to clear their names.

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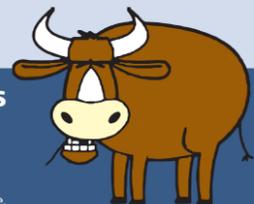
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SAVE THE DATE

■ Waterside Shops hosts the fifth annual **Craving Fashion** culinary and fashion event where guests can see the latest fashions available at retailers and enjoy bites from dozens of area restaurants from 5:30-8 p.m. Friday, Sept. 22. Proceeds benefit United Way of Collier County. For more information as the date nears, call 598-1605 or visit www.watersideshops.com.



■ Craft beer connoisseurs, food truck fans and avian aficionados are invited to the inaugural **"Brews for the Birds"** at Everglades Wonder Gardens from 5-9 p.m. Saturday, Sept. 23. The gardens will be transformed into the Everglades Beer Gardens with twinkling lights, craft beer tastings and folk and jazz music from The Woodwork and Raymond Charles. Bone Hook Brewing Co., Bury Me Brewing, Fort Myers Brewing, Momentum Brewhouse, Naples Beach Brewery, Point Ybel Brewing Company, Riptide Brewing Company and Scotty's Bierwerks will serve their signature brews. Food trucks lined up to date are El Local Mexican Street Food, JewBan's Deli Dale and Sweet Cheesus.

Tickets are \$25 in advance, \$30 at the door (if available). All proceeds from ticket sales and 10 percent of food truck sales will help enhance the gardens' avian habitat. To purchase a ticket, visit www.evergladeswondergardens.com/event/1686. Greg Orick Marine Construction is the evening's Growler sponsor. Additional sponsorships are available. For information, call Sabra Smith at 449-1524 or email sabramsmith@londonbay.com.

■ The **David Lawrence Center Young Executives** hosts a National Recovery Month-themed Wish List Friendraiser from 5:30-7:30 p.m. Thursday, Sept. 28, at Public House in Creekside Corners on Immokalee Road. Admission is free, and those making a wish list donation will receive one free drink ticket. Wish list items include composition notebooks for journaling, art therapy supplies such as pipe cleaners, glitter, sidewalk chalk and bubbles, and stress relieving puzzles. Guests also have the option of making a cash donation at the door toward the purchase of these much-needed items that will help children in DLC's various recovery programs. The friendraiser is sponsored by Barron Collier Companies. For more information, call the center at 354-1434.

■ The Golisano Children's Museum of Naples Guild holds **"Backyard Bash: Barbeque and Brew"** from 6-10 p.m. Thursday, Sept. 28, at Naples Beach Brewery. Guests will enjoy local beer, great food, live music, photo booth fun and beer pong and cornhole tournaments. General admission is \$50; VIP admission is \$75. All proceeds will benefit STEAM educational programming at C'mon. Must be 21 to attend. Purchase tickets at www.cmon.org. Sponsors to date are D&D Site Services, Naples Beach Brewery, Germain Lexus of Naples, Montgomery Eye Center, and Thornburg Pediatrics. Additional sponsorship opportunities are available. For information, call Teresa Stohs at 260-1708 or email tstohs@cmon.org.

■ The **Purple Party Masquerade** hosted by the NextGen Committee of The Shelter for Abused Women & Children takes place from 6:30-9 p.m. Thursday, Oct. 12, at Cavo Lounge. NextGen members and other young professionals gather to raise awareness to end domestic violence and human trafficking. Tickets for \$65 include one drink (cash bar available), hors d'oeuvres and entertainment. Lisa Hulme is this year's chair, and Mike Gebeau is vice-chair. For tickets or more information, including details about sponsorship opportunities, call Rebecca Thompson at 775-3862 or go to www.naplesshelter.org/purpleparty.



■ Project HELP hosts its inaugural **Halloween party** from 6-9 p.m. Saturday, Oct. 21, at Design Studio by Raymond, 990 First St. N. The ghoulish fun includes a costume contest, tarot card readings, music, dancing, games, raffles and sweet treats. Adults only, please. Tickets are \$60. Call 649-1404 or visit www.projecthelpnaples.org.

■ Junior Achievement of Southwest Florida honors its **2017 Business Hall of Fame-Collier County** laureates on Thursday evening, Oct. 26, at the Naples Grande Beach Resort. For tickets or more information, visit www.JASWFL.org.

■ High fashion collides with high art at "Scene to be Seen: A Runway Art Show" to benefit the **Naples Art Association** from 6:30-10:30 p.m. Thursday, Nov. 2, at Volvo Cars of Naples. Jewelry designer Amanda Jaron chairs the evening that

will include a runway show, sales gallery and live auction featuring clothing and accessories for men and women by local artists and designers from Los Angeles, New York, the Philippines and Italy. In addition to A.Jaron Fine Jewelry and Volvo Cars of Naples, sponsors to date include Shula's at the Hilton Naples, Johnny Was, First Florida Integrity Bank, Gulfshore Life and Salons by JC. Tickets range from \$25 for students to \$150 for a VIP package. For tickets or more information, call the Naples Art Association at 262-6517, ext. 121.



COMMUNITY FOUNDATION OF COLLIER COUNTY FOR GOOD. FOREVER.

■ The Community Foundation of Collier County hosts the **2017 Celebration of Philanthropy** luncheon from 11:30 a.m. to 1:30 p.m. Friday, Nov. 3, at the Naples Grande Beach Resort. The following awards will be presented: The Robert C. Cosgrove Award, Patty and Jay Baker; the Harvey Kapnick Award, the Conservancy of Southwest Florida; Outstanding Corporate Philanthropy Award, Wynn's Market & Catering; and the Excellence in Civic Leadership Award, The Latchkey League of The Salvation Army. Tickets are \$185. For more information, visit www.cfcollier.org/events.

■ Humane Society Naples holds its 19th annual fashion show and luncheon: **"The Real Housepets of Naples"** at 11:30 a.m. Friday, Nov. 10, at The Ritz-Carlton Beach Resort. Co-chairs are Philip Douglas and Doug Olsen. Tickets are \$200. Formal invitations will be mailed. For information about sponsorships, email AnnemarieZoller@hnaples.org.

■ **Youth Haven** holds its fourth annual Uncorked wine pairing event from 5-7 p.m. Friday, Nov. 10, at Mediterra Beach Club in Bonita Springs. Guests will catch stellar views of the sun setting over the Gulf of Mexico while enjoying wines from Napa Valley vintner Dariosush, live entertainment, a raffle and silent auction. Tickets for \$150 go on sale Aug. 1 at www.youthhavenswfl.org.

■ The **2017 NCH Hospital Ball** takes place Saturday, Nov. 11, at The Ritz-Carlton Beach Resort. The longest running annual gala in the history of Naples has been held for 59 years to raise funds and awareness for critical hospital programs

and services. Invitations will be mailed this fall. Sponsorship opportunities are available. For more information, call 624-2000.

■ Shops and restaurants at the Village on Venetian Bay do their part for Friends of Foster Children Forever during the annual **"Sip & Sample"** from 5-7 p.m. Thursday, Nov. 16. For more information, call Gisela Estrada at 262-1808, email gisela@friendsoffosterchildren.net or visit www.friendsoffosterchildren.net.

■ Tea at the Ritz to benefit **Make-A-Wish Southern Florida** takes place from 2-4 p.m. Saturday, Dec. 9, at The Ritz-Carlton Beach Resort. For tickets or more information as the date nears, call 992-9474, ext. 22, or email lcolantonio@sflawish.org.

■ **CAPA** Cultural and Performing Arts Center holds its annual gala, "Hitting the Right Note," Monday evening, Jan. 8, 2018, at the Naples Sailing & Yacht Club. For more information, call 775-2800 or email info@capacenter.org.

■ The **Wishmaker's Ball** to benefit Make-A-Wish Southern Florida will be held Saturday evening, Jan. 13, 2018, at The Ritz-Carlton Golf Resort. For tickets or more information as the date nears, call 992-9474, ext. 22, or email lcolantonio@sflawish.org.

■ **Guadalupe Center's** "Welcome Aboard" signature gala takes place Wednesday, Jan. 17, 2018, at The Ritz-Carlton Golf Resort. Amy Heuerman chairs the evening that benefits the center's three educational programs serving Immokalee students from cradle to career. "Welcome Aboard" begins with a cocktail reception and meet-and-greet with high school students within Guadalupe Center's Tutor Corps program, along with a presentation from a Tutor Corps student.

Sponsors to date include the Moglia Family Foundation, London Bay Homes, TD Ameritrade, JPMorgan Chase & Co., MarineMax, Seminole Immokalee Casino, Gulfshore Life, Preferred Travel, Port Royal Jewelers and Waterside Shops. Additional sponsorship opportunities are available until Sept. 15. Individual tickets are \$500. To purchase tickets, become a sponsor or to learn more about Guadalupe Center, visit www.guadalupecenter.org. ■

— Email details about your charity gala or fundraising soiree to Cindy Pierce at cpierce@floridaweekly.com.

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PUZZLE ANSWERS

S	A	I	L	E	D	P	A	N	A	M	E	G	R	E	S	S	E	S		
U	N	S	U	R	E	E	L	I	T	E	L	E	A	T	H	E	R	Y		
M	O	R	G	A	N	A	F	T	E	R	I	L	I	M	I	T	A	T	E	D
A	T	A	T	I	E	R	T	I	C	S	S	L	U	R	P					
T	H	E	C	O	M	P	L	A	I	N	I	N	G	D	I	P	S			
R	E	L	I	A	S	S	T	O	O	K	A	S	E	A	T					
A	R	I	S	T	O	O	S	S	A	B	A	I	L	C	P	A				
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A	L	L	W	E	R	E	A	R	O	O	M	I	E	A	L	S	O			
P	L	A	Y	E	R	O	N	T	H	E	S	P	O	R	T	S	T	E	A	M
D	A	D	A	A	N	D	R	E	W	S	P	A	O	S	A	K	A			
T	U	G	E	N	I	D	E	N	O	S	V	I	N							
W	H	A	T	C	O	M	M	E	N	T	I	D	I	M	A	K	E			
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3	8	4	2	7	6	9	1	5
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5	9	6	8	1	3	4	7	2
7	3	9	5	2	4	1	8	6
1	2	5	7	6	8	3	9	4
4	6	8	1	3	9	5	2	7
8	5	3	9	4	2	7	6	1
6	1	2	3	5	7	8	4	9
9	4	7	6	8	1	2	5	3

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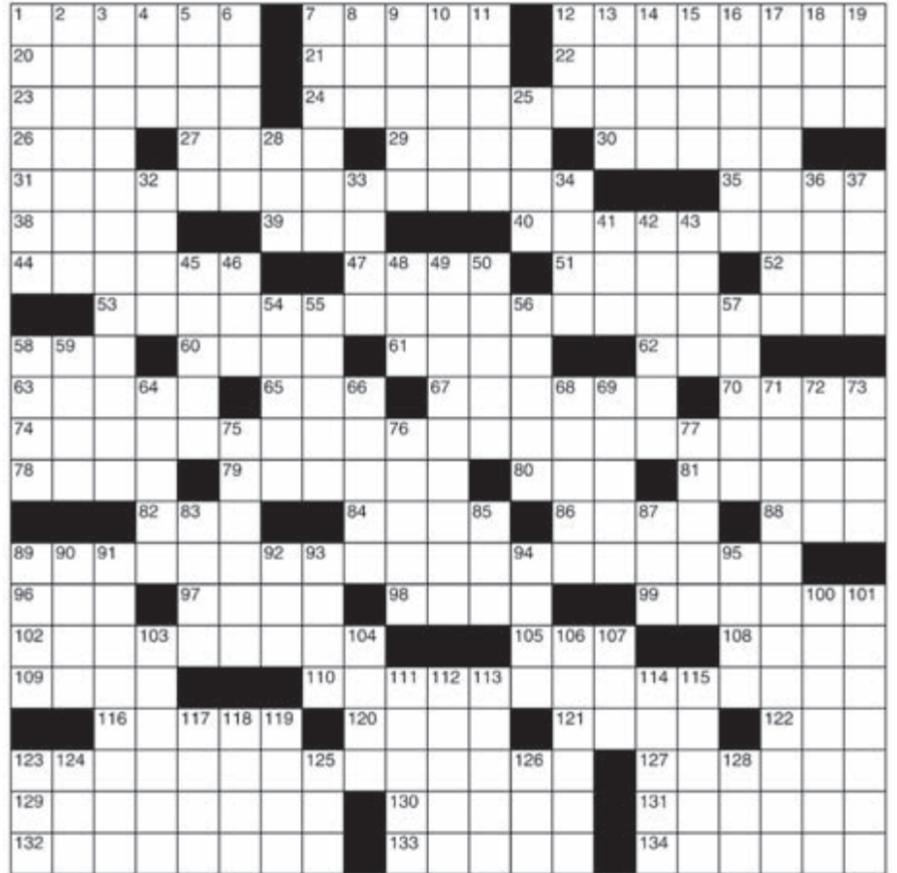
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PUZZLES

CERTAIN VARIETY OF BEEF

- ACROSS**
- 1 Went by ship
 - 7 Old TWA rival
 - 12 Exit doors, e.g.
 - 20 Not certain
 - 21 Top-drawer
 - 22 Feeling like suede, say
 - 23 Actor Freeman
 - 24 Start of a riddle
 - 26 — snail's pace
 - 27 Layer
 - 29 Behavioral quirks
 - 30 Eat soup undaintly
 - 31 Riddle, part 2
 - 35 Short swims
 - 38 Lean (on)
 - 39 Horse cousin
 - 40 Parked oneself
 - 44 British noble, in brief
 - 47 Mountain in Thessaly
 - 51 Cost to get out of jail
 - 52 Pro at W-2s
 - 53 Riddle, part 3
 - 58 Open field
 - 60 Actor Sean
 - 61 — Grey tea
 - 62 Curly's friend
 - 63 "For — Know" (1971 hit song)
 - 65 Stephen of "Still Crazy"
 - 67 Rent splitter, often
 - 70 Not only that
 - 74 Riddle, part 4
 - 78 "Anti-art" art
 - 79 New York governor
 - 80 Beauty spot?
 - 81 City in Japan
 - 82 Pull hard
 - 84 Camelot wife
 - 86 Grandson of Eve
 - 88 Diesel of film
 - 89 End of the riddle
 - 96 Balladeer Janis
 - 97 Oahu shindig
 - 98 Relative of "psst"
 - 99 Polish port on the Baltic
 - 102 It's currently newsworthy
 - 105 Flight takeoff abbr.
 - 108 Be like a sot
 - 109 Tex-Mex staple
 - 110 Start of the riddle's answer
 - 116 Set of beliefs
 - 120 Mixed bag
 - 121 Painter Nolde
 - 122 Kyo — ("Star Wars: The Force Awakens" character)
 - 123 End of the riddle's answer
 - 127 Singer Siepi
 - 129 In a tomb
 - 130 Garlic mayonnaise
 - 131 Las —, New Mexico
 - 132 Unrivaled
 - 133 Pulls hard
 - 134 Optimally
- DOWN**
- 1 Neighbor of Java
 - 2 One more of the same
 - 3 Dish of finely diced vegetables
 - 4 Pull along
 - 5 Muse with a lyre
 - 6 Jeans fabric
 - 7 13-Down of June
 - 8 Sitcom alien
 - 9 Mob boss
 - 10 Didn't dine out
 - 11 "Thank you, Yves!"
 - 12 Manning of the gridiron
 - 13 Precious stones
 - 14 Stair user's aid
 - 15 "And you," to Caesar
 - 16 Pot bits
 - 17 Stage scenery item
 - 18 Up 'til
 - 19 Barrett of rock
 - 25 "It — fair!"
 - 28 Clean air org.
 - 32 Bladderlike sac
 - 33 Beginning on
 - 34 Mongolian desert
 - 36 Dad
 - 37 See 124-Down
 - 41 Rower's tool
 - 42 Destiny
 - 43 Choir woman
 - 45 Melville
 - 46 Corrida cry
 - 48 Holy Mile.
 - 49 Give some of yours to
 - 50 1974 and '75 World Hockey Association winners
 - 54 2002 scandal company
 - 55 Ceaselessly
 - 56 Big failures
 - 57 Irish poet
 - 58 Sgt. Friday's force
 - 59 Fitzgerald of jazz fame
 - 64 Marshal Earp
 - 66 Up — (stumped)
 - 68 Power bike
 - 69 Gom resident
 - 71 Remove any potential evidence
 - 72 Pen name of H.H. Munro
 - 73 Where Muscat is
 - 75 Spicy stew
 - 76 Skin-coloring dye
 - 77 "Such a pity"
 - 83 The NCAA's Bruins
 - 85 '50s prez
 - 87 Texter's "Yikes!"
 - 89 Olympic figure skater
 - 90 "Funny one!"
 - 91 Entertaining little tale
 - 92 Innuendo queen West
 - 93 Need to
 - 94 "— Him on a Sunday"
 - 95 Perry of pop
 - 100 Round solids
 - 101 Most acute
 - 103 Observer
 - 104 "— shalt not ..."
 - 106 Grad-school proposal
 - 107 Like Obama: Abbr.
 - 111 Revlon brand
 - 112 Bone of the shin
 - 113 Wise, skillful lawgiver
 - 114 Neopagan religion
 - 115 Observant
 - 117 Young lady
 - 118 Nothing but
 - 119 Quite a novel
 - 123 Shred
 - 124 With 37-Down, very poor rating
 - 125 Sts.
 - 126 Moose's cousin
 - 128 Fill in (for)



◀ SEE ANSWERS, C13

HOROSCOPES

VIRGO (August 23 to September 22) A rise in your energy level helps you finish an especially demanding task. Take some time now to spend with family and friends before starting a new project.

LIBRA (September 23 to October 22) This is a good time to re-establish contact with trusted former associates who might be able to offer good advice regarding that career change you've been contemplating.

SCORPIO (October 23 to November 21) Your resourcefulness combined with a calm, cool approach help you work your way out of a knotty situation and avoid a potentially serious misunderstanding.

SAGITTARIUS (November 22 to December 21) A calm, quiet period allows you to recharge your energies. But you'll soon be ready to saddle up and gallop off in pursuit of your goals.

CAPRICORN (December 22 to January 19) Family matters need your

attention. Check things out carefully. There still might be unresolved tensions that could hinder your efforts to repair damaged relationships.

AQUARIUS (January 20 to February 18) It's a good time to take a stand and show as much passion on your own behalf as you do when arguing for the rights of others. You might be happily surprised by the reaction.

PISCES (February 19 to March 20) You bring sense and sensitivity to a confusing situation. Things soon settle down, leaving you free to enjoy a weekend of fun and relaxation with friends and family.

ARIES (March 21 to April 19) Your ideas earn you the respect of your colleagues. But you'll have to present some hard facts and figures if you hope to persuade those who make the big decisions to support you.

TAURUS (April 20 to May 20) Keep those bright Bull's eyes focused on the project at hand. Avoid distract-

tions. There'll be lots of time for fun and games later. Expect to get welcome news this weekend.

GEMINI (May 21 to June 20) You soon might have to decide about moving a relationship from its current status to another level. Don't let anyone influence your decision. It must be yours and yours alone.

CANCER (June 21 to July 22) You finally can get off that emotional roller coaster and get back to focusing on your goals without interruptions through the rest of the week. A nice change is due by the weekend.

LEO (July 23 to August 22) Trying to make an impression on some people runs into a bit of a snag at first, but it all works out. An old and almost forgotten personal matter once again needs attention.

BORN THIS WEEK: You have a talent for being able to perceive possibilities where others see only problems. ■

SUDOKU

Difficulty level:



Place a number in the empty boxes in such a way that each row across, each column down and each small 9-box square contains all of the numbers from one to nine.

By Linda Thistle



◀ SEE ANSWERS, C13



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CONTRACT BRIDGE

The disappearing trick

BY STEVE BECKER

Tricks that can be made to disappear are usually a source of great interest to bridge players. This deal from a rubber-bridge game would surely attract almost any player's attention.

If you examine all four hands, it appears declarer is destined to lose three trump tricks and a diamond. But South, warned by the double to expect a bad trump division, not only made the contract but made it with an overtrick.

Declarer won the diamond lead with the king and began a campaign to score as many of his small trumps by ruffing as he could. First he cashed the K-A of clubs and trumped a club, then crossed to dummy's last club. Next, South played the A-K of spades and ruffed a spade.

By this time nine tricks had been played, and South had won them all. His last four cards were the Q-8-7 of hearts and a losing diamond. East, in the meantime, had done nothing but follow suit and still held the A-J-10-9 of hearts.

With the contract already assured, South set out to make an overtrick by leading the nine of diamonds. West played the ten, but East was forced to trump it.

East had to return a trump, and no matter which one he led, declarer was sure to score both the queen and king and so wind up with 11 tricks.

It is doubtful that South would have

North dealer.
North-South vulnerable.

NORTH

♠ A K 8 2
♥ K 4
♦ A 8 5
♣ A 10 9 6

WEST

♠ 10 7 5 3
♥ 2
♦ Q J 10 7 4
♣ 8 5 2

EAST

♠ Q J 9
♥ A J 10 9
♦ 6 3
♣ Q J 7 3

SOUTH

♠ 6 4
♥ Q 8 7 6 5 3
♦ K 9 2
♣ K 4

The bidding:

North	East	South	West
1 ♣	Pass	1 ♥	Pass
1 ♠	Pass	2 ♥	Pass
4 ♥	Dble		

Opening lead — queen of diamonds.

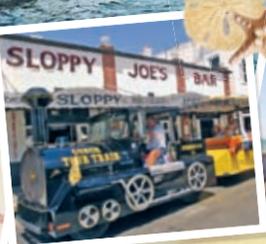
adopted this line of play had East not doubled. It would have been more normal to tackle trumps immediately in the hope of finding a 3-2 division. He still might have made the contract, but certainly not the overtrick.

East's questionable double put South on the right track. It underscored once again the most important word in the contract-bridge vocabulary: Pass. ■



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FILM CAPSULES

The Only Living Boy in New York

★1/2

(Callum Turner, Pierce Brosnan, Kate Beckinsale) In his early 20s and aimless in New York City, Thomas (Mr. Turner) sleeps with his father's (Mr. Brosnan) mistress (Ms. Beckinsale) and ends up even more confused about life. The ending is decent, but this is the type of indie film that's full of high-minded ideas that never amount too much. Rated R.

The Trip To Spain

★★1/2

(Steve Coogan, Rob Brydon, Claire Keelan) Friends and comedians Steve Coogan and Rob Brydon play versions of themselves as they sample fine dining and tourist attractions throughout Spain. Most of it is good conversation that's reasonably consistently funny, though it does get a bit too chatty for its own good at times. Not Rated: Adult themes.

Logan Lucky

★★★

(Channing Tatum, Adam Driver, Daniel Craig) The Logan siblings (Mr. Tatum, Mr. Driver, Riley Keough) and career criminal Joe Bang (Mr. Craig) plan to rob the Charlotte Motor Speedway during the biggest race of the year. It's a fine return to form for director Steven Soderbergh ("Oceans II") and is full of cameos to keep you smiling. Rated PG-13.

Kidnap

★★

(Halle Berry, Sage Correa, Chris McGinn) A desperate mother (Ms. Berry) will stop at nothing to rescue her kidnapped son (Mr. Correa). The story is thin and the action is decent; too bad for Halle Berry that mediocrity is not good enough. Rated R.

The Nut Job 2: Nutty By Nature

(Voices of Will Arnett, Katherine Heigl, Jackie Chan) When a greedy mayor (Bobby Moynihan) wants to build an amusement park, squirrels Surly (Mr. Arnett) and Andie (Ms. Heigl) and the rest of the animals try to stop the destruction of their home. It's not funny, and it's actually insulting to the human race. Rated PG.

Lady Macbeth

★★★1/2

(Florence Pugh, Cosmo Jarvis, Naomi Ackie) An unhappily married woman (Ms. Pugh) in mid-1800s England has an affair with a groundskeeper (Mr. Jarvis) and will stop at nothing to keep it going. The story is dark and twisted, but the real revelation is the emergence of Ms. Pugh, who is superb. Rated R.

Atomic Blonde

★★★

(Charlize Theron, James McAvoy, Sofia Boutella) British Secret Agent Lorraine

(Ms. Theron) is sent to Berlin in 1989 to retrieve a list of secret agents that's fallen into the wrong hands. The story is too complex for its own good, but the action — especially one on a stairwell toward the end — are excellent. Rated R.

Dunkirk

★★★1/2

(Mark Rylance, Tom Hardy, Kenneth Branagh) The brave actions of individuals on land, at sea and in the air during the WWII Battle of Dunkirk are chronicled in director Christopher Nolan's ("Inception") latest. It's superb filmmaking per usual for Mr. Nolan: Briskly edited, great of use of sound and bold images that immerse you in the action. Rated PG-13.

Lost in Paris

★★★

(Fiona Gordon, Dominique Abel, Emmanuelle Riva) Canadian librarian Fiona (Ms. Gordon) has never left home, but ventures off to Paris after receiving a letter from her aunt (Ms. Riva) asking her to come. Hijinks and hilarity ensue. A silly French comedy in the style of Jacques Tati and the great silent comedians, it's quirky and playful in all the best ways. Not Rated (but nothing objectionable).

War for the Planet of the Apes

★★★

(Andy Serkis, Woody Harrelson, Judy Greer) After his wife and child are murdered, Caesar (Mr. Serkis), the leader of the apes, vows vengeance on the man who killed them (Mr. Harrelson). That's right: Caesar only wants revenge on one guy, so there's not much "war" here at all. It's one of the many letdowns in this third part of the new "Apes" trilogy. Rated PG-13.

Spider-Man: Homecoming

★★★

(Tom Holland, Robert Downey Jr., Michael Keaton) Spider-Man (Mr. Holland) must stop a black market arms dealer (Mr. Keaton) from selling alien technology to criminals. Solid action, humor and a winning performance from Mr. Holland in the title role make this thoroughly enjoyable summer fare. Rated PG-13.

Despicable Me

★★★

(Steve Carell, Kristen Wiig, Trey Parker) Gru (Mr. Carell), his long-lost brother Dru (Mr. Carell again) and Lucy try to stop 1980s-inspired villain Balthazar Bratt (Mr. Parker) from destroying Hollywood. Too much focus on Mr. Carell's two characters and not enough on the villain and story make this an uneven disappointment. Rated PG. ■

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LATEST FILMS

'Wind River'



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Is it worth \$10? Yes

The Wind River Indian Reservation is a terrible place to call home. In "Wind River," all the locals hate it. It's cold, isolated, unforgiving and horribly dull. It's also, through the eyes of writer/director Taylor Sheridan, a pretty effective setting for a murder mystery.

Jeremy Renner stars as Corey Lambert, a hunter/tracker in this remote and frigid Wyoming territory. When working in the vast mountainside, he discovers the body of Natalie (Kelsey Asbille), a local teen whose father (Gil Birmingham) is an old friend of Corey's. With the well-meaning tribal police, led by its chief (Graham Greene), of little help, FBI Agent Jane Banner (Elizabeth Olsen) enlists Corey's assistance to find out who raped and murdered Natalie.

Jane isn't fresh out of the academy the way Clarice Starling was in "The Silence of the Lambs," but she might as well be. She's from Fort Lauderdale, was stationed in Vegas and shows up in Wind River wearing a thin jacket and heels. Later she gets maced while confronting a suspect, and after that gets a rude surprise while knocking on a door. She's competent, but this is all new for her, and one of the appeals of the film is watching her navigate this unfamiliar territory.

Really, though, it's Mr. Renner's movie. His Corey is an emotionally broken man who's excellent at what he does and who uses this expertise to maneuver as needed to find answers. At some points it might come a bit too easily for Corey, but because he's a sympathetic figure and we like the chemistry he shares with Jane, the story keeps us engaged.

Until it doesn't.

If the first two-thirds of Mr. Sheridan's ("Hell or High Water") film provide a good story and drama, the last third falls apart. The villains are introduced late, the resolution is unsatisfying

and the ending is overall anti-climactic. At one point Corey refers to a character as dying "with a whimper"; the same could be said of the movie.

Still, there are enough positives to make it marginally worth watching, including impressive cinematography by Ben Richardson ("Beasts of the Southern Wild") and a musical score by Nick Cave and Warren Ellis that's appropriately ominous without being overbearing. There are also some nicely acted individual scenes, including a law enforcement standoff and a flashback to the night of the rape.



Crime-driven, snow-covered movies like this are inherently fascinating. " Fargo " is the best of its kind, but there's also the underappreciated " Snow Angels " and " A Simple Plan, " to name two more. There's something about the harshness of the elements reflecting the bitter cruelty of the story that often allows the films to really click. " Wind River " might not click as much as it should, but it uses this appeal in the best ways possible. ■

in the know

>> "Wind River" was shot on location in Park City, Utah, which is home to the Sundance Film Festival. The movie made its world premiere at the festival in January this year.

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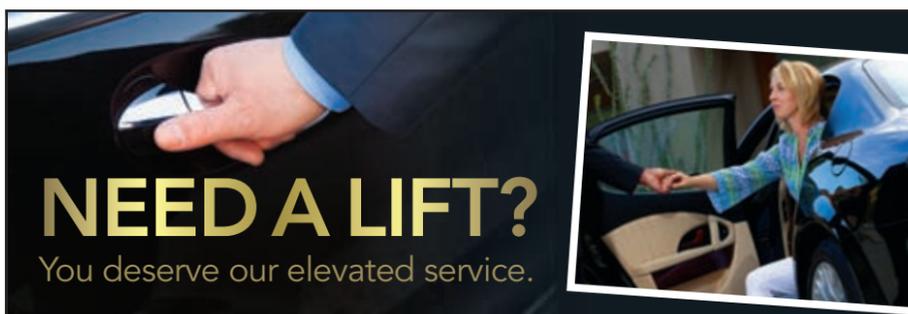
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FLA REP

From page 1

only is it a masterfully written, but it brings together some of Florida Rep's most beloved ensemble members both onstage and in the creative team."

Rachel Burttram and Brendan Powers star as Rosemary and Anthony. The two worked together for the first time in Florida Rep's 2008 production of Mr. Shanley's Pulitzer Prize-winning drama, "Doubt," and have since become husband and wife. Both have appeared numerous times on the Florida Rep stage, Ms. Burttram most recently in "Doublewide" and Mr. Powers in "The Mousetrap."

Another veteran of Florida Rep productions, Viki Boyle, plays Aoife Muldoon in "Outside Mullingar." Ms. Boyle has previously appeared in "To Kill a Mockingbird" and "Over the River and Through the Woods."

Completing the cast in the role of Tony Reilly, guest artist Martin LaPlatney returns to the local stage after appearing in Florida Rep's nationally acclaimed production of "One Slight Hitch" in 2016.

Longtime Florida Rep ensemble member Chris Clavelli directs "Outside Mullingar" and is joined by ensemble members Ray Recht, set designer; Janine Wochna, production stage manager; and Todd O. Wren, lighting designer. Alexandria Vazquez is costume designer for the show, and John Kiselica is sound designer.

And there's more

The 20th anniversary season for Florida Repertory Theatre continues with:

A.R. Gurney's "Sylvia" - Oct. 27-Nov. 15 in the Historic Arcade Theatre

The Pulitzer Prize-winning "Disgraced" - Nov. 10-Dec. 10 in the ArtStage Studio Theatre

The Tony Award-winning "The Last Night of Ballyhoo" - Dec. 1-17 in the Historic Arcade Theatre

"Night and Day: A Cole Porter Revue" - Dec. 22-Feb. 25 in the ArtStage Studio Theatre

Alan Ayckbourn's "How the Other Half Loves" - Jan. 12-31 in the Historic Arcade Theatre

The classic "The Miracle Worker" - Feb. 160-March 7 in the Historic Arcade Theatre

"Cabaret" - March 23-April 11 in the Historic Arcade Theatre

The world premiere of "George Washington's Teeth" - April 6-May 6 in the ArtStage Studio Theatre

Various subscription packages and single tickets are now on sale for all shows in the 2017-18 season. ■



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Entries sought for Bonita film fest

Southwest Florida filmmakers are encouraged to heed the call for entries for the fourth annual Bonita Springs Short Film Festival. In keeping with the 2017 theme of "Historic Bonita Springs," all submissions must include significant footage shot in Bonita Springs.

The competition is open to all ages and all levels of filmmaking experience, from novice to professional. There is no entry fee. Films must be rated PG and no more than 10 minutes in length. Deadline for submission is Friday, Oct. 8.

Cash prizes will be awarded at the opening night gala Thursday, Nov. 2, at Prado Stadium 12 in Bonita Springs. Overall Grand Prize is \$1,000; \$250 will be awarded for Best Technical Film, Best Educational Film, Best Aspiring Filmmaker (under age 18) and People's Choice Award (to be voted for at the gala).

Bonita Springs Film Festival organizers provide technical support with cam-



eras, audio, editing and free workshops. The next workshop is set for 10 a.m. Saturday, Sept. 16. For more information, visit www.bonitaspringsfilmfestival.com or send an email to festival director Antonio Correia at antonio@bonitavideo.com. ■

COLLECTOR'S CORNER

Of sand, seashells and memories

scott SIMMONS

ssimmons@floridaweekly.com



The water was murky the afternoon I drowned.

Obviously, I didn't drown, but I was convinced I had drowned.

Fortunately, my dad jumped in — wallet, watch, shoes and all — to rescue me when a wave swept me away from a boat ramp in Bonita Springs.

The water was murky and I remember tumbling for an eternity that probably lasted for all of a few seconds.

At 2, I was too young to be embarrassed, but the event left its mark on me, and I was terrified of the water for a time.

I eventually got over my fears and loved to visit Fort Myers Beach, which had a funky vibe in the '60s and '70s.

We'd leave the house around 10 or

so on a Saturday or Sunday morning — I remember my mother driving about eight of us in my dad's Suburban, the vehicle bucking at stop and start because she had not yet mastered its clutch.

At the beach, we drove through a coral-rock arch and crossed Matanzas Pass via a swing bridge to get to the beach.

That 1920s bridge sometimes stuck, forcing motorists to turn around and drive all the way down the barrier island to get back to the mainland.

For a small kid, old Fort Myers Beach was a magical place.

You could walk along the pier and for a nickel or a dime, you could use a telescope to peer far off into the Gulf of Mexico, or look up and down the beach.

There were no high rises — only cottages,

mom-and-pop motels and a trailer park or two.

Even then, the Red Coconut played host to RVs and campers and the occa-

sional Airstream trailer. I laugh to think that before there was the Pink Shell Beach Resort & Marina, there were the Pink Shell cottages — pastel-tinted stilt houses that lined the shore.

And there was plenty of shelling.

You could walk along the water's edge and see the tiny coquinas glistening in the sunlight.

Sand dollars washed onto the beach and soon were bleached by the sun. Iridescent stiff pen shells — we called them "turkey wings" — sparkled amid the dried seaweed along the white-sand shore.

But not all creatures along the beach were dead.

During one visit, a group of anglers struggled to reel in a stingray that fought them from underneath the pier.

Another time, I remember trying to take home a horseshoe crab, only to be told by my great-grandmother that it was cruel.

"What would your Sunday school teacher say?" Grandma Gladys asked.

I grudgingly returned the ancient creature to the water and learned that some things are best left to memory. ■



FAMILY PHOTO

Scott Simmons' grandmother, Kathryn Bolender, poses on the Fort Myers Beach pier around 1960.

THE FIND:

A Crown Tuscan glass shell bowl by Cambridge Glass Co.

Bought: Naples Estate Liquidators, 949 Second Ave. N., Naples; 676-8275.

Paid: \$45

The Skinny: I'd sworn off buying more Cambridge Crown Tuscan glass — I have too much, but I love the shell motif that adorns so much of it.

This bowl is especially pretty, with lots of "fire," or opalescence.

I love the way it glows, and it's both pretty and elegant.

Cambridge made its Crown Tuscan pink color from 1932 to 1954. I especially love the Art Deco pieces and the nudes made in this glass.



The quality is wonderful and the glass reminds me of a time when even factory-made pieces had lots of hand finishing. ■

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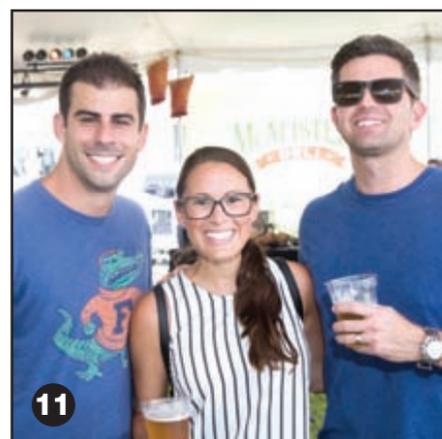
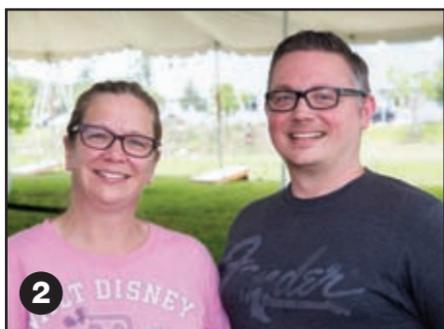
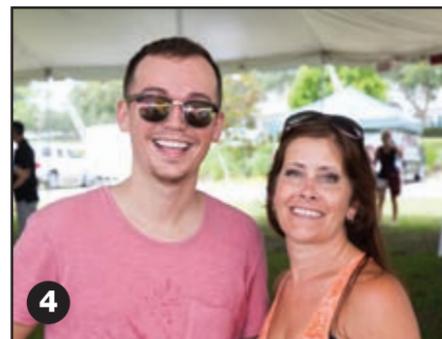
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TIM GIBBONS / FLORIDA WEEKLY

Florida Weekly welcomes submissions for the Society pages from charity galas and fundraising events, club meetings and other to-dos around town. We need 300-dpi photographs of groups of two or more people, facing the camera and identified by first and last names. Questions? Email editor Cindy Pierce at cpierce@floridaweekly.com.

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Not responsible for typographical errors or changes in entertainment schedule.

■ Chef Asif Syed of 21 Spices by Chef Asif takes guests on a culinary journey through India at the next **Beyond the Plate** gourmet healthy dinner at the Greater Naples YMCA set for 6:30-9 p.m. Thursday, Sept. 14.



Chef Asif Syed

Later this fall, Chef Asif returns as a featured chef to the New York City Wine & Food Festival. At the Y, he will prepare dinner in front of Beyond the Plate attendees, with guests working in groups of six at four stations to learn the recipe and culinary techniques. Tickets are \$150 (\$125 when two or more are purchased) and include wines from Naples Wine Collection. Make your reservation at www.greaternaplesymca.org.

■ Tickets are on sale now for the third annual **Foodie Camp** offering a variety of 90-minute, themed cooking classes taught by local chefs Oct. 16-25. Already in the lineup are Alexander Bernard of Alexander's, Isabel Polo and Mary Shipman of IM Tapas, Brian and Nicole Roland of Crave Culinaire, Jesse Houseman of Bistro 821, Tony Ridgway of Ridgway's Bar & Grill, Lisa Boet of Chez Boet, Jean Harvey of The Real Macaw, Abel Gonzalez of Bayside of Bayside Seafood Bar & Grill, Kristopher Jubinville of St. Matthew's House, Keith Casey of KC American Bistro and John Ruzic of Fujiyama and Club Sushi. \$50-\$60, includes lesson, light meal and a chance to win a \$50 dining gift certificate and Foodie Camp apron. 435-3938 or www.foodiecampnaples.com.

■ **Roy's Restaurant** in Bonita Springs hosts a four-course wine dinner with founder Roy Yamaguchi and local chef partner Ignacio Ortiz from 5-9 p.m. Tuesday, Sept. 19. Dishes include striped sea bass with grapefruit, Fresno chiles, ikura and nam plah; Hawaiian-style bouillabaisse with swarnadwipa broth, jumbo tiger prawns, mussels, clams and Georges Bank sea scallops; shoyu charred rib-eye with ginger carrots, spring onion, chanterelle mushrooms and red wine demi-glace; and chocolate banana torte. It's \$79, with reservations required. 26831 S. Bay Drive, Bonita Springs. 498-7697 or www.roysrestaurant.com.

■ **Sea Salt** hosts a three-course luncheon with a lecture by Jason Lauritsen, director of Corkscrew Swamp Sanctuary, from noon to 2 p.m. Thursday, Sept. 21. Mr. Lauritsen will educate guests about the history of the western Everglades, from its ancient roots to present-day efforts to safeguard it. \$55 per person. 1186 Third St. S. 434-7258 or www.seasaltnaples.com.

■ **Everglades Wonder Gardens** hosts a craft beer and food truck festival from 5-9 p.m. Saturday, Sept. 23. Along with live music by The Woodwork and Raymond Charles, the party will feature craft beers from Bone Hook Brewing Co., Bury Me Brewing, Fort Myers Brewing, Momentum Brewhouse, Naples Beach Brewery, Point Ybel Brewing Company, Riptide Brewing Company and Scotty's Bierwerks, and fare from food trucks including El Local Mexican Street Food, JewBan's Deli Dale and Sweet Cheesus. All proceeds from ticket sales and 10 percent of food truck sales will fund enhancements to the gardens'

avian environments. \$25-\$30. 27180 Old 41 Road. 992-2591 or www.evergladeswondergardens.com.

■ **The Local** serves up its second annual Dig The Pig family-style dinner featuring Palmetto Creek Farm pork at 6 p.m. Thursday, Oct. 26. Guests will enjoy a three-course meal featuring local pork and vegetables from Inyoni Farms. \$66 (\$94 with premium wine pairings). Reservations required. 5323 Airport-Pulling Road. 596-3276 or www.thelocalnaples.com.

■ Want to work on your skills in the kitchen? Here are some **cooking classes** on the front burner:

The Good Life, 2355 Vanderbilt Beach Road; 514-4663 or www.goodlifefnaples.com - French Bistro Night: Thursday, Sept. 14 (\$65); Fall Flavors with a Tropical Twist: Wednesday, Oct. 4 (\$69).

Sur La Table, 9501 Strada Place, Mercato; 598-1463 or www.surlatable.com - Healthy Mediterranean Cooking: Thursday, Sept. 7 (\$69); Date Night Paella Party: Friday, Sept. 8 (\$79); Knife Skills 101: Saturday, Sept. 9 (\$59); Date Night Cooking with Wine: Saturday, Sept. 9 (\$85); Pressure Cooking Demystified: Sunday, Sept. 10 (\$69); Weeknight Meals: Sunday, Sept. 10 (\$69); Modern Tuscan Cooking: Sunday, Sept. 10 (\$69); Healthy Fall Favorites: Monday, Sept. 11 (\$48.96); Restaurant-Style Ramen: \$69; Sushi at Home: Tuesday, Sept. 12 (\$79); Paella Party: Wednesday, Sept. 13 (\$69). ■

— Email food and dining news to Lindsey Nesmith at lnesmith@floridaweekly.com.



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THE DISH



The Dish: Roast Beef and Cheddar Sandwich

The Price: \$8

The Place: Straight from New York Bagels

450 Executive Drive

The Hours: 7 a.m. to 2 p.m. every day

The Menu: www.straightfromny.com

The Details: I move through life with a persistent craving for dishes that are cold, meaty, creamy, vinegary and salty. It's a pretty heavy burden to carry, and only a few easily attainable dishes can satisfy it in exactly the proportions I require. I used to think an ultimate sub from Publix was the one thing that ticked all the boxes, but that was before I tucked into a Roast Beef and Cheddar Sandwich at Straight from New York Bagels. The

relatively compact sandwich is composed of a generous serving of roast beef, sharp cheddar cheese and horseradish sauce on a Kaiser bun, all of which combine to hit a spot I can only rarely reach. It was flavorful, cold, filling and just right. I was so satisfied, I didn't even need to consider a Bialy or a cinnamon roll to top things off. Now I know where to go next time.

On More Thing: That's real potato salad dressed with fresh flat-leaf parsley. Unlike that mayo-laden glop many places foist on their customers, you can identify each ingredient and not count days off your life while doing so. It was really good. ■

— Lindsey Nesmith
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PAST REPASTS

Here are some capsule summaries of previous restaurant reviews:

Big Hickory Seafood Grille, 26107 Hickory Blvd., Bonita Springs; 992-0991

In a bayside marina on a quiet stretch of Hickory Boulevard, Big Hickory is off the beaten path but has long been worth tracking down. The expansive view of boats, mangrove islands and birds makes the bayside deck a hot spot, and Big Hickory enjoys a reputation for award-winning dishes that play with local seafood and fruit. Think plantain-crusted grouper with banana-infused sauce and shrimp tacos drizzled with Key lime aioli. The popularity of such signature items might explain why the menu has not changed much over the years. But we can report that the mahi coco loco (coated in coconut and topped with pineapple and buttery rum sauce) and apple-mango grouper (with salsa and passion fruit sauce) are as good as ever. Service can be leisurely, so sit back and enjoy the view. Beer and wine served.

Food: ★ ★ ★ ★
Service: ★ ★ ★ ★
Atmosphere: ★ ★ ★ ★
Reviewed October 2016

Catch 41 Bar 'n' Grill, Ramada Inn, 1100 Tamiami Trail, Naples; 263-6046

The Ramada has a winner in its latest restaurant, run by talented Executive Chef David Lani, a Culinary Institute of America alum who helped launch 7th Avenue Social. The atmosphere is casual, the food is fun and fanciful.

Cucumber mojitos started the meal off on a cool and refreshing note. Three Maryland style mini crab cakes with remoulade, grilled Mexican street corn and cotija cheese made a great appetizer. The bao bun tacos —tucked into Chinese-style buns rather than taco shells — come in three versions, and I liked all three: the crispy pork belly with charred jalapenos, mango and bourbon glaze; blackened shrimp with kim chee slaw; and wild mushrooms with hoisin, onion and cucumber. Red grouper sliders and a pair of mini hot butter poached lobster rolls with garlic beurre blanc were great entrees. Also well done were sides of hand-cut fries and roasted cauliflower with garlic and Parmesan. The stout beer milk chocolate pudding is a great ending for beer lovers. Full bar.

Food: ★ ★ ★ ★ ½
Service: ★ ★ ★ ★ ½
Atmosphere: ★ ★ ★ ★ ½
Reviewed March 2017

Sophia's Ristorante Italiano, 3545 Pine Ridge Road, Naples; 597-0744

Tucked between a Harley Davidson dealership and a Hawthorne Suites sits a gem of a restaurant that seems as if it's been lifted right out of Italy. Sophia's is filled with lovely Tuscan browns and golds with mosaic patterns on tables and floors. The staff is uniformly gracious, and some also come with charming Italian accents. And the food. Try not to overload on the house-made breads served with herb-studded olive oil. The fried calamari was excellent, but I could have made a meal of the tender-crisp rapini and well-seasoned

sausage with polenta. The zuppe de pesce is a remarkable mountain of seafood, but veal is a specialty here and the osso buco, a special that evening, was fork-tender and delicious with a side of porcini risotto. Sea bass with clams, caperberries and house-made linguini was just right. For dessert, the house made tiramisu was light, delicious and ample for two. The wine list is noteworthy as well. Full bar.

Food: ★ ★ ★ ★ ½
Service: ★ ★ ★ ★ ½
Atmosphere: ★ ★ ★ ★ ½
Reviewed December 2015

The Crust, 8004 Trail Blvd., Naples; 244-8488

This popular pizza spot at the Pavilion Shopping Center has added a second, much-needed larger location just a few miles away on US 41. About four times the size of the original (which remains open), it serves the same Midwest-style pizza in the former Big Al's space. Try an old-fashioned soda — we loved the Dr. Pepper and Orange Crush made with real sugar rather than high-fructose corn syrup. A Caesar was fresh with a mild dressing. A house salad had good ingredients but needed a more assertive dressing than the house-made Champagne vinaigrette. A 10-inch BBQ pizza had a thin, crisp crust topped with smoky barbecue sauce, roasted chicken, red onions, smoked gouda, provolone and cilantro. My companion chose one with mushrooms, Kalamata olives and basil. Both were excellent. Service is efficient and pleasant. Full bar.

Food: ★ ★ ★ ★

Service: ★ ★ ★ ★
Atmosphere: ★ ★ ★ ★
Reviewed May 2016

21 Spices by Chef Asif, Sugden Park Plaza, 4270 Tamiami Trail E., Naples; 919-8830

Head east — on Tamiami Trail, that is — for a taste of modern Indian cuisine as imagined and prepared by Chef Asif Rasheed. Born in Northern India, he brings his well-developed talents for art and cooking to this elegant and innovative newcomer where you'll find some of the standards as well as intriguing offerings such as lobster mulligatawny soup, dumpukhy goat biryani and jhinga prawns. The ghehra paani diver scallops were plump and delicious atop a mound of black lentils with orange tomato jus and yellow pepper coulis. Palawaka chaat consisted of crisp fried baby spinach leaves intermingled with dates, tamarind and yogurt. A trio of baby lamb chops were moist and seasoned with a touch of mint and mustard. From the entrees, great choices were the seafood medley, the saffron chicken korma and the Nizam's kofte, vegetable and cheese dumplings. Full bar.

Food: ★ ★ ★ ★
Service: ★ ★ ★ ★
Atmosphere: ★ ★ ★ ★ ½
Reviewed January 2016

Key to ratings

★★★★★ Superb	★★ Fair
★★★★ Noteworthy	★ Poor
★★★ Good	

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CUISINE

Summer opening gives Timeless plenty of time to gear up for season

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KAREN FELDMAN / FLORIDA WEEKLY

The restaurant's lounge is a great spot to kick back with a wine or beer and a pizza to talk with friends or take in a sporting event.

Remember when virtually all Naples restaurants shuttered their doors in August and the staffs headed off for that much-needed break before the start of the next winter season?

But as more people have chosen to live here year-round and the industry has grown more competitive, most restaurants operate all year, taking off a couple of weeks here or there. There are even restaurateurs who decide to open new establishments in what used to be dead time.

And so how appropriate is it that one recently opened spot has dubbed itself Timeless?

Timeless - An MHK Eatery is the brainchild of esteemed area architect Matthew Kragh and well-known chef David Nelson.

Mr. Kragh has designed a lovely new space in the style of Old Florida architecture that is white and modern, with high ceilings, lots of wood and a variety of spaces in which to enjoy its fresh, clean lines. Whether you want something quick at the counter that lines the open kitchen, a casual glass of wine or beer and a pizza in the lounge or a more leisurely meal in the dining room or outdoor courtyard, there's a spot to suit your mood.

Previously of Truluck's and Avenue Five, Mr. Nelson is highly visible within the open kitchen where he and his staff create pizzas in a coal-fired oven along with an eclectic assortment of hearty small plates, salads, sandwiches (lunch only) and full-sized entrees (dinner only). There is also brunch fare on the weekends, such as frittatas, burritos and banana custard French toast.

Vegetarians will find a smattering of options, but they can broaden choices by requesting that the pancetta, bacon, chorizo or other meat found in many dishes be omitted.

A bonus is that Timeless adjoins La Colmar bakery, run by third-generation French baker and pastry chef Yannick Brendel, who imports his flour from France and bakes in the tradition of his family. The bread and pizza crust served at Timeless come from his kitchen.

The bakery was, unfortunately, closed at the time of our visit, so we will be back



An apple strudel pizza is among the dessert offerings available at Timeless.

for a more thorough exploration of this promising newcomer. It would be ideal if the bakery were open into the evening so that Timeless customers could mosey over for coffee and dessert.

I can attest to the excellence of the bread if the basket of tender pita we received with hummus shortly after being seated is any indication. It was just right for the creamy chickpea spread.

On a hot, rainy night, the Yealands Estate single block sauvignon blanc (\$54) from New Zealand seemed like a good bet — and it was, arriving nicely chilled and exuding a lovely nose of stone fruits with a trace of flint. It was crisp and bright with notes of pear, grapefruit and lime.

It proved a good counterpoint to the smoked, coal-fired lollipop wings (\$12), five of which were served on a plate with a sweet and spicy barbecue sauce, chili-garlic gremolata and, for cooling the palate from the spicy bite, some Rogue Creamery smoky blue cheese dressing



Cedar-planked salmon comes as advertised: on its own cedar plank and with potatoes and smoky tomato butter.

and chunks of cheese. The wings were fat and juicy and, although I like mine with the skin cooked to a crisper consistency, I worked around that and thoroughly enjoyed the meat and accompanying sauces that leaned more to the spicy side than the sweet one.

My companion's Timeless house salad (\$9) contained a mix of "power greens," vanilla-cinnamon infused apples, goat cheese and frosted spiced pecans. The house-made honey champagne vinaigrette was ideal for this delicate salad. All the ingredients were fresh and crisp, with the exception, of course, of the creamy goat cheese. It was a light, satisfying starter.

The cedar-planked salmon (\$26) arrived right on said plank. A small cup of creamy smoked tomato butter accompanied it for dipping, and a bowl of grilled potato and kalamata salad complemented the fish nicely. The salmon was cooked to a perfect medium, with a firm outer crust and moist interior. This

was a beautiful and well-executed dish.

I tried a 12-inch white clam pizza (\$14; the 16-inch version is \$26) and was rewarded with a good-sized pie topped with lots of chewy clams, Asiago cheese, herbs and garlic along with a grilled lemon half. The crust was excellent — thin but not cracker-like, with some give to it and a delicious yeasty flavor and texture. The toppings were good, although the Asiago was somewhat salty and made it hard to discern the clam flavor.

Dessert choices were somewhat limited: crème brulee, a peanut butter pie and something described by our server as apple strudel pie (\$12), which turned out to be apple strudel pizza, an extremely sweet rendition of this classic treat. The crust was hard to cut and because of the wealth of sweet, gooey sauce, was difficult to pick up as well. We each ate a piece or two but left most it. This is best ordered for a group that wants to share.

Timeless has only been open a bit more than a month and is already demonstrating a passion for excellence and imaginative offerings. And that can only mean that, in time, it is likely to get better and better. ■

in the know

Timeless - An MHK Eatery

90 Tamiami Trail N., Naples; 331-4325

Ratings:
Food: ★★★★★
Service: ★★★★★
Atmosphere: ★★★★★

- >> **Hours:** 10 a.m. to close Saturday-Sunday, 11:30 a.m. to 11 p.m. Tuesday-Friday
- >> **Reservations:** Accepted
- >> **Credit cards:** Accepted
- >> **Price range:** Small plates, \$14-18; salads, \$9-\$22; sandwiches, \$12-\$24; large plates, \$16-\$36; pizzas, \$14-\$28
- >> **Beverages:** Beer and wine served.
- >> **Seating:** Banquettes and conventional tables in the dining room and lounge, at the open kitchen counter, in the courtyard
- >> **Specialties of the house:** Contemporary American and coal-fired pizza
- >> **Volume:** Moderate to high
- >> **Parking:** Free lot
- >> **Website:** www.timelesseatery.com

★★★★★ **Superb**
★★★★ **Noteworthy**
★★★ **Good**
★★ **Fair**
★ **Poor**



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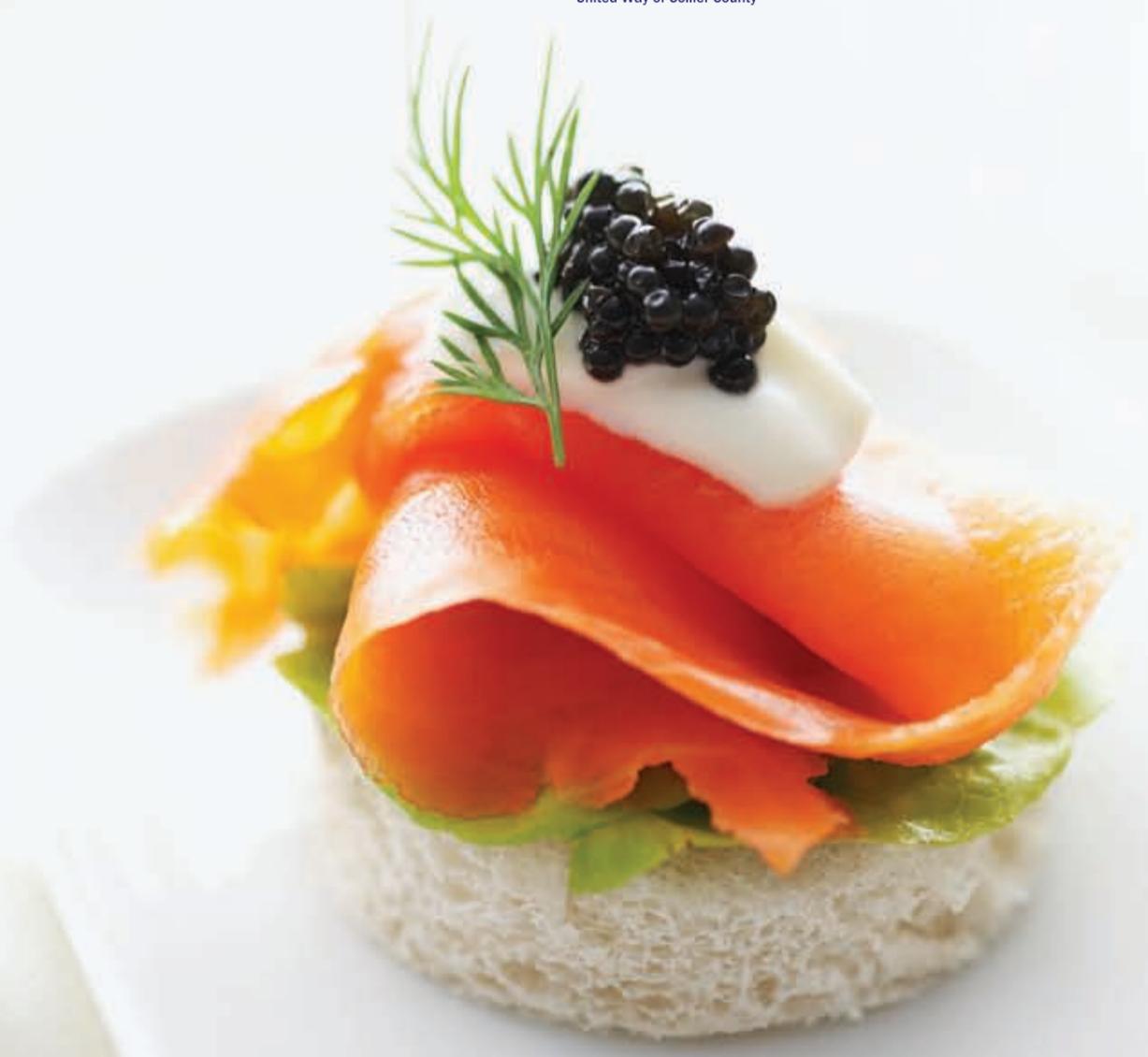
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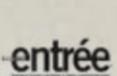
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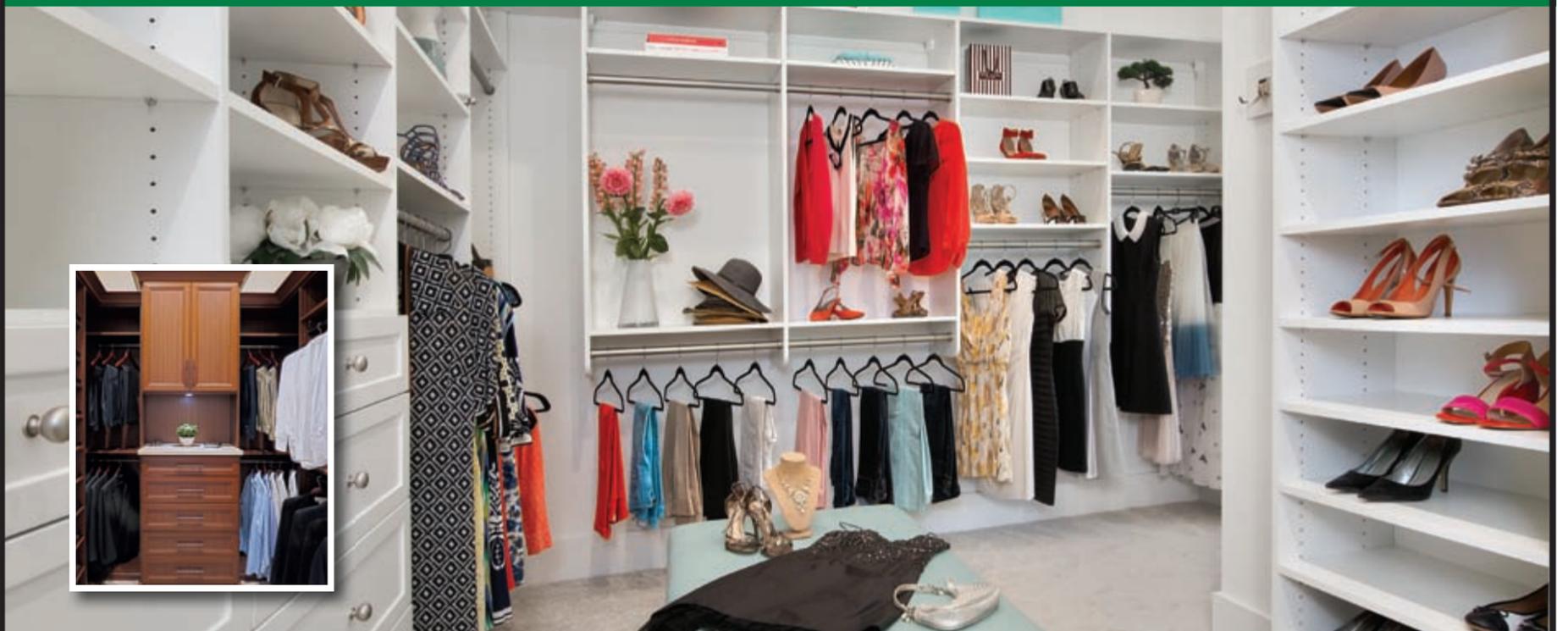


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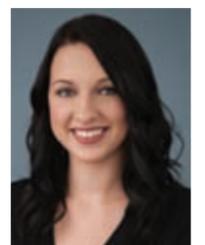
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NEW PATIENTS



Larry Antonucci, M.D.

Lee Health president and CEO

Changing with the times to provide stellar health care

What is the most significant change you've seen in your industry over the last year?

The health care environment is changing rapidly throughout the U.S., and Lee Health is part of that transformation. One of the most visible changes this past year is our new name. Lee Memorial Health System officially marked its 100th anniversary last October and began a new century of caring as Lee Health. The new identity reflects the future direction of health care delivery, which is moving away from a provider of episodic care to partnering with the community and individuals to live a healthy life. Lee Health is taking a more proactive role in shaping, supporting and inspiring our community's health and well-being.

How are you responding to changes in the local economy?

In its role as the leading provider of health care in Lee County, Lee Health must be responsive to the demand for health services as the community grows. Over the next ten years, we will invest more than \$1 billion in capital projects in our community. We have a number of different projects underway, but the two most prominent are Lee Health Coconut Point, an innovative outpatient facility in the Estero/Bonita Springs area that will include a free-standing emergency department among other services, and the expansion of Gulf Coast Medical Center, which will add 275 more beds.

What will you base your success on for 2018?

Well-run health systems typically use a scorecard tied to its strategic goals to measure how well it is meeting its objectives. A scorecard increases organizational focus on execution and results by measuring those things that truly matter. The Lee Health scorecard identifies key performance indicators in five strategic areas, with service, safety and quality being of particular importance. It is publicly available in the About Us section of our website at www.LeeHealth.org.

How are you using technology to improve your business?

Over the past six years, Lee Health

WHO AM I?

NAME: Larry Antonucci, M.D, MBA
TITLE AND COMPANY: President and CEO, Lee Health
YEARS WITH THE COMPANY: 13
YEARS IN SOUTHWEST FLORIDA: 34
NATURE OF BUSINESS: Health care
EDUCATION: Master of business administration, University of South Florida; College of Business Administration, Eastern Virginia Graduate School of Medicine; Resident, Obstetrics and Gynecology Doctor of Medicine, University of Miami School of Medicine

has installed a new electronic medical record system called Epic which has transformed how we access patient information. It is impossible to share all the ways that Epic has led to better quality and safer care, but a few examples are reducing duplicate tests, alerts that warn of potential medication interactions, and ensuring important health screenings take place.

Telemedicine is another way technology is improving how we provide care. The growing use of smart phones and tablets, coupled with advances in encryption to protect personal health information is making telehealth an attractive option. Lee Health is using it in the treatment of stroke, behavioral health and palliative care, several pediatric subspecialties and to home monitor patients with certain chronic diseases. Telemedicine allows patients to be cared for in their own home, which is a major convenience and cost savings for them.

How are you growing and developing your employee skills?

In health care you are only as good as your employees, so Lee Health puts a tremendous amount of energy into furthering the skill set of our employees through training and education. We incentivize employees to continue to learn and grow and provide scholarships to pay for advanced education. In fact, it is so important to us that earlier this year our Board of Directors adopted education as one of Lee Health's core values, along with respect, excellence and compassion. We are very pleased to have Lee Health ranked 29 out of 500 large companies included

in Forbes magazine's "America's Best Employers 2017" list.

Can you tell us about a new hire who will make a positive impact this coming year?

We are adding a new position called Acute Care Medical Officer (ACMO) to our leadership team. Each of our hospitals will add this role, which is a physician who works in team leadership with our vice president of patient care services – the nursing leader at each hospital. Together the ACMO and the VP of patient care are jointly responsible for the overall quality of medical care at each hospital campus. We are adding this position to expand the role of physicians in our daily operations to improve clinical outcomes, patient experience and patient safety.

How do you find inspiration in today's business climate?

When you work in an organization whose mission is to empower healthier lives through care and compassion, you don't have to look far to find inspiration. Every day and every night thousands of employees work with purpose and enthusiasm to make a difference in the health of our patients. I spend some time each month working side by side in a variety of units and departments to stay in tune with daily operations and connect with our

employees, an activity that continually inspires me.

Who is a mentor to you within your industry?

Jim Nathan, who recently stepped aside as president of Lee Health after more than 30 years at the helm, has been a mentor to me for many years. Jim embodies the concept of Caring People, Inspiring Health, and I am grateful for the opportunity to build on the legacy he has left for our health system and our community. ■



Larry Antonucci

Neighbors, Colleagues, Family

JOINED HEALTH

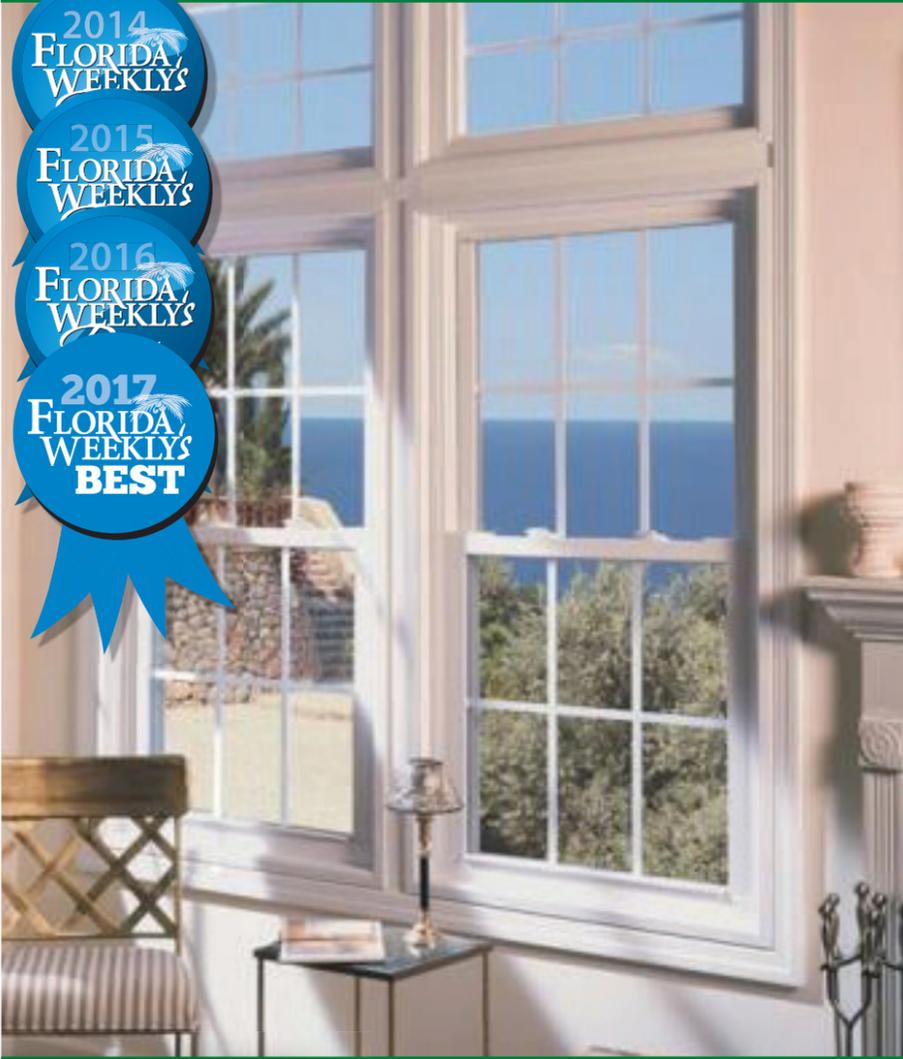
with the Community.

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Jeff Arnold

Chief operating officer of The United Group of Companies Inc.
Technology a key player in running 55+ communities

What is the most significant change you've seen in your industry over the last year?

There has been a much higher demand for maintenance-free living, especially in places like Southwest Florida, which is a very active region in the country. Adults want to stay active and social, but owning a home can become too much of a burden. They're quickly discovering the perks and convenience of a maintenance-free lifestyle.

What improvements, innovations or changes do you foresee in your industry?

The industry as a whole should experience a steady increase in development due to the baby boomer generation entering retirement age and who inevitably downsize to a more accessible and maintenance-free option. It will be important to cater to the baby boomers' needs and interests; they've provided so much for our country and future generations, it's the least we can do.

Name the top three elements or practices that have been absolutely critical in the success of your business?

- Having the right staff - in our case, selecting and developing staff members who have a true sense of purpose, who enjoy working with seniors, and who have excellent customer service skills
- Marketing - being able to successfully market your properties and your services is critical to their success
- Technology - using the right tools to bring efficiencies and enhancements to our daily lives

What's your superpower?

I never lose a game of Texas Hold'em.

How is social media impacting your industry or business this year? What's in store for 2018?

Social media has played an important role in promoting our brands and showcasing our properties. We're able to micro-target certain demographics and communities, so we know our message is connecting with the right people. Since implementing a unique social media strategy for all of our properties, we've experienced a significant increase in traffic at our communities, and we look forward to expanding our network even further.

WHO AM I?

NAME: Jeff Arnold
TITLE AND COMPANY: Chief operating officer of The United Group of Companies Inc.
YEARS WITH THE COMPANY: 3 1/2 years.
YEARS IN SOUTHWEST FLORIDA: I've been working in Southwest Florida since I began working at The United Group of Companies 3 1/2 years ago.
NATURE OF BUSINESS: The United Group of Companies is a real estate development company. Our main focus in Florida has been developing and managing +55 independent senior living communities.
EDUCATION: Bachelor's degree in business management from Stephen F. Austin University
HOMETOWN: Houston, Texas

Who is a mentor to you within the industry?

The United Group of Companies Inc. President and CEO Michael Uccellini has taught me so much about what I know in this industry. He's ambitious, he's talented, and he treats his employees with respect. He is an excellent role model for everyone in our company.

What wise words would you tell young people entering the work force today?

Never stop learning. Find something you're passionate about and work hard and try to be the best at it. Always push yourself, be a team player, and remember there's no growth in the "comfort zone." ■

Facebook? Twitter? Etc...

Our properties are active on Facebook, Instagram and Twitter, and The United Group has specific guidelines and requirements for all three social media websites, which are reviewed every month. Our properties document all of the exciting activities and programs they host, which help adult children, whose parents reside at our properties, stay engaged and updated on their lives.

How are you using technology to improve your business?

We rely on technology and new innovations every day in our business. From equipping our maintenance teams with mobile technology that creates more efficiencies in their day, to utilizing online leasing and e-signatures, to simplifying and streamlining our accounting systems, technology is a key player in our abilities to be successful.

How do you find inspiration in today's business climate?

It's fulfilling to serve our senior community and give back to a generation that worked hard, protected us, and raised strong families. They deserve to live their lives in comfort, surrounded by good friends and neighbors with plenty of activities at their fingertips, and that's exactly what The United Group offers.

Jeff Arnold



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Jason Camp, Kevin Rooney and team

VP of business development, VP of marketing and advertising - Phelan Brands

Giving every guest a positive dining experience

Name the top three elements or practices that have been critical in the success of your business?

- The ability to aggressively negotiate media within the market allowing us to better promote our brands while spending less.
- Finding new and creative ways to promote our brands, including creating new events in the marketplace.
- Staying on top of market trends within our industry to ensure we create, promote and offer consumers what they are looking for whether its healthier options, broader menu offerings, signature drinks or more effective ways to deliver our promotional discounts or coupons.

Within the context of your current marketing/promotional strategy, how do you differentiate your company from your competitors?

One of our key points of difference is having our own in-house marketing team that rivals most advertising agencies. We are completely self-sufficient in being able to handle media buys, ad design, ad placement along with ideating and implementing creative campaigns. Not only do we manage three restaurant concepts, we execute flawlessly the same responsibilities for signature events in Southwest Florida and cross promote aggressively ensuring our brands are seen by thousands. We believe our resources, team members and marketing programs are unmatched in the market.

What will you base your success on for 2018?

Measurable results for us as a mar-

WHO AM I?

NAME: Jason Camp
TITLE AND COMPANY: VP, business development – Phelan Family Brands
YEARS WITH THE COMPANY: 7
YEARS IN SOUTHWEST FLORIDA: 14
NATURE OF BUSINESS: Restaurant company / event management
EDUCATION: University of Florida – Over 20 years in sports marketing including the NFL, MLB, NHL and PGA
HOMETOWN: Miramar, Fla.

keting department are based on getting customers into our restaurants and having memorable dining experiences. We strive to build our brands so they are top of mind and recognizable when seen in the various channels we use to promote getting customers. When they become fans of our brands and return repeatedly, that's the success we will look for year in and year out.

How is social media impacting your industry or business this year? What's in store for 2018?

There is no question it has become a major line of communication to our customers. As part of our focus this year and for 2018, we've dedicated extensive resources to create a stronger social presence across all platforms. We've hired staff including local personality Jen Stacy, a videographer and invested in broadcast-quality equipment to give us the opportunity to create our own engaging and original social content. The power of telling stories that are meaningful, genu-

WHO AM I?

NAME: Kevin Rooney
TITLE AND COMPANY: VP, marketing & advertising – Phelan Family Brands
YEARS WITH THE COMPANY: 4
YEARS IN SOUTHWEST FLORIDA: 10
NATURE OF BUSINESS: Restaurant company / event management
EDUCATION: University of Windsor / Ryerson University – Over 20 years in sports marketing including the OHL, NAHL, NHL, NASCAR and PGA
HOMETOWN: Guelph, Ontario Canada

ine and from the heart has a lasting impression. We've already seen measurable results in engagement and loyal followers looking for the next story we'll tell. We've become more engaged with our customers on more social platforms as well including Snapchat, YouTube and Instagram.

How are you using technology to improve your business?

We have invested a lot of time and energy in making sure we listen to our customers and communicate with them. We have put in place a robust reputation management program with our partner Active Data that allows us in real time to see and respond to reviews on the various review sites as well as comments made on social media platforms. We want our customers to know we value their input whether good or bad. We combine this tool with the utilization of weekly e-blasts to deliver timely offers and messaging about our brands and parlay

that with offering free Wi-Fi in restaurants that allows us to capture email addresses to increase our e-blast database. This is certainly a winning marketing tool for us across all brands.

What do you truly love about working here in Lee County/Collier County?

We have paradise in our backyards!! When you see palm trees, water, beaches and you're in Florida, it doesn't get much better than that. We are lucky to open our doors and have people from all over the world come and visit us as the place to relax, have fun and get away from the everyday.

How do you find inspiration in today's business climate?

As a family-owned company, we have a personal story from our founder Tony Phelan that would inspire anybody. If you can't get fired up and be passionate to make a difference for a family that has overcome a battle with cancer and who thrives on giving back to the community, I don't know what inspires you. We come to work every day knowing that we are in the business of creating memorable experiences. It doesn't get much better than that!

What wise words would you tell young people entering the work force today?

Don't be afraid to work hard. Sometimes the payoff isn't immediate. Get in and make a favorable impression with your work ethic. Say yes to everything and be a sponge. Soak in and learn from those around you — younger, older. You'll become invaluable if you do! ■

Pictured from left to right: Kevin Rooney, Jen Stacy, Logan Westley, Jason Camp, Jarrod Cain and Rod Leon



THREE GREAT
FAMILY OWNED & OPERATED
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Kelly E. Capolino

Real estate professional, Downing-Frye Realty
Listening is key for both buyers and sellers

What is the most significant change you've seen in your industry over the last year?

Consumer confidence is up and there's responsible buying/selling. Clients actually "get it" and are planning for their future in responsible ways. Even a seller loss can be a benefit for their family's future. It is an exciting time to be selling real estate.

How are you responding to changes in the local economy?

Full-time economy. We don't have to "wait for season" to buy or sell. Efforts for my clients are 12 months a year with an ever so slight twist of local focus and up north reachout in the summer months that results in sales for my clients.

Name the top three elements or practices that have been absolutely critical in the success of your business?

Not to be cliché, but I really do care for my clients. My practice is identifying clients' wants and needs, taking time to do so, and examining how we present their property or an offer to purchase with careful review. I take the time upfront to care for my client well before we write a contract. Step by step is my motto.

What are things you'd like to change about your industry now? Your organization or business?

I would love to see the level of professionalism I am accustomed to from my years of NYC business transferred to real estate agent processes. The business of real estate is a business and it should be handled in that format no matter the property price or age of client. Documentation needs to be carefully responded to, not rushed and unprofessional.

Within the context of your current marketing/promotional strategy, how do you differentiate your company from your competitors?

To differentiate myself, I have the courage to slow down the initial

WHO AM I?

NAME: Kelly E. Capolino
TITLE AND COMPANY: Real estate professional, Downing-Frye Realty
YEARS WITH THE COMPANY: 21
YEARS IN SOUTHWEST FLORIDA: 21
NATURE OF BUSINESS: Real estate
EDUCATION: PACE University, New York City
HOMETOWN: Brooklyn, N.Y.

How are you growing and developing your employee skills?

My dad once said no one can take away your education. For that reason I employ a weekly business coach and attend prospecting clinics, listing processes, production retreats. Results are tracked so we can learn how to improve our results for the benefit of our clients.

Can you tell us about a new hire that will make a positive impact this coming year?

Past clients are the base of

process. I stage a home well before photos. Too many agents rush to MLS and may hurt prices. Buying clients: I prepare pre-meetings, conference calls, pre-approvals, proof of funds... This ensures my buyer is perceived as the best at offer presentation.

What's your superpower?

Listening is my super power. Asking questions and clearly learning what a sale will bring to my client's life is the key to doing my job. I have their goal in mind during the process. Listening is key in my negotiating the best deal for my buyers and sellers in real estate.

What will you base your success on for 2018?

To clearly communicate the benefits of my daily business schedule and plans of action to my clients, Realtors and affiliates. Following the daily schedule provides a huge success rate for my clients. Explaining the process to those who don't follow a schedule in my industry is the challenge.



my business and I want to be sure to keep in touch more often so it's database manager.

What do you truly love about working here in Lee County/Collier County/Charlotte County/Palm Beach County?

That's easy. Every day is sunny. Even on a gray day the atmosphere of our people is sunny. Our growth is conservative, however forward moving. You no longer see neon signs and our gas stations have palm trees.

How do you find inspiration in today's business climate?

Honestly, my inspiration was provided by my business coach. Coach: "Kelly, buyers and sellers need your work ethic, professionalism and can-do attitude. Kelly, you need to find clients to help. If they don't work with you they can get a less than real estate experience. So go out and find clients who need your work ethic."

Who is a mentor to you within your industry?

Mike Ferry. He reminds me: Professionalism beats trends, young or flashy. A hard day's work... works ... He reminded me recently, "Kelly, to date, computers are not buying properties. Personal contact is ever most necessary."

What wise words would you tell young people entering the work force today?

Be the one who is professional and does more than is expected. Even if sometimes you do everyone else's job, do it with a smile. It's not about the zeros. Business is about helping your clients achieve their goals. If that is your focus you can make a good living and sleep well at night. ■

Kelly E. Capolino



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Chris Cosentino

Director of sales and operations at Hadinger Flooring

Knowledgeable, professional employees key to success

What is the most significant change you've seen in your industry over the last year?

There has been an explosion in popularity of luxury vinyl flooring; specifically what many people are calling "waterproof flooring." With the advancements in technology and the ease of installation this is becoming a go-to product for customers who have water problems or are worried about water issues. A year and a half ago we did not even have this product on display in our showroom. Now we have a pretty large space dedicated to all the major suppliers.

What are things you'd like to change about your industry now? Your organization or business?

Our industry is facing a serious labor shortage at the moment. The World Floor Covering Association (WFCA), which Hadinger Flooring is a member of, is diligently working on a solution to this problem. We are trying many different methods to attract young people into the field, including recently beginning to work with trade schools.

What will you base your success on for 2018?

All of our success is because of our great employees. We have an unbelievable team at Hadinger Flooring. We have many employees who have been here 10 plus years. Our salespeople are factory trained. We send them to different flooring mills to learn everything about the products we want them to sell. I can't say enough about how knowledgeable, professional and friendly our team is here at Hadinger.

How is social media impacting your industry or business this year?

Social media is becoming more and more important to retailers every day. Most research shows that customers will visit your social media and web pages before they ever decide to visit your store. Companies must make sure that their social media presence com-

WHO AM I?

NAME: Chris Cosentino
TITLE AND COMPANY: Director of sales and operations at Hadinger Flooring
YEARS WITH THE COMPANY: 1 year and 6 months
YEARS IN SOUTHWEST FLORIDA: 1 year and 6 months
NATURE OF BUSINESS: Retail – we sell and install all categories of flooring, rugs and cabinets
EDUCATION: Bachelor of science in business management from Bellevue University
HOMETOWN: Omaha, Neb.

bined with their website grabs enough of the consumers' attention to bring them into their showroom. We are in the process of completely redesigning our website; we want to make it more informative and customer friendly. We also started creating a more active presence on social media and now have a dedicated associate who monitors our social media pages 24/7.

How are you growing and developing your employee skills?

I am currently working on a master's degree in management with a focus on executive coaching. The classes center on organizational behavior. I'm looking forward to finishing my

master's degree in the next two years. I enjoy getting to know my coworkers on a one on one basis.

What do you truly love about working here in Lee County/Collier County/Charlotte County/Palm Beach County?

I love the climate here in Southwest Florida. I am one who likes the hot weather so it fits me well. Naples is very much a relaxed town. It is not the hustle and bustle of larger cities and I like

the relaxed pace. It does "speed up" during season which took some getting used to for me but it is nice to see the new faces. Plus, business picks up for us during this time, which is good.

How do you find inspiration in today's business climate?

I love what I do and love the company I work for. I have been in the flooring business most of my life. I enjoy helping customers and the satisfaction that comes from knowing we are providing quality sales and service at affordable prices. We pride ourselves in providing outstanding customer service at Hadinger Flooring. We have grown so much over the last few years but this is still a "family business." We are a very close-knit family and I really like that and love going to work each morning.

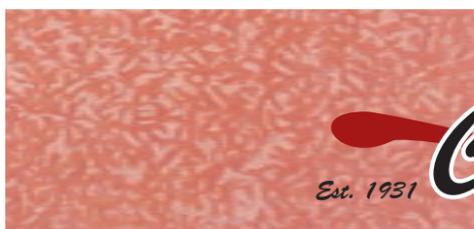
Who is a mentor to you within your industry?

My former boss Scott Baker taught me so much about managing people. He is an incredible leader; he really knows how to manage people. He was very good at empowering his managers; he allowed them to make their own decisions and supported them in those choices. He never told you how to solve a problem but he guided you to the correct resolution and helped in any way needed. He really led by example and I learned so much about leading people from him.

As far as product knowledge and merchandising I have learned so much from our current CEO at Hadinger Flooring, Ed Keller. I do not believe I have ever met anyone who knows more about flooring than Ed. Ed has a knack for knowing exactly where a product should be placed, priced, and where its value is. I have been in the flooring industry for many years and what I've learned working with Ed in just the last year has been extremely valuable. ■



Chris Cosentino



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Chenoa Dall

Employee benefits producer, BB&T - Oswald Trippe and Company Keeping clients informed and in compliance about health care

What is the most significant change you've seen in your industry over the last year?

Without question it's the future of the Affordable Care Act and the whole Repeal and Replace discussion. Replacement legislation began with President Trump's Executive Order on the ACA. The first replacement legislation was called the American Health Care Act and it was pulled before a Senate vote. Its counterpart is called the Better Care Reconciliation Act of 2017. Whatever name is finally attached to Repeal and Replace, it's the job of your health insurance agent to keep you informed and in compliance.

What improvements, innovations or changes do you foresee in your industry?

Regardless of what the Repeal and Replace final legislation looks like, the factors that are taken into account in determining your premiums are not likely to change from the ACA. Carriers can no longer use health status, past insurance claims, gender or occupation. Those factors have largely been replaced by your age, family size, geographic area and tobacco use. It is expected that both the individual and the employer mandates will be eliminated. That means you won't be penalized for not having health insurance. What can you do? See if a high deductible health plan with a health savings account would work for you. If you have an opportunity to do so, participate in a wellness program. Use Telemedicine if available. Ask your doctor if generic drugs are available and use mail order pharmacy programs.

How are you responding to changes in the local economy?

The cost of health care is rising much faster than the cost of inflation. In 2016, the average monthly cost of insurance premiums for an individual was \$393. For a family \$1,021. According to a Willis Towers Watson survey, the employer and employee total cost for insurance this year will approach \$13,000. The number one cost driver is

WHO AM I?

NAME: Chenoa Dall
TITLE AND COMPANY: Employee benefits producer. BB&T - Oswald Trippe and Company
YEARS WITH THE COMPANY: 1
YEARS IN SOUTHWEST FLORIDA OR YEARS IN COUNTY: 4 years
NATURE OF BUSINESS: Health Insurance
EDUCATION: B.A History. M.A. Diplomacy
HOMETOWN: Rutland, Vt.

specialty drugs, specifically, biologics. As a result, more and more employers will be changing benefit contribution strategies resulting in employees contributing a higher percentage of the cost.

What are things you'd like to change about your industry now? Your organization or business?

From a health insurance standpoint, I would like to see a greater emphasis on wellness which over time, could lead to improvement in the overall cost of medical care arising out of chronic conditions.

What's your superpower?

Using my teaching background, I am able to translate very technical information (like the Affordable Care Act) into basic terms that my clients and prospects can understand.

How is social media impacting your industry or business this year? What's in store for 2018?

Social media helps me keep up with my industry, my clients and my prospects. I use LinkedIn on a daily basis. I know that most of my clients checked me out on LinkedIn before deciding to do business with me.

How are you using technology to improve your business?

I see my job as knowing what technology is available and then matching that technology to my clients based

on their needs and goals. My clients want paperless technology and sometimes insurance can be a very paper-intensive business. I sell insurance but I also help to modernize my clients with 21st century technology.

How are you growing and developing your employee skills?

My background is teaching. I was amazed at the volume of professional education you need to be good at selling insur-

ance. It's a life-long process. If you stop learning, you stop growing and cannot be a trusted advisor to your clients. We have to be licensed by the state. We are required to take continuing education. We are strongly encouraged to take and earn professional designation course work and because we are part of the BB&T family, we take about 15 internal courses on an annual basis to include ethics training, information security, data protection, HIPAA and other related coursework.

What wise words would you tell young people entering the work force today?

Insurance can be a great way to make a difference in our community. It has allowed me to get involved with Harry Chapin on the Hunger Walk Committee; Lighthouse of SW Florida Dining in the Dark; Arts for ACT; American Heart Association Heart Ball; and the Ronald McDonald Storybook Ball. ■



Chenoa Dall



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Mindy DiPietro

Chief operating officer, Aesthetic Treatment Centers

Offering integrity, customer service and medical innovations

What is the most significant change you've seen in your industry over the last year?

Innovations in the non-invasive and minimally invasive cosmetic space are making services and procedures safer, more effective and more comfortable than ever.

What improvements, innovations or changes do you foresee in your industry?

Look for improved modalities in skin rejuvenation, body contouring, feminine rejuvenation, hair restoration and topicals. You can count on Aesthetic Treatment Centers to always bring you the best of these options that are available in the market.

Name the top three elements or practices that have been absolutely critical in the success of your business?

Integrity, customer service and innovation in medical technology.

What's your superpower?

My superpower is the ability to focus on people. It's been said before, no one cares how much you know until they know how much you care.

How is social media impacting your industry or business this year?

What's in store for 2018?

Social media is critical! We are a visual industry and as they say, a picture is worth a thousand words. We rely heavily on two amazing business partners to get our message out and keep our clients informed of our very fun events and new services. We could not do it without Batya Maman of Social Connect, LLC and Melisa Tropeano of MTL Communications.

Facebook? Twitter? Etc....

<https://facebook.com/aestheticreatmentcenters>

<https://www.instagram.com/aestheticreatmentcenters>, www.atcnaples.com

What will you base your success on for 2018?

We are working with industry leaders to bring the highest standards in the industry to a national brand. We

WHO AM I?

NAME: Mindy DiPietro

TITLE AND COMPANY: Chief operating officer, Aesthetic Treatment Centers

YEARS WITH THE COMPANY: 1

YEARS IN SOUTHWEST FLORIDA: 29

NATURE OF BUSINESS: Medical Spa

EDUCATION: Bachelor's degree from the University of Wisconsin, Eau Claire; licensed aesthetician

HOMETOWN: Bayfield, Wisc.

have been traveling around the country meeting with business leaders who are interested in joining us, we expect expansive growth in the coming year.

How are you using technology to improve your business?

We are working with Symplast, a leader in the industry, to bring the best of technology to medical supervision, automation of office functions and quality patient communication.

How are you growing and developing your employee skills?

None of this would be possible without our amazing team! Micaela Acres and Lauren Rigor are the backbone of our Naples office and they have a rare combination of compassion and technical excellence. We contract with Dr. Potter to provide injectables and platelet rich plasma procedures. We are fortunate to have Dr. Gregory Leach as our medical director. We have extensive in-house training as well as outside training through our business partners. We are working with professionals at the forefront of medical aesthetics to develop a national training program for nurse practitioners, physician's assistants and aestheticians that we expect to have a huge national impact.

How are you recruiting new talent into your organization?

Happy and productive employees are the best resource in hiring. Birds of a feather do tend to flock together!

How do you find inspiration in today's business climate?

It is always that tribe of amazing business women in Naples and throughout the country who inspire me and keep

me going. I am blessed beyond belief to have these women in my corner. I am particularly impressed with the entrepreneurial spirit of the next generation of female business leaders who are making things happen in a world where the security of a corporate career is much less stable. I am extremely inspired by my daughter Sophia, who is getting a degree in business management from the University of Central Florida but is taking her future in her own hands with the successful Raw Entrepreneur's Podcast and is working with a group of young business leaders who started Core Sports and are becoming the leaders in youth recreational sports training in the Orlando area.

Who is a mentor to you within your industry?

Charles Hallberg, our founder and CEO, has been a wonderful mentor over the past year. He was the founder and CEO of Member Health, a leader in the discount pharmacy industry which rose to a multi-billion dollar company. He was a pioneer in the start-up industry long before that was cool. A little over a year ago, a mutual business associate brought us together. He had a great idea with Aesthetic Treatment Centers but the business lacked leadership with experience in the med-spa industry and was not on the right path. He didn't sugar coat the gravity of the state that the business was in, however, we formed an instant connection that centered around a desire to bring the best standard of care, customer service, technology and integrity to the industry. The mission was to turn the business around without additional investment. It has most certainly been a challenge and he has been there with not only sage advice, but has always recognized and celebrated our victories along the way. We are now moving in the right direction and partnering with the right people to develop a strong national brand.

What wise words would you tell young people entering the workforce today?

Figure out what you're passionate about and work 10 times harder at it than your competitors are willing to. Think outside the box. ■



Mindy DiPietro

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Dante DiSabato

Broker associate/ William Raveis Real Estate

Hard work, responsiveness, follow-ups are key to success

What is the most significant change you've seen in your industry over the last year?

It's really that there are more and better informed buyers coming in from all over the country — and they're staying longer. I am beginning to see more of a year-round atmosphere in Naples.

What improvements, innovations or changes do you foresee in your industry?

When it comes to listings, more videos are being created and more technology is being implemented to help a sale. Buyers today are a lot more educated about the properties they're interested in and the surrounding communities thanks to the tools they have at their disposal. Frankly, that's good news for Realtors who are detail oriented.

Name the top three elements or practices that have been absolutely critical in the success of your business?

I continue to learn on a daily basis and try to be the best possible self I can be every day. With that said, hard work, responsiveness and follow-ups have been the keys to my success. Those things sound obvious, but you'd be surprised how many people don't make the effort.

Within the context of your current marketing/promotional strategy, how do you differentiate your company from your competitors?

I like to think I'm original. I strive to create trends and be the best I can be both within my company and among my peers in the Naples market. You have to think outside the box to come up with creative ways to market your listings and yourself. If a potential buyer likes you and trusts you, and you can build a relationship with them, they will do business with you. In addition, I try to reach a national/worldwide market through print, digital, and other various mediums.

What's your superpower?

Consistency is key. I keep to a strict structure that I've developed over the years and continue to adapt based on the times. I work tirelessly for my customers to ensure they're happy with their investment. Ultimately, I sell the

WHO AM I?

NAME: Dante DiSabato
TITLE AND COMPANY: Broker associate/ William Raveis Real Estate
YEARS WITH THE COMPANY: 3 months
YEARS IN SOUTHWEST FLORIDA: 8
NATURE OF BUSINESS: Real estate
EDUCATION: Bachelor's degree from Miami University
HOMETOWN: Columbus, Ohio

lifestyle beyond the home. And if you are serious about customer service and building relationships, you will see success.

What will you base your success on for 2018?

I'm really excited about 2018, as I have recently moved to William Raveis Real Estate. I'm very happy about the move and feel that Raveis will be a huge asset in marketing listings based on their global reach. With my work ethic, combined with the tools and resources they've given me, I am very excited about what's to come. It's not really about the numbers for me, though I've consistently sold significantly more real estate each and every year that I've been in the business. While that's terrific, it's really about the opportunity to keep building more relationships.

Who is a mentor to you within your industry?

I am very lucky to say that my father is a mentor to me. I have always admired his work ethic since I was a little kid. He's the most

detail-oriented person I know and I continue to learn from him on a daily basis. He also makes sure that I know it's not a sprint, it's a marathon.

What wise words would you tell young people entering the work force today?

Fail big. Do what you feel passionate about. And take chances. Don't be afraid to fail. Don't be afraid to go outside the box. Have goals. In fact, give yourself a goal every day. ... To achieve them you must apply discipline and consistency. After all, just because you're doing a lot more doesn't mean you're getting a lot more done. ■



Dante DiSabato



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Kathleen E. Fleming, R.N. and Carol R. Peterson, R.N.

Visiting Angels of SW Florida

With our help, seniors live independently in their own homes

What do you enjoy most about your jobs?

Not a day goes by that we do not feel more blessed than the day before. Our clients are such wonderful individuals with such incredible and fascinating histories. It brings such joy to be able to give back to them. They certainly have earned their right to grow old with respect and dignity and we are so lucky to be able to provide them with this opportunity.

Are there any new products or services that you will be promoting in the near future?

We are excited to be rolling out our Nurse Advocacy Program. So many of our clients live in Southwest Florida without family members nearby and are sometimes overwhelmed with managing their own care. We are putting together a staff of experienced nurses that will become their clinical liaisons. These clinicians will complete an initial assessment that includes medications, physicians and medical history. Our nurses will then be available to accompany our clients to physician appointments, procedures and most importantly, will immediately be available in the event of a medical emergency to communicate with the health care providers on their behalf. We feel this program will also provide a comfort level to family members who will now have a professional to communicate on their loved one's behalf and also keep them informed.

What is your process for screening and selecting new caregivers?

Selecting caregivers is one of the most critical components of our business and we feel our process is a key factor in our success. Our caregivers are the people that go into your loved one's home and care for them and it is crucial that they are screened and selected to the best of our ability. We begin our hiring process with a telephone interview to determine if there is a language barrier. Our clients do not need the added frustration of not being able to communicate effectively with their caregivers. We then look at their experience and training as we require a minimum of one year of experience prior to hiring them. The next step is the state-required background screening as well as an additional screening that we outsource to a national company (ClearStar) that is much more comprehensive. Although the state does not

require this additional screening, we really feel that this added screening really sets us apart from the majority of home care agencies in the area. Although these practices are critical steps in the hiring process, the final and most important step is determining if the caregiver is the "right fit" to become a member of our team. Character, compassion and passion are not only qualities that we look for but are essential before we allow them to work as an "Angel." Unlike many of the agencies in this area, our caregivers are employees, not independent contractors. The caregivers have Workers Compensation and liability insurance coverage as well as payroll tax withholdings, training and performance evaluations. This eases a huge burden from our clients who may otherwise be responsible for these expenses if using an independent contractor.

How has technology positively impacted your business?

We have contracted with a company called ClearCare that offers a comprehensive system that we use to schedule and manage our caregivers. In addition, ClearCare offers a product called "The Family Room." This provides family members with a secure access portal that allows them to always be in the know. They have access to schedules, the caregiver team, medications, invoices and daily details down to the tasks that were completed during each shift. In addition, they can add "to-do" items for the caregivers to complete over and above the initially assigned tasks. This is invaluable to our families who are geographically not able to be hands on.

What are some of the changes you have seen in your industry in the past few years?

We have seen a

proliferation of new providers from start-up mom and pops to hospital-based organizations. This is a very positive trend and will most likely lead to improved accountability for outcomes. It is an exciting and definitely challenging time for all providers.

What has been your most difficult challenge in the past year?

There is no question that all of us have faced enormous challenges with the changes in the new labor laws and the elimination of the companionship exemption. With the overtime regulations it has become increasingly difficult to provide continuity and consistency of caregivers. So many of our clients suffer from some sort of impaired cognitive function or dementia and would definitely do much better with familiar caregivers. Unfortunately, overtime is not a luxury that most individuals can afford so it has become increasingly challenging to mini-

WHO ARE WE?

NAME: Kathleen E. Fleming, R.N.
TITLE: Executive director/owner: Visiting Angels
NATURE OF THE BUSINESS: Homecare – non medical
YEARS WITH THE COMPANY: 5
EDUCATION AND BACKGROUND: Youngstown State University – AAS Nursing B.S. in Human Resource Management Certified Senior Advisor 35 Years as a registered nurse with experience in CCU/Infusion/Geriatrics
HOMETOWN: Sharon, Pa.

NAME: Carol R. Peterson, R.N.
TITLE: Assistant administrator: Visiting Angels
YEARS WITH THE COMPANY: 5
EDUCATION AND BACKGROUND: 40+ years as a registered nurse: OR/ICU/CCU Graduate of St. Luke's Hospital, Davenport, Iowa - Nursing
HOMETOWN: Moline, Ill.

mize the number of caregivers in order to meet our clients' scheduling needs and yet conform to the new labor laws.

What are some of the major challenges you see for your industry in the next 10+ years?

Approximately 10,000 baby boomers turn 65 every day, which equates to almost 4 million/year. It is estimated that only 55 percent have some retirement and 42 percent of those have less than \$100K. This means that almost half of retirees will be living on Social Security alone. It is a fact that it is more cost-effective to remain in the home when individuals just need a little assistance; however, it will be a tremendous financial challenge to both retirees and their families with such limited resources. ■



Kathleen E. Fleming, R.N. and Carol R. Peterson, R.N.



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Kent V. Hasen, M.D.

Aesthetic Plastic Surgery & Med Spa of Naples

Honesty, integrity and availability are key to success

What improvements, innovations or changes do you foresee in your industry?

The trend in plastic surgery and cosmetic medicine is toward non-invasive or minimally invasive procedures which have improved a great deal over the past 20 years. The results of these treatments can rival that of some cosmetic surgeries, with much less down time and no need for general anesthesia. Procedures like CoolSculpting, which visibly reduces fat bulges without surgery, and Ulthera, which uses deeply focused ultrasound for non-invasive brow, face and neck lifting, are gaining in popularity.

How are you responding to changes in the local economy?

With the rebound of economy in Southwest Florida, we have continued to grow to meet the cosmetic medicine and surgery demands of our patients. We have increased our offerings with new lasers, noninvasive procedures and more providers to address these needs. We have added a full medical spa where patients can now receive eyelash extensions, massage and vaginal rejuvenation procedures.

Name the top three elements or practices that have been absolutely critical in the success of your business?

Honesty and integrity- Telling patients what they honestly need or don't need is a basic tenet of my practice. I am not willing to do a procedure if it is not right or needed for that patient. I would rather turn them away than do something that is either too risky or not indicated. Patients appreciate that honesty and usually return in the future for something else they may really need.

Availability - I am always available to my patients at all times. I give them my cell number to call or text me if they have a problem or question in the evenings or on the weekends. Amazingly, I get very few calls. My patients only call when they have a real question or problem. I would much rather them call or text me the question than sit at home all weekend wondering what to do.

WHO AM I?

NAME: Kent V. Hasen, M.D.
TITLE AND COMPANY: Aesthetic Plastic Surgery & Med Spa of Naples
YEARS WITH THE COMPANY: 15
YEARS IN SOUTHWEST FLORIDA: 15
NATURE OF BUSINESS: Cosmetic plastic surgery
EDUCATION: Indiana University, Bloomington, Indiana
 Universita di Bologna, Bologna, Italy
 Cornell University Medical College, New York, N.Y.
Internship and Residencies: Northwestern University - McGaw Medical Center, Chicago, Ill.; general and plastic surgery
Cosmetic Surgery Fellowship: Baker, Stuzin, Baker - Plastic Surgery Associates, Miami
HOMETOWN: Carmel, Ind.

patients. More recently, we have seen an increase in the use of Instagram. It allows us to post photos and videos in a more user-friendly way. We have stayed away from Snapchat due to the unsavory self-promotion we have seen from some plastic surgeons. ■

Within the context of your current marketing/promotional strategy, how do you differentiate your company from your competitors?

We try to portray a very unified, clean and concise marketing image. My local marketing manager works closely with my employees and my website designers to ensure we portray a cohesive image.

What will you base your success on for 2018?

Continue growth of all aspects of the practice to fully utilize our new 7,600-square-foot facility. We want the surgery center and the medical spa to be booked completely to serve as many patients as we can in 2018.

How is social media impacting your industry or business this year? What's in store for 2018?

Social media has been growing each year in our practice. We started using Facebook as a way of communicating with and educating prospective



Kent V. Hasen, M.D.



Kent V. Hasen

KENT V. HASEN, M.D.

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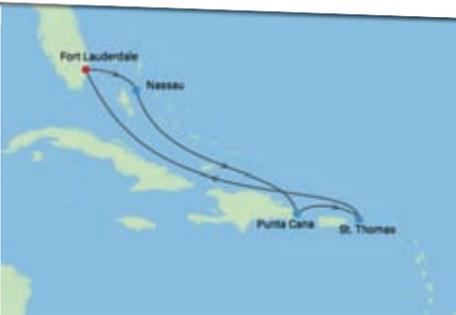
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Michael A. Joyce and Denise A. Joyce

Owner/managing partner, Gulfcoast Coin & Jewelry, LLC

Clients demand knowledge, trust and personalized service we deliver

Name the top three elements or practices that have been absolutely critical in the success of your business?

Product knowledge is the key to the rare coin, precious metal and jewelry business. Besides handling hundreds of millions of dollars in actual product, we attend trade shows and are very active in online communities that disburse data on all types of high end personal property.

While building the business, and we are still building, we have strived for the highest levels of trust with our customers and vendors. Doing the right thing has become an overused cliché but in the coin and jewelry business you must live by "Do The Right Thing" or you don't achieve the level of a company like Gulfcoast Coin & Jewelry.

If you have a business idea that you think will help you grow your company research the opportunity and if the numbers work, go ahead and execute. We opened Gulfcoast Auctions offering only 50 pieces of jewelry. Today we offer over 1,000 different auction items monthly, selling in over 25 countries.

What improvements, innovations or changes do you foresee in your industry?

We see clients taking their business back to the brick and mortar, old-time, family-owned jewelry stores, because they demand product knowledge, trust and personalized service. Since the real estate bubble and bank crisis, people have been driven to hard assets. Precious metals soared for several years, however, prices have dropped dramatically due to a very strong U.S. dollar. At these low prices for precious metals, rare coins and diamonds, people are buying more precious metal products than ever before. Recently, several governments have suspended making precious metal products because they could not obtain the metals to make it, due to high retail demand.

What will you base your success on for 2018?

We would like to continue opening new stores throughout Florida. We feel our business model is unique in as much that no other business combines fine jewelry, diamonds and high-end time pieces, rare coin and precious

metals trading, full-service international auction services and a bank vault depository for your valuables in each store.

How are you responding to changes in the local economy?

We live in paradise, and as baby boomers retire, we feel strongly they will continue to come to Southwest Florida and have a positive impact.

How are you recruiting new talent into your organization?

When we see intelligence and open-mindedness in a candidate or employee who wants to excel in their career we train and support them 100 percent. Superior product knowledge and excitement to share that with our clients is the key.

How do you find inspiration in today's business climate?

Our favorite coin is the Fugio Cent minted in 1787. Benjamin Franklin was behind this coin, and he had the wording "Mind Your Business" on the coin. We feel the same. With your finances, your health and family "Mind Your Business."

What is your superpower?

Our passion for what we do. The passion for coin collecting has existed as long as coins themselves and I was bitten by the coin collecting bug.

A true mark of global distinction, a GIA credential is a symbol of knowledge and trust. Denise has extensive education and training and that knowledge and practical skills translate to her love for gems and jewelry.

What do you truly love about working here in Lee County?

Working with people, listening to people and helping them accomplish making the right decision and fulfilling their needs. ■



Denise A. Joyce and Michael A. Joyce

WHO ARE WE?

NAME: Denise A. Joyce

TITLE AND COMPANY: Managing partner Gulfcoast Coin & Jewelry, LLC

YEARS WITH THE COMPANY: 33 years in business

YEARS IN SOUTHWEST FLORIDA: 59 years in Lee County

NATURE OF BUSINESS: Retail and wholesale of diamonds, fine watches, new and estate jewelry, appraisal services for banks, attorneys and individuals. Appraiser of jewelry and high-end time pieces for Gulfcoast Coin & Jewelry auctions.

EDUCATION: Gemological Institute of America, International Society of Appraisers

CREDENTIALS: ISA designation appraiser, International Society of Appraisers

NAME: Michael A. Joyce

TITLE AND COMPANY: Owner, Gulfcoast Coin & Jewelry, LLC

YEARS WITH THE COMPANY: 43 years in business

YEARS IN SOUTHWEST FLORIDA: 43 years in Lee County

NATURE OF BUSINESS: Professional numismatist, horologist and dealer in precious metals

Wholesale and retail of rare coins and all types of gold, silver and platinum investment products. Charity auctioneer, auctioneer for Gulfcoast Coin & Jewelry.

EDUCATION: University of South Florida, International Society of Appraisers, American Numismatic Association

CREDENTIALS: Professional Numismatic Guild

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Life Member Florida United Numismatist

Life Member Georgia Numismatic Association

Life Member Silver Dollar Roundtable

Life Member Florida Auctioneer Association

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Kevin Kearns

Chief executive officer, Millennium Health Care

Physician-based organization strives for culture of excellence

What improvements, innovations or changes do you foresee in your industry?

It is a very exciting time to be in health care! The advancements in preventing, diagnosing and treating health conditions continues to improve at a rapid pace. Despite all the challenges we hear about in Washington, we still have the best health care and the best doctors in the world. Of the many changes on the horizon in the industry, the one that is most significant may be the change from a “volume-based payment system” to a “value-based approach.” The traditional way that hospitals and doctors received payment was based on the amount and complexity of services provided (volume based). Over the past few years, we have begun to see the shift in payments being based on quality, patient experience and efficiency in controlling costs (value). The Centers for Medicare and Medicaid (CMS) has set a goal that 90 percent of Medicare payments will be value based by 2018. To help push this along, Congress passed the Medicare Access and CHIP Reauthorization Act (MACRA) in 2015 with overwhelming bipartisan support. (98-2 in the Senate!) MACRA will fundamentally change the way Medicare pays hospitals and doctors by rewarding for quality and participation in value based payment models, and financially penalizing hospitals and doctors that do not move in this direction. One example of the shift to value-based care today is the introduction of Accountable Care Organizations (ACOs). Medicare introduced this program in 2012 as a way to encourage health care providers to focus on quality, patient experience, and efficient use of health care costs. For ACOs that demonstrate success in these areas, CMS shares savings generated with the providers. Millennium has been a part of the ACO program since 2013 and invested in our care teams to help manage the complete health needs of our patients. With this focus on the patient, Millennium has achieved national recognition as one of the top five ACOs in the country!

Name the top three elements or practices that have been absolutely critical in the success of your business?

Our incredible physicians, advanced providers and health care team. The foundation of Millennium is a physician based organization focused improving the health of our patients. We strive for a culture of excellence.

Our focus on the patient engagement. We understand that our patients have a choice in choosing their health care provider. We are very focused on ensuring that our patients have the best experience from the time they make an appointment, to the office or hospital visit, to the ongoing care management to support their health and wellness.

Our ability to connect our patients to the appropriate health care setting whether it be in our offices, other providers in the community, hospitals, home health, skilled nursing facilities, etc. As the primary care physicians for over 200,000 patients in our community, we welcome the incredible responsibility of managing the comprehensive health care needs of our patients.

WHO AM I?

NAME: Kevin Kearns

TITLE AND COMPANY: Chief executive officer, Millennium Health Care

YEARS WITH THE COMPANY: 2

YEARS IN SOUTHWEST FLORIDA OR YEARS IN COUNTY: 40

NATURE OF BUSINESS: Health Care

EDUCATION: B.S., College of William and Mary, M.B.A., University of South Florida

HOMETOWN: Fort Myers

What are things you'd like to change about your industry now?

Many times, the health care industry makes it so difficult on the patients. Going to see the doctor may not be very convenient and often can be an anxious time for patients, family members, and care givers. Waiting for an appointment or a test result only adds to the anxiety. With technology, we have seen tremendous improvements in the banking, travel, shopping and other industries. Consumers are used to doing research on the internet at all hours and getting immediate responses. Although making some progress, health care in general has not moved near as fast as other “service industries.” At Millennium, we are very focused on making health care easier for our patients.

As patients become more involved in their health care choices (like they have done with banking, travel and shopping), there will also be the opportunity to become more responsible for key decisions that can improve the quality and cost of their health care. For example, using smartphones to respond to health reminders (e.g., taking prescription medications, ensuring to get their annual wellness visit), fitness programs, nutritional needs, will lead to healthier outcomes, better management of chronic diseases, fewer visits to hospitals and emergency rooms and lower costs to the health care system.

What will you base your success on for 2018?

As the health care system continues the transformation from a payment system based to volume to that of value, our success will largely be measured on the quality of the care we deliver, which includes patient experience, and our ability to ensure that the patient receives the care in the best possible setting.

How are you using technology to improve your business?

Technology is becoming a large part of health care. It's not just the state-of-the-art machines within the offices or our Imaging Centers. It's technology that impacts and changes the lives of our patients. Within the last decade all health care systems and physician practices were required to implement an Electronic Medical Records (EMR) system. In the last few years, we have seen where an online Patient Portal has taken the forefront. It allows for patients to manage their health

information, message their Providers, refill prescriptions and view lab or test results. It provides 24/7 access to your provider and we're seeing that once our patients access it that they truly do like the convenience it brings. Within the last year, Millennium has launched innovative initiatives to assist our patients and providers in their care including:

Skip the Line - Our “Skip-The-Line” feature allows patients to easily get an appointment at one of our Walk-in Medical Centers. Patients can visit our website, see current wait times and sign up for a time that is convenient for them. The technology will send a text when it is time for the patient to arrive, which cuts down on the wait times for patients. We know if our patients need to visit a walk-in that they aren't feeling well and need to see a doctor quickly. Our job is to make it easier for them to get to the doctor.

Online lab appointments - We know our patients like to schedule their lab appointments online, which allows them to book appointments for times that work with their busy schedules, so we were happy to launch this new technology on our website earlier this year.

Online registration / early check-in for appointments - We've also launched new technology that allows patients to check-in

online before their appointment. Similar to how a customer may check-in early for an upcoming flight, the technology cuts down on paperwork and registration process in the offices. Patients are able to check right in for their appointment and from recent positive feedback we know our patients really like this added convenience!

Tele-Medicine - Millennium is currently piloting tele-medicine for how we can roll out this new service to our patients in the next few months. Tele-medicine continues the trend where if a patient needs to speak to a health care provider — no matter if it's at midnight — you can reach a health care provider 24/7. Health care continues to change and patients want new technology and convenience that work for them.

Technology will continue to be a large part of health care moving forward. It's a large part of our everyday lives now so it makes sense for it to be in the health care field.

How are you growing and developing your employee skills?

Growing and developing our employees' skills is a core part of our business, but recently we've been looking at ways to streamline the processes for our team. We've hired a director of health care learning and development for Millennium. Her role will be to foster employee talent and professional growth, as well as align all of the various training offerings under the banner of Millennium University. We are so excited about the launch of our Millennium University program for our team and providers.

How are you recruiting new talent into your organization?

We are focused on always recruiting top talent to Millennium. We have a team that travels across the United States to recruit top providers to the Southwest Florida area to care for our patients. Our team also works with students who are looking for experience in the health care field with our goal being to hire them at Millennium upon their graduation from medical school or their residency program. We're also focused on hiring our veterans and placing them into roles within our organization. Our human resources department is consistently reviewing qualified candidates for positions within Millennium.

Who is a mentor to you within your industry?

I started my health care career 25 years ago at Family Health Centers of Southwest Florida in Fort Myers. I had the privilege to work with Lalai Hamric, the CEO at the time. She always made sure that we kept the patient at the center of focus in this complex, demanding, and sometimes very frustrating, business of health care. She insisted that doing what is right for the patient should always be the foundation for how to run the business. Lalai passed away this past year, however, her mark will forever be left on this community. ■



Kevin Kearns

Tony Leopardi

Owner, Cornerstone Builders of Southwest Florida
 Quality work results in satisfied customers

What is the most significant change you've seen in your industry over the last year?

Seasonal fluctuations continue to level off in Lee and Collier counties. Due to the consistent rise in the housing market in SWFL, the demand for remodeling is growing exponentially which has led us to open our fourth showroom in Marco Island this year.

What do you truly love about working in SWFL ?

When I started the business in 1988, I never dreamed that it would be the company it is today in size and scope. Currently we have over 250 employees and growing. I am proud to continue to bring jobs into SWFL and to contribute to our local economy.

Name the top three elements or practices that have been absolutely critical in the success of your business?

Service, quality and timeliness.

Within the context of your current marketing, promotional strategy, how do you differentiate your company from your competitors?

I have always been the face, voice and reputation of Cornerstone Builders. I put myself and my family in front of the public. We are not just a name and a fancy logo. Although I never thought of it as a strategy, we also rarely, if ever, use subcontractors. People can trust our workers coming into their home. We never require a deposit and warranty everything

WHO AM I?

NAME: Tony Leopardi
TITLE AND COMPANY: Owner, Cornerstone Builders of Southwest Florida
YEARS WITH THE COMPANY: 29 Years
YEARS IN SOUTHWEST FLORIDA: Since 1989
NATURE OF BUSINESS: Home remodeling
Hometown: Long Island, N.Y.

we manufacture as long as the customer owns the home. Our customers know that I am ultimately responsible for the final product.

What will you base your success on for 2018?

We will continue to put our trust

and faith in God. He is in charge and all of our decisions are based on what Jesus would do. Sometimes we make mistakes, but when we do, we stay with the job and make it right. The job is completed when it is done to the client's satisfaction. At our weekly Thursday morning prayer meeting, we pray for all the needs of the company. We will celebrate our 30th anniversary in Southwest Florida in 2018, a milestone that brings with it enormous pride and one we are very grateful for.

What wise words would you tell young people entering the work force today?

There are no shortcuts. Work hard, be honorable and learn your skill. Success at Cornerstone is when we do quality work in a professional manner, at a fair price and end the day with a fully satisfied customer.

How are you responding to changes in the local economy?

Clients are investing in their homes again. After significant research we now have the ability to offer our customers project financing. Clients can finance all or part of their project with options to have zero financing for 12 months or a low fixed rate for 8 or 10 years.

How do you find inspiration in today's business climate?

Happy, satisfied customers. A customer who refers us to a neighbor or writes a nice review truly makes my day. ■



Tony Leopardi



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Dr. Joseph Magnant

Board certified vascular surgeon and owner of Vein Specialists
Expanding our team to grow with the community

What is the most significant change you've seen in your industry over the last year?

We have seen the development of new technology to treat veins with medical adhesive (VenaSeal) and the application of intravascular ultrasound to diagnose pelvic congestion syndrome, iliac vein compression syndrome, and pelvic vein obstruction.

Additionally, we have continued to witness a surge of interest by non-surgeons adding vein treatment to their service line. This has led to a confusing landscape for patients who are seeking expert care for their venous health issues. We believe specialists should treat what they were formally trained to treat. Vein Specialists has responded to this change through continued dedication to physician and public education to increase awareness regarding venous disease, its manifestations and presentations, and the appropriate and ethical treatment of the disease.

What improvements, innovations or changes do you foresee in your industry?

I believe that improvements in public education and awareness regarding the myriad presentations of vein disease will be ongoing and forthcoming. Regarding improvements of therapy, the most significant improvement in our treatment armamentarium in venous disease has been the FDA approved VenaSeal, a "medical adhesive for the treatment of venous insufficiency." Although not currently reimbursed by insurance, we anticipate receiving a code for the reimbursement for VenaSeal in 2018.

In 2017, we expanded our scope of services to include intravascular ultrasound (IVUS) as we saw a need among our patients. IVUS is the most cutting edge catheter based ultrasound technology which allows precise identification and measurement of pelvic vein blockage from within the actual veins. IVUS is used to diagnose and treat patients with signs and symptoms of pelvic congestion syndrome, iliac vein compression syndrome, and pelvic vein obstruction.

We have already witnessed the importance of IVUS in diagnosing more central vein problems in patients

WHO AM I?

NAME: Dr. Joseph Magnant

TITLE AND COMPANY: Board certified vascular surgeon and owner of Vein Specialists

YEARS WITH THE COMPANY: 11 (opened in 2006)

YEARS IN SOUTHWEST FLORIDA: 11

NATURE OF BUSINESS: Health care, patient care

EDUCATION: Earned his doctorate in medicine and performed his general Surgery residency at the Medical College of Virginia in Richmond, Virginia. He completed his Vascular Surgery fellowship at Dartmouth-Hitchcock Medical Center and is certified by the American Board of Surgery in Vascular Surgery.

HOMETOWN: Fairfax, Va.

who have not had complete relief from their previous vein treatments. I predict IVUS will be the most critical development in vein evaluation and catheter directed therapy since endovenous ablation was introduced in 2000.

How are you responding to changes in the local economy?

Vein Specialists has expanded our professional and support staff to meet the needs of our area's population growth through the addition of Dr. Patrick Nero in the Bonita Springs/Naples office and the addition of registered vascular technologists (RVTs) to the vascular lab staff.

Name the top three elements or practices that have been absolutely critical in the success of your business?

Expanding our team to include two board certified surgeons focused 100 percent on vein evaluation and treatment.

Staying on the cutting edge of new treatments.

Serving as a center of excellence and training center for other doctors.

What are things you'd like to change about your industry now? Your organization or business?

I would like to see the medical industry return to specialization in medicine and encourage physicians to practice what they are trained to do rather than branching out into areas they have little knowledge of other than the technical skills of vein access.

Within the context of your current marketing/promotional strategy, how do you differentiate your company from your competitors?

We differentiate ourselves as the original vein specialists with board certified vascular and general surgeons

focused 100 percent on the scientific and objective evaluation and treatment of vein disease. Our focus is to educate patients, physicians and the community regarding all aspects of venous disease.

What's your superpower?

Our staff is our superpower. They are incredibly passionate about patient care and continually strive to ensure each patient has a positive experience. Our team likes to have fun with our patients and make the best of what otherwise can be an inherently stressful experience for patients.

What will you base your success on for 2018?

In 2018, we will continue to measure success based on our effectiveness at educating the community about the various presentations of vein disease. We aim to increase the awareness and recognition of venous disease as a medical condition rather than a cosmetic condition.

How is social media impacting your industry or business this year? Facebook? Twitter? Etc....

We use social media as a tool to allow the community to get to know Vein Specialists beyond what they can find on our website. We want to give them a glimpse into our company culture and showcase our amazing team. You can find our Facebook page at Facebook.com/weknowveins.

Can you tell us about a new hire who will make a positive impact this coming year?

With the addition of Dr. Patrick Nero to our team near the end of 2016, we have been able to fully staff our Bonita/Naples office and are now open five days a week. We are consistently feeling the benefit of his presence and are excited to be able to serve patients in the Bonita Springs/Naples office on a full-time basis. ■



Dr. Joseph Magnant

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Joseph Magnant, MD, FACS, RPVI Patrick Nero, MD, FACS

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Tiffany McQuaid

McQuaid & Company Real Estate Services & McQuaid Marketing & Promotions

‘The clients can be assured our team will assist them from start to finish’

What accomplishment are you most proud of in 2017?

I am most proud of our ability (as a boutique real estate firm) to overcome adversity and figure out a way to maintain strength in our marketplace. We were blessed to be nominated by Inman News (our Global Real Estate News Source) as “Most Innovative Brokerage” in the Country! In addition, we have pioneered the entire state of Florida in launching the first “voice activated” search for real estate through the Amazon Alexa, Microsoft Cortana and Google Home. These devices are quickly becoming a staple in our lives and it makes sense that people will soon be asking for assistance in a real estate search from them as well... Simply ask Alexa to “open real estate” (you may have to enable the Voices-ter skill on your app) and search all of Lee and Collier County with ease. Try it out, it’s super cool! We, as a company, hope to lead and better the industry by example as time goes on...

How are you responding to changes in the local economy?

We, as a company, tend to lead with the question of adding value. With that in mind, we have created a program called “Snowbird Certified” that provides additional education to our Realtors over and above the traditional schooling and continuing education. This designation we have created allows the client “stress free” and seamless relocation from the north to the south in providing everything they need to know about moving to Florida. It is about going further than just the real estate transaction, but assisting in supporting the client’s needs during (what can be) a time of uncertainty coupled with loads of questions. The clients can be assured that whatever their needs, our team will assist them from start to finish.

Name the top three elements or practices that have been absolutely critical in the success of your business?

“This is an easy one, without a doubt: gratitude, creativity and authenticity. I walk through my door every morning with an overwhelming sense of gratitude for being



Tiffany McQuaid

WHO AM I?

NAME: Tiffany McQuaid

TITLE AND COMPANY: President, McQuaid & Company Real Estate Services & McQuaid Marketing & Promotions

YEARS WITH THE COMPANY: 4

YEARS IN SOUTHWEST FLORIDA: 15

NATURE OF BUSINESS: Real estate brokerage marketing and event planning

EDUCATION: Youngstown State University

blessed with the best team in town. The creativity that permeates from my brain is truly a gift that everyone has embraced in my office, our true differentiator. Finally, authenticity, that is the acceptance of each one of us as we truly are and celebrating individual uniqueness. I have always been a believer in being true to you. Everyone else is already taken.

Within the context of your current marketing/promotional strategy, how do you differentiate your company from your competitors?

As a company we believe in community outreach through sweat equity, and our in house marketing team collaborates to create, execute and/or implement some of the area’s largest events. (i.e., Taste of Collier, Rockin’ on the Bay, Rockin’ the Point, Stone-crab Festival, etc.) This allows us an opportunity to bring the community together and give back using our skills and talents. Our Realtors are very involved in the execution and participation and have formed great relationships as a result. As far as a marketing strategy goes, we like to take normal everyday things and put a creative spin on our promotional ad/pieces to make it relatable and memorable.

What is your ‘superpower’?

Superpower? Imagination, period. My creative brain tends to see things in 3D-technicolor and that allows me to create concepts and ideas and see the end result. It then becomes a matter of semantics to implement. With that said,

my strengths lies in internal drive, self motivation and tenacity. As we all have faced many obstacles, fears and failures in life, truly the greatest strength I have learned is bouncing back quickly and never, ever giving up as there is always opportunity on the other side of any obstacle!

How is social media impacting your industry or business this year? What's in store for 2018? Facebook? Twitter? Etc....

I was lucky enough to be involved in a meeting at Facebook Headquarters with the CEOs/owners of some of the largest real estate firms in the world along with the heads of Facebook and Zillow, so this question is topic forefront in my brain. As our industry continues to find ways for exposure of listings in the internet world, social media allows a platform not only for exposure of inventory, but also a huge tool for relationship building. Although most people don’t like seeing a personal feed on Facebook loaded with business promotion and pushing properties, a Realtor who is aware will find and utilize tools currently available (or soon to be available) to make the connection with the consumer or their sphere of influence. The reality in real estate, or any form of sales, is people like to do business with those who they like and trust. Social media is a great catalyst to start the conversation and catapult the relationship if used appropriately.

What will you base your success on for 2018?

As a company, we will continue to keep a finger on the pulse of the future of our industry, but will focus daily on the present. We will continue to think outside of the box and find our own stamp on bettering the industry not only locally, but nationwide. We will broaden our vision for success, try our hardest to stay ten steps ahead, rest easier in knowing there is hope for tomorrow and sprinkle everything we do with a touch of innovation to ensure what we do shines and, most importantly, stands out! ■

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REAL ESTATE SERVICES

Joe Pavich Jr.

Broker associate of Realty World J. Pavich

Referrals, customer satisfaction are key in real estate success

What is the most significant change you've seen in your industry over the last year?

There are always changes in real estate whether it be supply, inventory, demand or interest rates. The real estate market is very strong. If the homes are priced right and marketed properly, they will sell.

What improvements, innovations or changes do you foresee in your industry?

The newest innovation is 3D glasses to walk through a home online and virtual home staging.

How are you responding to changes in the local economy?

The real estate market is always changing. The key is to have the foresight and anticipate the change before it happens.

Name the top three elements or practices that have been absolutely critical in the success of your business?

Making sure every customer is 100 percent completely satisfied, never over promise, always over deliver and always focus on the client's needs.

Within the context of your current marketing/promotional strategy, how do you differentiate your company from your competitors?

I feel I have my real estate marketing down to a science and will continue to experiment with different ideas as they become available. I love showing a client something that nobody else is doing.

What's your superpower?

My superpower is the ability to make buying or selling a simple and somewhat stress-free process. I ask the right questions to buyers and sellers. I find the "right" home quickly when working with a buyer and get the "right" price for a seller. Another superpower is my market knowledge of

WHO AM I?

NAME: Joe Pavich Jr.
TITLE AND COMPANY: Broker associate of Realty World J. Pavich
YEARS WITH THE COMPANY: 17
YEARS IN SOUTHWEST FLORIDA: 28
NATURE OF BUSINESS: Residential real estate sales
EDUCATION: A.A. Business
HOMETOWN: Chicago, Ill.

17 years of full time real estate experience in Southwest Florida. No matter what price range, neighborhood or area, I know it well. I help people make life-changing decisions on the biggest purchases of their lives. I feel I can be put in any "real estate situation" and come up with a game plan that will get the job done.

What will you base your success on for 2018?

Referrals from my current and past clients. The key is marketing to gain new clients. The referrals are key. When receiving a referral the client has a level trust with me before we even meet.

How is social media impacting your industry or business this year? What's in store for 2018?

I think social media is great for any business if used properly. It has helped grow my business.

How are you using technology to improve your business?

I always stay ahead of the curve. Any new technology I try and implement it into my marketing. New marketing ideas to many can become overwhelming as there are so many.

I try them and see how they work. I also have a new website, www.joepavichjr.com, that is simple and optimized in every way to bring new buyers and sellers.

How are you growing and developing your employee skills?

I have two full-time assistants who care like I do. We are a great team and extremely focused on making buying or selling an excellent experience.

How are you recruiting new talent into your organization?

Mostly by word of mouth and referrals. I look for integrity, honesty, focus, drive, ability to multi-task, ability to take constructive criticism, extremely hard working and always putting the client first.

Can you tell us about a new hire that will make a positive impact this coming year?

I have recently implemented an intern program which had made a positive impact. I have had three interns in the past two years and I love new ideas. I always make sure I cover every aspect in marketing.

What do you truly love about working here in Lee County and Collier County?

The lifestyle, proximity to beaches, tons of golf courses, boating, proximity to the airport and of course the weather.

Who is a mentor to you within your industry?

My Mom and Dad, who are great mentors to me. ■



Joe Pavich Jr.



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JPAVJR@EARTHLINK.NET

Michael Polly

President and managing broker at Royal Shell

Always seeking a better experience for our customers

What is the most significant change you've seen in your industry over the last year?

As with most industries, the shift to digital services and the online presence that retailers have presented the consumer have left them very empowered. From the comfort of your living room or your desk, you can shop, compare, negotiate and be as stern as you'd like, as you have complete anonymity sitting behind that keyboard. However, when it comes to certain things, like buying or selling a home, owning a rental property or planning your next dream vacation experience, it is still essential for the consumer to have professional guidance and service regardless of whether it is online or telephonically. Hence the power of reviews and social media comments. Again, the consumer is extremely brave when he or she has anonymity from behind that keyboard.

The most significant change is actually a constant: The consumers' need and desire to talk with someone who is local and not in another state managing their vacation or rental experience. They want to know that the guidance that is being given is first-hand and not being read from a script. Online companies simply cannot provide the same or better level of service and knowledge as a company whose local team works, lives and plays here in our paradise. While we and other online companies grow, we still interact with each guest and owner personally. Our housekeeping and maintenance teams with their fleet of 50-plus vehicles ensure each guest receives the treatment they expect; the treatment they deserve. For Royal Shell companies, "customer service" is not just a buzz word that is part of some mission statement or core values that sits in a desk drawer. It is a calling, a way of life and a belief that our staff embraces from years of serving our clients, many of them multi-year repeat clients. We like to tell folks that with Royal Shell you can buy, sell, rent and vacation all under one shell.

What's your superpower?

I learned a long time ago you can accomplish great things when you surround yourself with great people. I wouldn't call it a superpower but

WHO AM I?

NAME: Michael Polly
TITLE AND COMPANY: President and managing broker – Royal Shell
YEARS WITH THE COMPANY: 8
YEARS IN SOUTHWEST FLORIDA OR YEARS IN COUNTY: 18
NATURE OF BUSINESS: Real estate sales, annual and seasonal rentals, vacation rentals.
EDUCATION: University of Kentucky – studied electrical engineering, real estate broker, real estate – Certified Residential Specialist (CRS), Certified Luxury Home Marketing Specialist (CLHMS), Graduate Realtor Institute (GRI), Certified Negotiation Expert (CNE)
HOMETOWN: Lexington, Ky.

maybe a super-purpose. I enjoy seeing others grow and succeed. I enjoyed that with my first internet company, when we were paving the way in the early '90s. I enjoy it more than ever today.

What will you base your success on for 2018?

The satisfaction of our buyers, sellers, owners and guests will be the measure of our success. We base everything on showing our appreciation for their trust in Royal Shell. Also, our continued growth and investment in our community. In 1997, Royal Shell began with four employees. Today we have 160 and we're celebrating our 20th anniversary of being in business in Southwest Florida.

How are you growing and developing your employee skills?

One of our core values is the belief that we must continually learn to keep an advantage. For

our real estate team, we encourage advanced training from our industry associations and industry experts. When it comes to vacation rentals we're bringing in trainers for guest services, customer service and our reservations staff. We're purpose driven and our trainers have worked with the Atlantis in Nassau as well as resorts in Las Vegas. Our goal is to always seek a better experience for our customers.

How are you recruiting new talent into your organization?

For real estate associates, we look for individuals with experience, values and a proven track record. We're not a

training ground for new agents. Our associates represent the finest in the business. Our rental team has a broad range of hospitality and real estate experience. We use online job boards and are always looking to hire from our local colleges.

What do you truly love about working here in Lee County/Collier County?

I get to work where people from around the world come to vacation. I love the variety of Southwest Florida — from shopping on Fifth Avenue in Naples to no stop lights on Sanibel. Baseball, golf, fishing, boating, the beaches — there is never a lack of opportunity to enjoy the area.

How do you find inspiration in today's business climate?

I believe you either wake up inspired or you wait to be inspired. We wake up inspired and look for ways to take advantage of any business climate. Opportunity is always there to succeed — it just changes the way it looks from time to time. I do find inspiration daily when we help families find their own place in our paradise. We've helped buyers find a multimillion dollar beachfront compound. We've also heard from families who have visited our area for years and share the memories of their childhood with their parents vacationing here. And now they want to keep those memories alive for their children. That's the nature of our business and inspires us each day.

What wise words would you tell young people entering the workforce today?

Stay focused and just keep working. It's not what those around you are doing that will be responsible for your success. Take responsibility for your failures and successes. True success only comes from you and I've never met a successful person who did it working 9 to 5. ■

Michael Polly



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 North Carolina Locations: Cashiers/Lake Glenville, Highlands and Sapphire/Lake Toxaway

*Awarded by Lee County BIA

John Schrenkel

CEO, American Eagle Mortgage

Wide array of products keeps us ahead of changing economy

What is the most significant change you've seen in your industry over the last year?

Contrary to the last six years of tightened underwriting guidelines, this year we've seen a much needed expansion of credit and underwriting guidelines. This has opened up the opportunity for homeownership to customers that may have been excluded in the past six years. This easing of underwriting guidelines combined with several down payment assistance programs that we offer has made the dream of home ownership a little easier for many.

What improvements, innovations or changes do you foresee in your industry?

Online tools for prequalification have made approval for mortgages faster and more efficient. And now the combination of financial advisors with the mortgage industry have combined the good sense to utilize property investments for personal portfolios. Innovation and staying ahead of the technology curve are critical components of a successful, modern mortgage company. In much the same way that Amazon Prime has revolutionized the speed and convenience with which consumers shop for goods, technology is changing the speed and ease with which consumers obtain a mortgage.

How are you responding to changes in the local economy?

Our focus has always been helping those in our communities achieve the dream of home ownership. In pursuit of this dream, we continue to add mortgage products that will help more borrowers qualify for a home loan. Whether it's a bank statement loan in lieu of tax returns for a self-employed individual, a zero down VA or USDA loan or down payment assistance, our wide array of products help keep us ahead of the changing economy.

Name the top three elements or practices that have been absolutely critical in the success of your business?

* Commitment to helping those in our communities achieve the dream of home ownership.

WHO AM I?

NAME: John Schrenkel
TITLE AND COMPANY: CEO, American Eagle Mortgage
YEARS WITH THE COMPANY: 17
YEARS IN SOUTHWEST FLORIDA: 10
NATURE OF BUSINESS: Mortgage Banking
EDUCATION: College
HOMETOWN: Lorain, Ohio

- * Consistently closing mortgage loans smoothly and on time.
- * Hiring and retaining exceptional and professional loan originators

What are things you'd like to change about your industry now? Your organization or business?

Since 2009, the pendulum swung too far in the direction of over-regulation and compliance. This over-regulation has added tremendous cost and time onto the mortgage process which ultimately gets passed on to the consumer. While much of the regulation was needed, some of it needs to be repealed in order to ease the burden on borrowers.

Within the context of your current marketing/promotional strategy, how do you differentiate your company from your competitors?

Our knowledge and experience set us apart from our competition. These qualities allow us to bring confidence to the home buyer and Realtors that the home loan will close on-time. Additionally, we now offer advance approval to our borrowers which effectively makes that buyer as strong as a cash buyer.

What's your superpower?

Being able to see in the distance. Projecting outcome.

What will you base your success on for 2018?

Continue to hire and retain

knowledgeable and experienced loan originators who are committed to help those in our communities achieve the dream of home ownership.

How is social media impacting your industry or business this year? Facebook? Twitter? Etc....

So important! This gives the ability to reach target markets in a click.

How are you using technology to improve your business?

We have leading edge technology to make the mortgage experience accessible and easy for our borrowers. Our proprietary Home-On-Time online mortgage application walks our borrowers

through the loan application process, allows borrowers to upload their information directly to the online document portal and will even electronically reach out to obtain the borrower's bank statements and payroll history as long as the borrower has granted permission.

How are you growing and developing your employee skills?

Hand picking the best of the best who rub off on each other. High standards never fail. We start with hiring the most experienced and professional loan originators who are committed to helping our customers achieve the dream of home ownership. With that said, continued training on product knowledge, compliance and in delivering an exceptional experience for our borrowers is a top priority.

Can you tell us about a new hire that will make a positive impact this coming year?

I would have a tough time singling out one and I am proud to say this.

What do you truly love about working here in Lee County/Collier County/Charlotte County/Palm Beach County?

What is not to love? Southwest Florida is the place of happiness and depth of many smiles. Go anywhere and you meet interesting people.

How do you find inspiration in today's business climate?

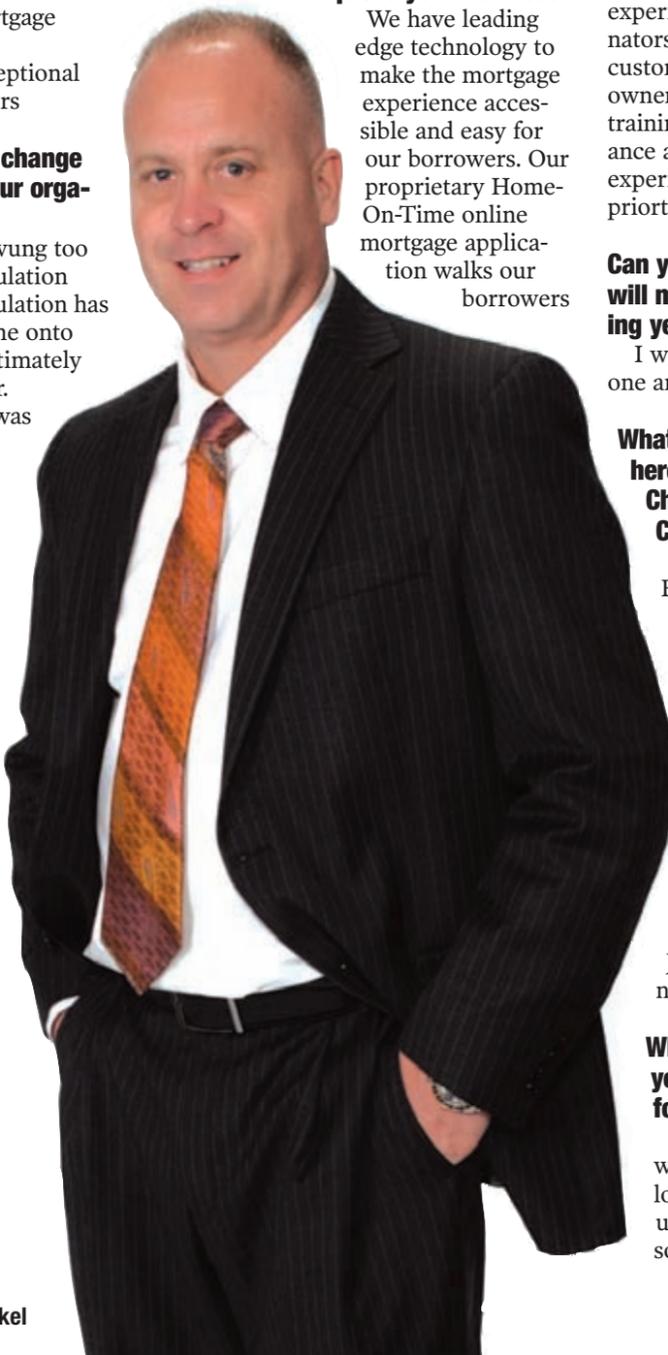
Jumping in head first. "Can Do, Will Do," that is our motto.

Who is a mentor to you within your industry?

I must say my attorney/friend John Goede. He is there when I need advice.

What wise words would you tell young people entering the work force today?

Work hard, work steady and it will pay off. Never be afraid to follow a vision. Get comfortable being uncomfortable in order to grow personally and professionally. ■



John Schrenkel



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Dr. Moses K. Shieh, D.O., FACOS

Founder and CEO of Surgical Healing Arts Center

Utilizing all modalities of weight-loss treatments

What improvements, innovations or changes do you foresee in your industry?

It is very exciting that there will be more minimally invasive procedures for weight loss. For instance, the new swallowable Obalon gastric balloon recently came upon the market. This fascinating procedure requires no surgery or anesthesia and has helped many to lose weight who have failed many other previous methods.

How are you responding to changes in the local economy?

More local employers are providing bariatric (weight loss) surgery benefits in their health insurance benefits to help their employees stay fit. Furthermore, the cost of weight-loss surgery has become more affordable at \$12,000 to \$15,000.

Name the top three elements or practices that have been absolutely critical in the success of your business?

1. Thanking our heavenly Father for our success!
2. Quality patient care – treating your patients like family, as weight-loss surgery is a lifelong endeavor and journey!
3. Quality employees to provide No. 2.

What are things you'd like to change about your industry now? Your organization or business?

It is unfortunate that not all health insurances cover bariatric (weight loss) surgery and its tremendous lifesaving and life-enhancing benefits. Numerous studies have shown the immediate benefits that are seen in treating diabetes, hypertension and sleep apnea. Our goal is to help our patients obtain the surgery despite not having insurance coverage for bariatric surgery.

Within the context of your current marketing/promotional strategy, how do you differentiate your company from your competitors?

Our program! It's not just about performing the surgery, but THE SHAC (Surgical Healing Arts Center) PROGRAM. The pre-operative care and the life-long post-operative followups

WHO AM I?

NAME: Dr. Moses K. Shieh, D.O., FACOS
TITLE AND COMPANY: Founder and CEO of Surgical Healing Arts Center
YEARS WITH THE COMPANY: 6
YEARS IN SOUTHWEST FLORIDA: 9
NATURE OF BUSINESS: Surgical practice specializing in bariatric (weight loss) surgery and minimally invasive abdominal/gastric surgery
EDUCATION: B.S.: University of Colorado. Doctorate (D.O.): Des Moines University. General Surgery Residency: Michigan State University – Mt. Clemens General Hospital. Bariatric Surgery Fellowship, NESG, Detroit, Mich. Cosmetic Surgery Fellowship: AACS, Little Rock Ark.
HOMETOWN: Denver, Colo.

are required to ensure future success in battling this chronic disease called obesity. Furthermore, our practice also performs post massive weight-loss body contouring surgery to help remove the excess skin. Our data has shown that compared to the national average, the SHAC Program has helped patients lose more weight and keep the weight off five years and greater.

What's your superpower?

Our adage is that, "One size does not fit all..." We use all modalities of weight-loss treatments to ensure the patient's life-long success. From behavioral counseling to surgery, we can help each individual patient and dive deeper to understand their circumstances.

Facebook? Twitter? Etc....

Facebook is a venue used by many, including ourselves, to develop our practice and allow the patients to participate in its growth. We utilize Facebook for not only building our practice but also offer a private group that allows our bariatric patients to communicate with each other, allowing them to discuss their successes and struggles, setup exercise groups and do activities such as posting photos for "Transformation Tuesday" in an

environment that is supportive of their journey.

How are you using technology to improve your business?

Our practice and company culture continually analyzes four things: (1) data and analytics (this yields information about our patient's medical condition and personal needs) (2) clinical protocols (protocols and rules that use best practices to create a plan of care and minimize variability) (3) user experience, assessments and workflow management (we want to be efficient and effective) (4) information integration (we are constantly assessing outli-

ers to determine treatment and ongoing quality of care).

"Part of making good decisions in business is recognizing the poor decisions you've made and why they were poor." — Warren Buffett

How are you growing and developing your employee skills?

This has been one of our key areas of business development. We are designing an integrated training program where the staff isn't trained in isolation from the clinicians. This cross training has helped elevate both the staff and clinicians through a better understanding at all levels of our practice. We expect our doctors to know how to answer the phones and also expect our staff to have an ear for any patient warning signs.

How are you recruiting new talent into your organization?

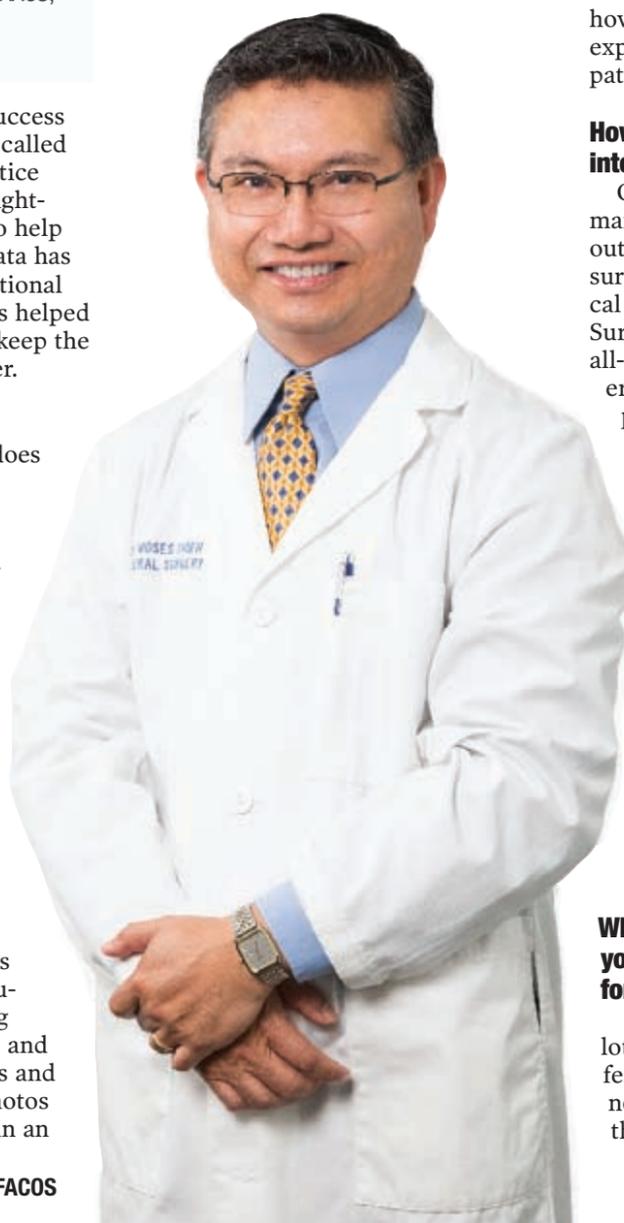
Over the last couple years we've had many of the top tier programs reach out to us for internship programs and surgical employment. These clinical training centers have recognized Surgical Healing Arts Center as an all-encompassing bariatric and general surgery center. We can take our patients from step A to Z and have found this to be an asset in determining treatments and on-going health needs. Plus, our patients become our family after spending so much time with us.

Can you tell us about a new hire that will make a positive impact this coming year?

We have recently hired two staff members who have had bariatric surgery. We think that having had this surgery, our patients and staff can share their experiences and help each other going forward.

What wise words would you tell young people entering the work force today?

Always remember that there are a lot of smart, caring, committed, professional health care workers who do not have D.O. or M.D. degrees behind their names. ■



Dr. Moses K. Shieh, D.O., FACOS

Let's Begin the *journey* Together



DR. MOSES
K. SHIEH,
DO, FACOS



DR. RISHI
RAMLOGAN,
MD

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Anthony Solomon

Executive VP/owner The Ronto Group Inc.

Empowering the team and creating winning partnerships

What is the most significant change you've seen in your industry over the last year?

The amount of "family buyers," particularly first-time buyers, continues to grow. Builders are finally trying to reach that segment of the market after having abandoned it due to concerns over lack of financing and the employment market.

How are you responding to changes in the local economy?

We are actively developing communities aimed at family buyers. Orange Blossom Ranch & Groves is a great example. We've built an amenity package that is aimed at families with multiple resort pools, playgrounds, basketball courts, tennis courts, a clubhouse with a great fitness center and it's adjacent to an elementary, middle and high school. The floor plans are spacious and family-conscious, and it's reasonably priced in the low \$300s to \$400s. Our goal for 2017 was to bring to market communities that serve what everyone agreed was the most underserved segment of the market — the \$300,000 to \$500,000 segment. Orange Blossom accomplishes that in a meaningful way.

Name the top elements or practices that have been absolutely critical in the success of your business?

Building a great team of employees and empowering them to get the job done right. Being disciplined when buying land and understanding its value to future homeowners. And listening to my father and other mentors. There's a reason they've been in business for so long. I take that responsibility very seriously. We also make a point to build strong relationships with suppliers, contractors, landowners, and brokers. Treating them fairly and with respect is paramount to the success of both sides of the coin. They are your

WHO AM I?

NAME: Anthony Solomon
TITLE AND COMPANY: Executive VP/owner The Ronto Group Inc.
YEARS WITH THE COMPANY: 20
YEARS IN SOUTHWEST FLORIDA: 20
NATURE OF BUSINESS: Real estate development
EDUCATION: B.A. – Concordia University, Montreal
HOMETOWN: Toronto, Canada

partners in various business ventures; they need to have confidence that you will close a deal or bring a project to fruition.

What are things you'd like to change about your industry now? Your organization or business?

The permitting process in general needs to be simplified and streamlined. There are too many permits, inspections and fees. Some of these things need to be amalgamated and assigned to one discipline, one inspector.

Within the context of your current marketing/promotional strategy, how do you differentiate your company from your competitors?

We offer a wide range of products from very high-end condominiums to popularly priced single-family developments. We also market more

than other builders/developers and don't lump all of our projects together. Each project has its own identity; you want to speak to that specific purchaser in that specific market.

What will you base your success on for 2018?

Delivering the Seaglass Tower in Bonita Springs and 624 Palm in Sarasota. Finishing those will be a great accomplishment.

Seaglass Tower is a 26-floor, 120-unit high-rise tower being built within the Bonita Bay community. It's a wonderful addition to an already beautiful Bonita Springs community.

How are you growing and developing your employee skills?

Giving my employees more latitude to make decisions. That independence and responsibility will build the skill-sets that are most valuable.

Can you tell us about a new hire that will make a positive impact this coming year?

We've hired a construction manager and he's been invaluable for quality control and identifying potential issues during the construction process.

What do you truly love about working here in Collier County?

I love that it's a smaller community that offers so much. This quality of life is pretty spectacular. I really enjoy the people I work with, a lot of them have been associated with us for years and they're like family. ■



Anthony Solomon

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ronto.com




Ken Thomas, CFA, CFP®

Vice president, senior portfolio manager — Huntington Private Bank
In a changing industry inspiration comes from helping others

What is the most significant change you've seen in your industry over the last year?

Investors have seen two major market declines since the turn of the century and are increasingly concerned about how they are positioned financially. They are looking for more transparency on fees and want to know that their advisors are truly looking out for their client's best interests. Portfolios customized to meet individual needs continue to trump one-size-fits-all model portfolios.

What improvements, innovations or changes do you foresee in your industry?

The investment industry has seen rapid change in the past few years driven by new technology, increased transparency, and regulatory changes driven to promote trust and fairness.

How are you responding to changes in the local economy?

The local economy continues to grow and we are seeing more and more full-time residents. Many times, this transition coincides with retirement, necessitating a review of their investment strategy. Our local team of experts is responding with tailored advice encompassing all aspects of wealth management including investments, financial planning, banking and lending.

Within the context of your current marketing/promotional strategy, how do you differentiate your company from your competitors?

Huntington Bank has been in business for over 150 years and has weathered many storms including the Great Depression. Our founder, P.W. Huntington, once said, "In prosperity, be prudent; in adversity, be patient." Those words resonate through our investment philosophy today and our clients appreciate that approach in today's uncertain times.

What's your superpower?

While not exactly a superpower, I would say empathy is a very important quality to me. The ability to understand what clients are experiencing, to be able to put myself in their position. Financial matters are very personal and can often

WHO AM I?

NAME: Ken Thomas, CFA, CFP®

TITLE AND COMPANY: Vice president, senior portfolio manager — Huntington Private Bank

YEARS WITH THE COMPANY: 3 (15 in the industry)

YEARS IN SOUTHWEST FLORIDA: 9 years

NATURE OF BUSINESS: Wealth Management

EDUCATION: B.A. in Psychology, Loyola University, MD; M.B.A.-Finance, Florida Atlantic University; Chartered Financial Analyst® designation; Certified Financial Planner™

HOMETOWN: Old Brookville, N.Y.

lead to deeper discussions on family and life's challenges. Clients like to know you are there for them and will look out for their best interests.

What will you base your success on for 2018?

Success to me is a well-balanced life and a happy family. In that sense, I am already successful.

How is social media impacting your industry or business this year? What's in store for 2018?

Social media, i.e., Facebook and Twitter, has transformed how people communicate and how they obtain news and information. Information now spreads at a very rapid pace. With that speed though comes the opportunity for misinformation to travel fast as well. Having a professional advisor who will not react emotionally or irrationally to this rapid flow of information is key to having a sound investment plan.

How are you recruiting new talent into your organization?

Huntington is a great place to work. Employees have the ability to grow professionally and are encouraged to learn new skills and to continuously improve the workplace. It is a natural fit for people who have a passion for what they do, are inclusive of others, and the drive to succeed. People with those qualities tend to find us and really connect with our vision, mission and values.

How do you find inspiration in today's business climate?

My inspiration comes from helping others. There's nothing more satisfying to me than giving peace of mind to a worried client, especially in today's environment.

What wise words would you tell young people entering the work force today?

I would tell young people entering the work force today to brush up on their interpersonal skills. Being able to write a professional letter, send a thank you note, or eat a formal meal are necessary skills to have even in an increasingly informal society. ■



Ken Thomas, CFA, CFP®

OUR PLANS ARE BUILT FROM CONVERSATIONS, NOT OTHER PLANS.

When you work with Huntington Private BankSM, we meet with you face-to-face so that we can tailor a clear plan that fits your needs. Using our Listen, Plan, Advise[®] approach, we give you meaningful advice about options available for meeting your unique objectives. And we keep you involved every step of the way.

Learn more by calling your local Naples Private Banking team 1-800-231-5598 or visit huntington.com/PrivateBank.



Huntington Private BankSM is a team of professionals dedicated to delivering a full range of wealth and financial services. The team is comprised of Private Bankers, who offer premium banking solutions; Wealth and Investments Management professionals, who provide, among other services, trust and estate administration and portfolio management from The Huntington National Bank, and licensed investment representatives of The Huntington Investment Company, who offer securities and investment advisory services.

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John Vorndran

VP of purchasing – Phelan Family Brands/Island Crab Satisfying customers from the water to the table

What is the most significant change you've seen in your industry over the last year?

The demand continues to increase from consumers to eat healthier and support locally grown farmers. We want to be on the forefront of providing healthier options for them especially being in the seafood business. Not only do we stay committed to delivering the freshest seafood locally caught from local waters, we have put a stronger emphasis on utilizing locally grown produce to complement our dishes. From green beans and tomatoes, to corn on the cob and scotch

bonnet habaneros, we want to be a locally owned company supporting local farmers.

How are you responding to changes in the local economy?

We are con-

WHO AM I?

NAME: John Vorndran
TITLE AND COMPANY: VP of Purchasing – Phelan Family Brands/Island Crab
YEARS WITH THE COMPANY: 13
YEARS IN SOUTHWEST FLORIDA: 17
NATURE OF BUSINESS: Restaurant Company
HOMETOWN: Mentor, Ohio

stantly challenged with finding ways to provide fresh seafood. There are so many variables when it comes to the industry like weather, closures of catching certain species and in the case of stone crabs the length of a set season. Because we live in a market that thrives on seafood being on the Gulf of Mexico, the demand is always there. We have brands that have become synonymous for having the freshest seafood. Even more today, when there is that desire for healthier eating options, we want to be able to meet that need as it increases.

What's your superpower?

It's not a super power but it's not for everyone to get up at 2:30 a.m. seven days a week to get our seafood orders in with our partner Island Crab Company. Having this fantastic partnership is truly one of our competitive advantages as we have first crack at the freshest caught seafood that was caught the day before and get it on our trucks and to our restaurants daily. It allows us to stand by our "You Can't Fake Fresh" marketing cornerstone message.

What will you base your success on for 2018?

Our founder Tony Phelan has a quote that goes, "You can only catch what the Good Lord puts in your trap." As with every year, we hope that the upcoming stone crab season and the yearly blue crabbing are successful with our crabbers getting great days out on the water to bring in plenty of claws and crabs. We always look at our same store sales as a base for seeing our company growth and we always have the goal of having our same store sales continually better than the year before. I also look forward to our company expanding in the Florida marketplace as we add another Deep Lagoon Seafood restaurant in Lee County in 2018.

How are you using technology to improve your business?

Because we have multiple brands and multiple restaurants, it was a necessity to develop our own propriety software that ensures the appropriate products are used consistently in all recipes and aids in the daily ordering of product. Additionally, utilizing tools like NCR's mobile APP PULSE, keeps our entire team connected in real time on how the restaurants are performing and what items on the menu are selling better than others. This gives the advantage of modifying menus or specials and integrating fresh caught items almost immediately.

Can you tell us about a new hire that will make a positive impact this coming year?

We continue to invest in strengthening our supply chain. We added another full-time crabber that will work exclusively for Island Crab Company and the seafood and crab needs of our restaurants at Phelan Family Brands. We have become known as "The Place" to get blue crabs in Southwest Florida and we want to make sure that if there are crabs to be caught, we've got boats in the water and crabbers who are committed to pulling them and helping us in our goal of bringing them from the water to the table.

What do you truly love about working here in Lee County/Collier County/Charlotte County?

I get to welcome the sun coming up every day with coffee in hand while I coordinate sending off the best catch from local waters into our restaurants. There is nothing better than seeing customers leave our restaurants after eating blue crabs or stone crabs or hog fish knowing we caught it, delivered it and cooked it. From the water to the table, that is satisfying to make happen and be part of.

Who is a mentor to you within your industry?

There is no question I appreciate all that I have learned in working with Jeff and Denise Haugland from Island Crab Company. Our partnership with them is like no other. They carefully built a company that has managed to not only expand and grow with us at Phelan Family Brands, but keep the same foundation of values and integrity of a family owned company — the same as we are. It is something you don't find every day and another reason why we are successful. ■

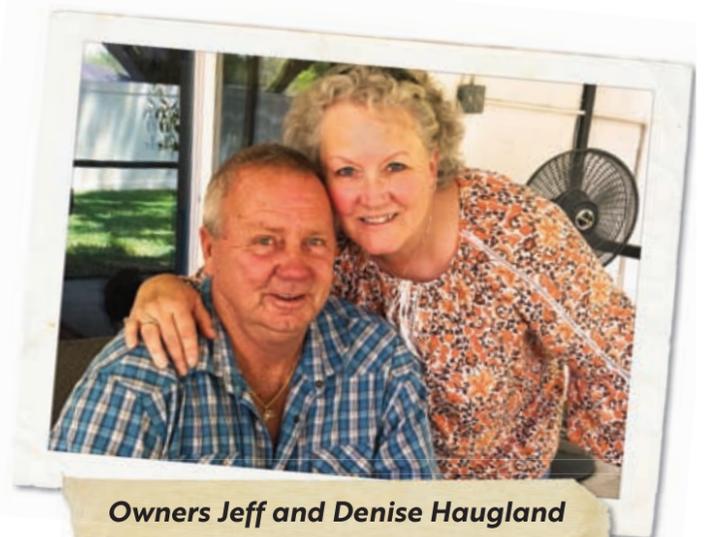


John Vorndran



PROUD TO BE PARTNERS
FOR 20 YEARS

Launched in March of 1992, Island Crab Company was founded by Jeff and Denise Haugland as a family owned and operated company buying fresh seafood from 20-30 commercial boats. Today it has grown into a full-scale operation that has partnered with Phelan Family Brands and has its own fleet of boats that go out daily and catch the freshest offerings from local waters and deliver it to Pinchers and Deep Lagoon Seafood. The unique partnership with the Phelan Family is unmatched in the market place and helps keep these restaurants on the map as "the places to go" in Southwest Florida for Fresh Seafood.



Owners Jeff and Denise Haugland

VISIT ISLANDCRABCOMPANY.COM TODAY

Rob Wilson

Vice president/general manager at Enterprise Holdings

An uncompromising commitment to customer satisfaction

What improvements, innovations or changes do you foresee in your industry?

Development of autonomous vehicles. The U.S. car rental industry may very well be one of the early adopters of autonomous vehicles. Many drivers experience new automotive technologies for the first time in rental vehicles — at Enterprise, we call them “extended test drives.” Enterprise Holdings’ fleet of “virtual cars” is well positioned to quickly and efficiently introduce millions of consumers to new fuel and vehicle technology, especially as transportation infrastructure and alternatives, including autonomous vehicles, evolve in the future.

As a result, in late 2016, Enterprise Holdings submitted comments on the National Highway Traffic Safety Administration’s Federal Automated Vehicles Policy. Among other things, Enterprise Holdings urged NHTSA to recognize the rental industry and fleet management operators as key stakeholders in the development of state and federal policies.

As TheInformation.com news site reported in early 2017: “Enterprise, a 60-year-old company that owns and rents more cars in the U.S. than anyone else, is gaining newfound attention in Silicon Valley and Detroit, judging by conversations with tech executives lately. The reason is simple: Enterprise is one of the few companies that can manage large fleets of cars at scale. That’s a skill likely to be in demand as more companies launch ride-sharing services using self-driving cars.”

Name the top three elements or practices that have been absolutely critical in the success of your business?

Our adherence to a set of guiding principles established by our founder, Jack Taylor, when he started the business with a fleet of seven cars in the basement of a St. Louis Cadillac dealership in 1957. These founding values have served as the foundation for our growth and success for nearly six decades.

As a privately held company, we are in a unique position to make decisions for the long term. Our philosophy is that business is a marathon, not a 100-yard dash. We approach new opportunities conservatively, always placing a higher value on the long-term impact on our business than on the potential for short-term gain.

As the leading employer of college graduates, each year Enterprise hires thou-

sands of smart, motivated men and women into our Management Training Program. This program teaches employees how to run a business and serves as our pipeline for future leadership. This promote-from-within culture is a driving force behind our success and our need to hire so many college-educated individuals each year. In fact, nearly all of the company’s current senior management started their careers as management trainees.

Within the context of your current marketing/promotional strategy, how do you differentiate your company from your competitors?

Enterprise Holdings’ heritage is unique: We pioneered and developed significant market demand for convenient, affordable car rentals away from the air-



Rob Wilson

WHO AM I?

NAME: Rob Wilson
TITLE AND COMPANY: Vice president/general manager at Enterprise Holdings
YEARS WITH THE COMPANY: 27
YEARS IN SOUTHWEST FLORIDA: 16 years
NATURE OF BUSINESS: Car and truck rental, car sales, ride share, car share
EDUCATION: B.A. Economics, Duke University 1990
HOMETOWN: Palo Alto, Calif.

port — right in the neighborhoods where customers live and work. That market segment then evolved into an insurance replacement business for consumers whose vehicles were in need of repair and, under the Enterprise Rent-A-Car brand, grew into a robust neighborhood business that currently rivals the airport market.

The acquisition of the Alamo Rent A Car and National Car Rental brands in 2007, as part of one of the largest acquisitions in car rental industry history, nearly tripled our company’s airport U.S. market share overnight and enabled us to begin offering a diverse portfolio of brands to serve the unique needs of leisure and business travelers. Today, Enterprise Holdings’ three car rental brands consistently rank above the industry average for customer satisfaction at North American airports, and we’ve also taken the lead in market share at U.S. airports. We also continue to expand globally and establish our customer-service values at a growing number of airport locations worldwide.

Enterprise Holdings’ diverse network now offers a total transportation solution at that includes extensive car rental services, as well as car sharing, truck rental, corporate fleet management and retail car sales.

What’s your superpower?

Our uncompromising commitment to customer satisfaction. That is the principle that has guided our company along our journey since the beginning, and it remains our goal today. Since 1957, we have focused on providing customers with a level of service that keeps them coming back to our flagship Enterprise Rent-A-Car brand as well as to our National Car Rental and Alamo Rent A Car brands.

How are you growing and developing your employee skills?

Enterprise Holdings’ network of independent regional subsidiaries has earned a reputation as a great place to work, offering an attractive mix of hands-on training; opportunity to advance; and a strong, values-based culture.

The Enterprise Management Training Program helps new employees learn and advance their careers in a highly respected management development program. And their promote-from-within culture means significant opportunity for personal growth, professional advancement and performance-based compensation.

Some of the best training in any industry is offered, teaching employees the skills needed to run a business and prepare for long-term success, including a thorough grounding in highly respected service standards for Enterprise Rent-A-Car, National Car Rental and Alamo Rent A Car customers. And employees are provided a chance to advance their careers at a faster pace than many other entry-level management employers.

How are you recruiting new talent into your organization?

Through a national recruiting strategy that is executed at the local level, Enterprise Holdings’ network of 200 talent acquisition specialists work diligently to communicate the company’s culture of opportunity to job candidates. Enterprise Holdings recruiters remain active on campus, attending career fairs, facilitating seminars, coordinating mock interviews and working with student organizations.

To find qualified candidates for our management training program, Enterprise also uses several online career resources such as job boards (CareerBuilder, Monster), job aggregators (Indeed, Simply Hired) and social media — in addition to posting jobs on the Enterprise Holdings careers website, go.enterpriseholdings.com. ■

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Dr. Domingo E. Galliano Jr.
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www.gallianosurgery.com

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WHY IS IT IMPORTANT YOU CHOOSE A BOARD CERTIFIED SURGEON

A surgeon certified in general surgery by the American Board of Surgery has training, knowledge and experience related to the diagnosis and comprehensive management of surgical conditions. In fact, Dr. Galliano is the most experienced Colon and Rectal Robotic Surgeon and has performed the most Robotic Colon and Rectal surgeries from Sarasota to Naples Florida.

Dr. Galliano has also acquired particular expertise in diagnosis as well as medical and surgical management (including preoperative and postoperative care) in the following areas:

Anorectal conditions

- Hemorrhoids
- Fissures
- Abscesses
- Fistulas
- Fecal incontinence

Colorectal and anal tumors

- Cancer • Polyps
- Hereditary non-polyposis colon cancer

Intestinal and anorectal physiology for evaluation and management of:

- Anal incontinence • Anal rectal pain
- Constipation • Diarrhea
- Rectal prolapse • Anal sphincter and pelvic floor

Robotic/Laparoscopic colon resection

Inflammatory bowel disease

- Ulcerative colitis
- Crohn's disease
- IBS Irritable Bowel Syndrome

Diverticular disease

Endoscopy of the colon and rectum

- Rigid and flexible sigmoidoscopy
- Colonoscopy
- Endoscopic polypectomy



Dr. Galliano welcomes your inquiries regarding this article. He can be seen at **18308 Murdock Circle, Suites 108-109 in Port Charlotte**. For more information or to schedule a consultation appointment, please call **(941) 625-3411**

Coming soon: future office opening in Englewood! Call for more details.

Integrity, Compassion, Respect, Accountability And Excellence.



**DAL LAGO
LAW**



What type of law do you practice?

I offer legal guidance in the areas of Chapter 7 and Chapter 11 bankruptcy cases, as well as out of court workouts, debt restructurings, and corporate reorganizations. My client base consists of both commercial and individual Debtors, secured and unsecured creditors, Directors and Officers, creditors' committees, lenders, equipment lessors, trade creditors, real estate developers, landlords, and trustees.

Practice areas at my firm, Dal Lago Law, also include business law and general corporate legal counseling.

How do your services benefit local businesses?

The services we offer at Dal Lago Law benefit a variety

of companies. For example, we can provide legal guidance if a company were to fall into financial distress, and find creative ways to help it obtain a healthy balance sheet.

We also support businesses in their general corporate needs by assisting with the actual formation of the company or negotiating deal terms with its vendors or other third parties.

What is one of the most common questions you get from clients and how do you address it?

One of the most common questions I get from clients is: *My company is in financial distress and can't pay its creditors. Am I personally liable for this debt?*

Generally, the answer will be no. However, there are some exceptions. For example,

the business owner may have personally guaranteed payment to a vendor. In these circumstances, if money is owed to the vendor, the owner must review the applicable agreements and determine whether such a personal guaranty was executed; and if so, to what extent the owner guaranteed payment.

Another example of company debt for which the owner will be personally liable is credit card debt. Company credit cards are typically issued as joint accounts that make both the company and the owner liable for the entire debt.

Finally, if there is a "trust fund tax" owed to the IRS, the owner of the business may be held liable as the responsible officer of the company.

(239) 571-6877

999 Vanderbilt Beach Road, Suite 200
 Naples, FL 34108

Mike Dal Lago, Esq.

**Business Restructuring
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CLYDE

PUNTA GORDA



2 1/1 Single Family Home in Tropical Gulf Acres
Cute 2 bedroom 1.5 bath 1 car garage home in Tropical Gulf Acres! Newer A/C. Perfect retirement home or starter home. **\$115,500**
1-866-657-2300 800CH230044.

LEHIGH ACRES

OPEN SAT 1-4



127 Oakside St

What a Great Location/Non-Gated/Non-HOA
Located in central Lehigh this neighborhood is conveniently located close to shopping, public parks, transportation & place of worship. **\$129,900**
1-866-657-2300 800LE041180.

FORT MYERS

OPEN SUN 1-3



13130 White Marsh LN #207

Cross Creek End Unit with Golf Course Views
This is your perfect Florida Retreat with beautiful golf course and preserve views of the Six-Mile Sleuth Preserve. **\$129,900**
1-866-657-2300 800FM043561.

PORT CHARLOTTE



Charming 3/2/1 home in the Heart of Port Charlotte
You won't want to miss this charming 3 bed 2 bath 1 car garage home in the heart of Port Charlotte! **\$129,900**
1-866-657-2300 800CH240965.

FORT MYERS

OPEN SAT & SUN 10-2



6089 Lake Front Dr

Lease Purchase Possibility
Lovely townhome in gulf access community on the Ten Mile Canal. Minutes to the Gulf of Mexico. **\$129,900**
1-866-657-2300 800BS043959.

LEHIGH ACRES



Totally Remodeled 3 Bedroom Home
3 Bed 2 Bath unit w/replacement of all the exterior doors including the slider, new interior doors & hardware. **\$138,900**
1-866-657-2300 800LE048430.

PORT CHARLOTTE



3/2/1 - Quiet Neighborhood on Water and Sewer
Location, Location, Location! This 3 bed 2 bath 1 car garage home is in quiet neighborhood. **\$139,900**
1-866-657-2300 800CH241922.

FORT MYERS



Location, Location!
Location, Location!! This home is a great first home or investment property! Roof was all done 5 years ago. **\$140,000**
1-866-657-2300 800FM035239.

CAPE CORAL



Gulf Access End Condo
End condo with over 1,000 sqft under air, full size washer and dryer, 2 bed 2 bath, about 10 minutes to river. **\$154,900**
1-866-657-2300 800CC076869.

ESTERO



Condo in Gated Community
2/2 Condo in gated community of Bella Terra in Estero. Move in ready! **\$159,900**
1-866-657-2300 800BS021530.

PORT CHARLOTTE



Beautiful 4 Bedroom 3 Bathroom
More features include a tankless hot water and a fenced in yard! There is plenty of room for a pool in the back yard. **\$169,900**
1-866-657-2300 800CH241577.

CAPE CORAL



First Floor Condo Built 2013
Two bedroom plus a den, screened lanai with wet bar, granite kitchen, tile and more! Low HOA fees. **\$171,900**
1-866-657-2300 800CC029636.

CAPE CORAL



Investment Opportunity
Great corner lot home located in NE Cape. Already tenant occupied so there is a cash flow! **\$175,000**
1-866-657-2300 800CC053996.

LEHIGH ACRES



3/2 CBS Home on over 1/2 Acre with 1500 sqft Building
Cute 3 bedroom/2 bath CBS home on over a half acre (.5247) with a finished/detached garage for all your toys. **\$180,000**
1-866-657-2300 800FM045758.

CAPE CORAL



WOW 3/2/2 Condo in Concordia Lakes!
Lake View sun-filled condo, lots of upgrades! Granite throughout, vaulted ceilings, Breakfast Bar, Screened in lanai. **\$182,900**
1-866-657-2300 800CC044164.

LEHIGH ACRES

OPEN SAT 1-4



26 Richmond Ave N
Awesome 3 Bed 2 Bath Pool Home
Awesome 3 bed 2 bath home on Bear Lake in beautiful Lehigh Acres. Not only is this home on a lake it's one of the few w/pool. **\$184,900**
1-866-657-2300 800LE046907.

FORT MYERS



Wyldeewood 3 Bed 2 Car Garage Villa
Beautiful Wyldeewood Lakes 3 bed/2 bath villa in the highly desirable and convenient Whiskey Creek area. **\$184,900**
1-866-657-2300 800FM038606.

FORT MYERS



Long Golf Course and Lake Views
Updated 3 bedroom 2 bath home in Olde Hickory Golf and Country Club. Fantastic updates throughout! **\$188,000**
1-866-657-2300 800CC032795.

LEHIGH ACRES



Beautiful 3/2 Lake View Home
3/2 lake view home in Sherwood with split bedroom floor. **\$189,900**
1-866-657-2300 800CC052763.

CAPE CORAL



Don't Miss This 4/2/2 in the NE Cape
Well maintained 4/2/2 in Northeast Cape. Great room concept with cathedral ceilings and tile everywhere but the bedrooms. **\$189,900**
1-866-657-2300 800CC052358.



LEHIGH ACRES
OPEN SAT 1-4



761 Chelsea Ave S

3 Bedroom on 1/2 Acre
Custom upgrades including oversized enclosed front porch with tinted windows, separate living room and family room.
\$194,900
1-866-657-2300 800LE031550.

NORTH FORT MYERS



3/2 Lakefront - Sunsets and Fishing
Stately well-built home (previous Michigan Homes Model Home) Lakefront and in a beautiful, quiet neighborhood!
\$203,998
1-866-657-2300 800FM023521.

LEHIGH ACRES
OPEN SAT 1-4



5213 Beauty St

Beautiful Large 3 Bedroom 2 Bath Plus Den
This beautiful home has tons of space with just under 2000 sqft this home offers a split floor plan with 3 bedrooms/2 baths.
\$207,900
1-866-657-2300 800LE041902.

LABELLE



3 Bedroom/3 Bath Home with High End Amenities
Recently remodeled, this stunning home is loaded with high-end amenities including original restored hardwood flooring.
\$214,900
1-866-657-2300 800FM040117.

CAPE CORAL



Pool Home with Southern Exposure
Updated heated pool home with all utilities in and paid! Very open floor plan with french doors out to a large pool area.
\$219,000
1-866-657-2300 800CC054262.

LEHIGH ACRES
OPEN SAT & SUN 1-4



132 Shadow Lakes Dr

3 Bedroom 2 Bath w/Den in Gated Community
This 2214 sqft home has 3 bed, 2 bath and a spacious den located on a .30 of an acre in the gated community of Shadow Lakes.
\$219,900
1-866-657-2300 800LE044047.

CAPE CORAL



Direct Access Waterfront Condo
Fabulous 3 bedroom 2 bath on large 200+ canal just off the river. Boat slip, covered parking, extra storage.
\$220,000
1-866-657-2300 800FM035965.

LEHIGH ACRES



Beautiful Pool Home - Mirror Lakes, Lehigh Acres
Beautiful pool home on oversized corner lot! 3 bed + den/2 bath/2 car garage with 1954 sqft under air.
\$220,000
1-866-657-2300 800FM052320.

CAPE CORAL



Pristine Salt Water Pool Home
Remodeled 3/2 w/many upgrades. In established neighborhood. All appliances included W/D new in last 2 years. Newer A/C.
\$225,000
1-866-657-2300 800CC050323.

CAPE CORAL



Almost New 4 Bedroom Home
This 4 bedroom, 2 bath plus family room was built in 2014 on an oversized lot. Plenty of room in & outside of this home.
\$228,900
1-866-657-2300 800CC046348.

FORT MYERS



Exceptional Value
Lakefront 3 bedroom, 2 bath single family home in Parker Lakes. Enjoy your private spa in this wonderful community.
\$229,000
1-866-657-2300 800FM048586.

FORT MYERS



Coach Home in Gated Community of Majestic Palms
Beautiful 3 bedroom 2 bath coach home with a 1 car garage built in 2006. The condo has over 1800 sqft.
\$234,900
1-866-657-2300 800FM031408.

CAPE CORAL



Nice Corner Pool Home
Affordable clean pool home in SW Cape Coral. Brand new tile flooring throughout; Updated bathrooms. All assessments paid.
\$234,900
1-866-657-2300 800CC053679.

FORT MYERS



Perfect First Floor Veranda
All upgraded with great furniture and golf course view!
\$239,000
1-866-657-2300 800FM025917.

ESTERO
OPEN SUN 1-4



8341 Grand Palm Dr # 2

3 Bedroom 2 Bath in Beautiful Grand Palm
Offered turnkey this is a beauty - Bring your clothes + move right in.
\$239,000
1-866-657-2300 800FM033025.

CAPE CORAL
OPEN SUN 11-3



1625 SW 10th Ave

Charming Family Home
This spacious 4 bed/2 bath home ideally located in SW Cape Coral. Won't last long.
\$239,900
1-866-657-2300 800CC049486.

ESTERO
OPEN SUN 1-4



8231 Grand Palm Dr #1

1st Floor with a Million Dollar View
1st Floor coach home!!!!!!
\$239,900
1-866-657-2300 800FM011094.

FORT MYERS



Pristine Lake View Coach Home
Like new 2 bedroom, plus den and 2 bath coach home with 1 car garage. The home has a large lanai.
\$244,900
1-866-657-2300 800FM028424.

FORT MYERS



Great Price 2/2 + Den/2 Car Garage Villa
Gorgeous, immaculate open floor plan villa with many upgrades! Amazing amenities!
\$249,000
1-866-657-2300 800CC045056.

LEHIGH ACRES
OPEN SAT 1-4



729 Spaulding St E

Beautiful & Well Maintained Home in Twin Lake Estates
3 bedroom 2 bath pool home sitting on 1/2 an acre in Twin Lake Estates.
\$250,000
1-866-657-2300 800LE053337.

FORT MYERS
OPEN SUN 1-4



10546 Carolina Willow Dr

Lakefront Western Exposure with Lots of Upgrades
Lakefront western exposure with lots of upgrades. Home has paver driveway & tile roof. 18" diagonal tile throughout.
\$254,900
1-866-657-2300 800CC045991.

NORTH PORT



Great North Port home
Large 3/2/2 pool home secluded in this growing area of North Port.
\$259,900
1-866-657-2300 800CH239075.

FORT MYERS



3 Bedroom 2 Bath Gateway Home
Well maintained 3 bed 2 bath home in Gateway! Low Home Fees!!!!
\$260,000
1-866-657-2300 800FM063178.

CAPE CORAL



Fully Renovated Pool Home
3 bedrooms 2 bath pool home across from riverfront in Cape Coral.
\$294,900
1-866-657-2300 800CC048477.



Call 866-657-2300



ESTERO

**OPEN
SUN 1-4**

19795 Vintage Trace Circle

Single Family Pool Home

2 bed 2 bath with pool right on the lake - Awesome view move in ready turnkey. **\$299,500**
1-866-657-2300 800FM032145.



PUNTA GORDA

Beautiful 3/2 Pool Home in Punta Gorda Isles
Gorgeous pool home! Beautiful living space with up-grades, landscape and pool! Don't miss it! **\$299,888**
1-866-657-2300 800CH235126.



FORT MYERS

**OPEN SAT &
SUN 1-4**

13248 Little Gem Cir

Magnolia Lakes in Gateway Home

4 bed/2 bath home with a 3 car garage in Magnolia Lakes in Gateway. Great family home with separate living room/dining. **\$299,900**
1-866-657-2300 800FM043001.



CAPE CORAL

**OPEN SAT &
SUN 11-2**

4506 SW 23rd Ave

Luxurious Pool Home

separate living room/dining **\$299,900**
1-866-657-2300 800CC047178.



ESTERO

The Reserve at Estero
Large 4/2/2 home built by Toll Brothers. **\$315,000**
1-866-657-2300 800FM076548.



BONITA SPRINGS

**OPEN SAT &
SUN 11:30-3:30**

27791 Washington St

Gorgeous New Construction Home

3 bedrooms, 2 full baths, fantastic open floor, 1 car garage, and open lanai, lot of room for pool. **\$320,000**
1-866-657-2300 800BS035782.



FORT MYERS

**OPEN
SAT 10-2**

1325 Braman Ave

Down by the Riverside

3/2 Well maintained ranch, 4 house from river. Never roof, a/c and refurbished pool and pool house. **\$328,445**
1-866-657-2300 800FM039304.



ESTERO

3 + Den / 2.5 in Stoneybrook Golf Community
Well maintained 3+Den/2.5 bath in Stoneybrook. Close to shopping, schools, and airport. Enjoy a great golfing community. **\$329,000**
1-866-657-2300 800BS047844.



CAPE CORAL

Direct Sailboat Gulf Access

3/2.5 Gulf access pool home located less than five minutes to the river! **\$329,000**
1-866-657-2300 800CC053379.



PORT CHARLOTTE

Quick Access to Charlotte Harbor PGI Beauty
Very nice 3/2/2 home with concrete seawall and boat lift. Metal roof. **\$329,900**
1-866-657-2300 800CH242104.

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CAPE CORAL

Solar-Powered Pool Home
Beautiful 3 bed + den/2 bath pool home with whole-house solar panel system. Set on a freshwater canal & 1/2 corner lot. **\$349,900**
1-866-657-2300 800CC053700.



CAPE CORAL

Almost One Acre Pool home
Almost one acre of land (.85) with an over 2300 sqft home nestled in the center. Lots of room! New Kitchen and roof. **\$349,900**
1-866-657-2300 800CC034268.



AVE MARIA

3/3/3 Upgraded Home in Hampton Village
Located in Hampton Village, close to Publix, walking trails, and the beautiful town center and all that it offers. **\$350,000**
1-866-657-2300 800LE053862.

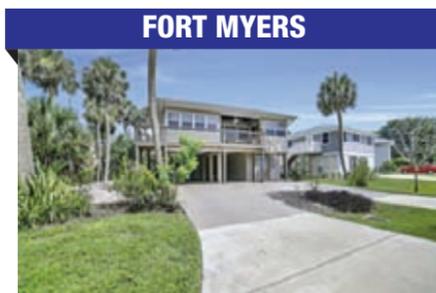


NAPLES

**OPEN
SAT 1-4**

3420 24th Ave NE

Limitless Possibilities On Almost 3 Acres
Large 4 bedroom plus lots of extra rooms with a ground floor separate entrance sitting on almost 3 acres!! **\$365,000**
1-866-657-2300 800NA051439.



FORT MYERS

Enjoy the Florida Lifestyle
3 bedroom 2 bath stilt home. Home is perfect for entertaining. Walking distance to Fort Myers Beach! **\$365,000**
1-866-657-2300 800CC044962.



BONITA SPRINGS

**OPEN SAT &
SUN 11:30-3:30**

4040 Springs Ln SW

Newly Constructed Home

3 bedroom 2 bath ultra efficient home on Imperial Shores. **\$374,000**
1-866-657-2300 800BS035740.



FORT MYERS

**OPEN
SUN 1-4**

1235 Osceola Drive

River District

Charming Mid-Century Modern River District pool home, fenced yard, open floor plan, new upgrades, tropical private backyard. **\$379,000**
1-866-657-2300 800FM038495.



FORT MYERS

**OPEN
SUN 1-4**

1414 BeechWood TRL

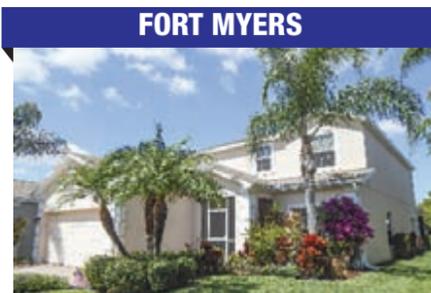
Prestigious Area & Home

Whiskey Creek home. Own this lovely 2,344 sqft 3/2.5 bath pool home. **\$379,000**
1-866-657-2300 800FM052079.



CAPE CORAL

Spectacular Home Near Cape Harbour
Large five bedroom home located near Cape Harbour. Beautiful coffer ceilings, granite counters, large lanai w/pool. **\$385,000**
1-866-657-2300 800CC053889.



FORT MYERS

Spectacular Lake Views

Waterfront home! Gated community-clubhouse & pool! Custom lanai w/spa! Builder warranty! Low fees! **\$385,000**
1-866-657-2300 800FM014888.



BONITA SPRINGS

**OPEN SAT &
SUN 11:30-3:30**

4417 Little Hickory Rd

Steps from Barefoot & Bonita Beaches

New construction in Imperial Shores, this stunning home features; 1443 sqft of living area. 3/2 with spacious floor plan. **\$395,000**
1-866-657-2300 800BS035755.



FORT MYERS

**OPEN
SUN 12-3**

1454 Cumberland Ct

Tanglewood Neighborhood

Charming 4 bedroom home in the Tanglewood neighborhood with extra garage and parking for your boat and/or RV! **\$420,000**
1-866-657-2300 800CC046062.

CALL 866-657-2300 TO SCHEDULE YOUR SHOWING!



CAPE CORAL



Direct Access Beauty
Beautiful 2237 sqft custom Mercedes 4/2 pool home on direct access canal with lift and extended wooded dock.
\$428,500
1-866-657-2300 800CC067650.

ESTERO



Charming Ranch Style Home
Open concept floor plan. One of the largest lots in Bella Terra. 4 bed/2.5 bath pool home with plenty of up-grades.
\$449,000
1-866-657-2300 800BS049865.

CAPE CORAL



Southern Exposure Gulf Access Pool Home
This completely renovated home comes turnkey (including furniture and furnishings).
\$450,000
1-866-657-2300 800CC035410.

CAPE CORAL



Former Mercedes Model Home
4 bedroom and 3.5 bath custom pool home.
\$450,000
1-866-657-2300 800CC044406.

CAPE CORAL



OPEN SAT & SUN 1-4

5036 SW 11th Pl

SW Cape Sailboat Access 4 Bed Pool Home
SW Cape sailboat access 4 bedroom pool home with boat lift. Less than 2.5 miles of idle to the Caloosahatchee River.
\$450,000
1-866-657-2300 800CC024178.

CAPE CORAL



OPEN SUN 12-3

828 NW 37th Ave

Spectacular 4-5 Bed, Den Pool Home
Custom home with over \$100,000 in upgrades, from whole house generator, & RO, dream kitchen & laundry with LG appliances.
\$450,000
1-866-657-2300 800CC038198.

FORT MYERS



Stunning 3/2 Pool Home in Paseo Community
You will not believe the feature of this home and the amenities the community has to offer! Schedule your showing today.
\$467,990
1-866-657-2300 800CC042126.

ESTERO



Pool Home in Bella Terra
5/3 pool home with 3 car garage in the Bella Terra community. 24 hour guard gated community.
\$469,000
1-866-657-2300 800BS048975.

CAPE CORAL



OPEN SAT & SUN 1-4

2711 SE 24th Ct

Boater and Water Lovers Delight
4/2 Move-in ready home located in the Everest/Horton Park Neighborhood is under 1 mile idle to the Caloosahatchee River.
\$499,000
1-866-657-2300 800CC029471.

FORT MYERS



OPEN SAT 12-3

7681 Knightwing Cir

Location, Location
Beautiful 3 bedroom plus den with a pool in Blackhawk community in Briarcliff area.
\$500,000
1-866-657-2300 800CC046320.

CAPE CORAL



Southern Exposure
Beautiful 3 bedroom, 2 bath gulf access southern exposure pool home is move in ready! Sold turnkey!
\$525,000
1-866-657-2300 800CC038681.

NAPLES



OPEN SAT 12-2

8546 Palacio Ter N

Have You Been Dreaming of a Designer Home
Don't miss out on this beautifully appointed exceptional floor-plan.
\$549,900
1-866-657-2300 800FM036310.

CAPE CORAL



OPEN SAT & SUN 12-4

5226 Sands Blvd

Gulf Access Pool Home
Beautiful 3 bed, 2 bath SW Cape sailboat access home on a wide canal. Open floor plan, pool, spa. Large undercover.
\$569,900
1-866-657-2300 800CC014769.

CAPE CORAL



OPEN SAT & SUN 10-2

5131 SW 19th Ave

Gorgeous, Immaculate and Pristine
This 4 bedroom 2 1/2 bath gulf access heated pool home. 18" tile on the diagonal with travertine borders. Carpet in all rooms.
\$599,000
1-866-657-2300 800CC001109.

CAPE CORAL



OPEN FRI 10-2

5234 Sands Blvd

Gulf Access Home South of Cape Coral Pkwy
The 3/2 home features a very spacious screened in lanai with an electric heated pool, beautiful landscaping.
\$599,900
1-866-657-2300 800CC024930.

ST. JAMES CITY



Waterfront Living in Pine Island
Enjoy this spacious 2 story home with direct access(1200 feet) to the open water. A cook's kitchen; heated pool/spa.
\$625,000
1-866-657-2300 800FM079890.

ST. JAMES CITY



Luxury Living Pine Island Style
View sunsets from the lanai and pool area. Pool faces west and has direct gulf access.
\$645,000
1-866-657-2300 800FM028502.

CAPE CORAL



Gulf Access Pool Home
3/3/3 Pool home with gulf access. Over 2200 sqft of living space. Grant counter tops. Outdoor kitchen and shower.
\$649,900
1-866-657-2300 800CC046153.

CAPE CORAL



Direct Access Pool Home
5 Bedrooms/4.5 baths + 3 car garage. Over 3,500 sqft of living space. Southern exposure on direct access Bimini Canal. Pool.
\$824,900
1-866-657-2300 800CC040434.

FORT MYERS



Buckingham Equestrian Estate
For the equestrian with discriminating taste. This property offers a show barn, sand arena, multiple turnouts.
\$999,999
1-866-657-2300 800FM042365.

