

# NAPLES FLORIDA WEEKLY®

IN THE KNOW. IN THE NOW.

WEEK OF DECEMBER 7-13, 2017

www.FloridaWeekly.com

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**BY THE NUMBERS:**

**20.9** Millions of victims of human trafficking globally

**3rd** Florida's state rank for trafficking.

**888-373-7888** Number to call if you suspect trafficking, or 911 if you see someone in immediate danger.

**INSIDE:**

>> Stories from victims; steps being taken to combat the crime. **A9 ▶**

# Stopping HUMAN TRAFFICKING

Criminals are targeting and recruiting vulnerable kids across SWFL

BY EVAN WILLIAMS  
ewilliams@floridaweekly.com

**K**ATARINA ROSENBLATT was recruited by a ring of human traffickers in South Florida to be sold for sex when she was 13.

Like many victims of this crime, Ms. Rosenblatt recalled being a vulnerable youth with low self-esteem stemming from a troubled home life with an abusive father. Her experiences being sexually trafficked also left her with long-term emotional scars that becoming an author and advocate have helped her overcome.

SEE TRAFFICKING, A8 ▶

"Human traffickers select their victims purposely ... They don't just pick anybody."

— Michael Dolce, attorney who represents victims of sexual violence



**Seraphic Fire**

Church makes heavenly venue for otherworldly music. **C1 ▶**



**62nd Farm City BBQ**

Filling up at lunch on the day before Thanksgiving. **A31 ▶**



**House Hunting**

Five bedrooms and more in Estuary at Grey Oaks for \$4.995 million. **B1 ▶**



**In the funnies**

"Beetle Bailey" creator gives nod to local man's dedication to Toys for Tots. **A13 ▶**

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## Step back in time for the holidays at Palm Cottage

BY LINDSEY NESMITH  
lnesmith@floridaweekly.com

'Twas pre-season in Naples and all through the town, residents were scurrying up Gulfshore and down. New Year's, they say, is when snowbirds appear, but full-timers know it's with Santa and his reindeer.

Location-specific rhymes aside, what better way to spend a Neapolitan Christmas season than immersed in the area's yuletide history with Naples Historical Society? While the organization's

holiday light display at Palm Cottage is has been a Christmas staple for years, administrators decided to add a little more sparkle to this year's events with "Ten Days of Christmas." Programs Tuesday through Saturday, Dec. 12-23, will showcase Victorian and mid-century American and Southwest Floridian Christmas traditions and displays.

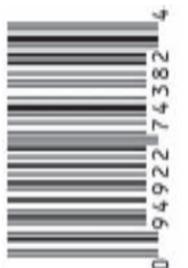
"Palm Cottage serves as the portal from which we can talk about Naples history and welcome the public to come in and enjoy the holiday season in

SEE PALM COTTAGE, A19 ▶

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COUNT ON



## COMMENTARY

## The 11th province



roger WILLIAMS

rwilliams@floridaweekly.com

Ever since the Vietnam War, many Americans have relied for peace of mind on a standing joke: I'm gonna move to Canada.

Occasionally the joke became a reality. But usually it remained empty talk for those dismayed by missteps or backward leaps executed with breathless stupidity or seemingly callous indifference by our elected leaders.

The dilemma for many gonna-movers has always been simple: Canada is cold.

The current crop, clearly a bunch of wimps, would rather live in a political swamp restrained by economic or cultural shackles and led by boobies than freeze to death on the frontier of freedom, equal opportunity, health care for all and a rollicking good time singing "O, Canada" in the company of the Lincolnque Prime Minister Justin Trudeau.

"I am sorry. We are sorry ... we were wrong," he said last week to the courageous and loyal Canadians abandoned en masse by their country during the Cold War — expunged from the military services, fired from civilian jobs and ostracized from Canadian society for not bearing traditional sexual identities.

Can you imagine Donald Trump ever looking his countrymen in the eye and saying from the heart (anatomically speaking), "I am sorry ... we were wrong!"? We

were wrong for slavery and racism; for the attempted genocide of the North American Indians; for our own persecution and unconstitutional treatment of homo- and other-sexuals; for our historic unwillingness to accept women as equals, even though more than half of us are women.

There's a solution to all this, of course: for Prime Minister Trudeau to man up, starting now.

It's one thing to be a good-looking nice guy. But does Mr. Trudeau have what it takes — I'm talking the cojones, the grapes, the walnuts, rocks, jingle bells, sweetbreads, stones, clappers, beanbags or balls — to make the next step and invite all Americans to join him as citizens of the 11th province? After all, Canada only has 10 of these things called provinces now, clearly not enough.

We could become Canadian, in other words, without having to move north of the New York state border. That might change things. "I'm gonna move to Canada" becomes a lot easier when you already live there and the temperature in January averages in the 60s or 70s F, rather than something akin to the surface of Pluto.

As for the 62 million Americans most likely to protest such a change in the world order — the ones who gave us Donald Trump in 2016 — they could all move to Alabama with Republicans Roy Moore and Attorney General Jeff Sessions. Together, those old boys could wave Dixie battle flags, burn crosses, harass women and secede again, this time without starting a bloody civil war.

History has been marching toward this horizon for half-a-century.

Vietnam itself was the first profound misstep we made, the first "I'm gonna move to Canada" moment more than 50 years ago.

Ronald Reagan's big tax cut of 1981 followed by his Tax Reform Act of 1986 — Reaganomics, as they call it — led us deeper into the swamp by lowering the defined tax rates for wealthy Americans, cutting out some tax deductions, increasing taxes for lower-income Americans and tripling the federal debt from \$997 billion to \$2.875 trillion by 1989.

And then came the wars: the first Gulf War to protect our oil interests, the Afghanistan War (necessary in my view) and second Iraq War (designed for George W. Bush to show up his daddy), still ongoing.

Now, with the advent of Donald Trump last year and his first policy success last week, a new destructive tax bill, "I'm gonna move to Canada" has become not just a chorus but a cacophony.

Mr. Trump's own government analysts admit the new bill will make life easier for the richest Americans and harder for many others. The bill carries on Mr. Trump's "War on the Poor," as some tag it: a war on older people, on working-class people, on immigrants, and on those living in poverty or relative poverty.

Americans who have foolishly chosen to make less than \$75,000 per year, for example, are ultimately going to be taxed more aggressively as the Trump tax plan evolves, the analysts say.

The nonpartisan American Association for Retired Persons' public policy institute predicts "Americans 65 and older would be hard hit, with 1.2 million of them paying

higher taxes in 2019, and 5.2 million facing increases by 2027. More than 5 million taxpayers over 65 would get no tax break whatever in 2019, and 5.6 million would not see their taxes decrease by 2027."

In Florida, where U.S. Sen. Marco Rubio strongly supported the bill, 5.2 million residents are now 60 or older, comprising more than 25 percent of the population but more than 34 percent of voters.

Trump's tax bill also ends the Affordable Care Act requirement that almost all Americans have health insurance (it makes them healthier and it's cheaper that way for everybody else). Consequently about 13 million will have none for the next decade, the Congressional Budget Office reports.

But at least we finally have a definitive Trump-Republican answer to an old Paul McCartney question, raised and released on a Beatles album in 1967, exactly half-a-century ago.

McCartney question: "When I get older losing my hair/Many years from now/Will you still be sending me a Valentine/Birthday greetings, bottle of wine?/... Will you still need me, will you still feed me/ When I'm 64?"

Trump Republicans' answer: No.

Premiums for health insurance will likely rise 10 percent, the analysts say, and 64-year-olds could face tabs that jump almost \$1,500 a year.

So not only will the Trump administration not be sending 64-year-olds a Valentine or a bottle of wine, they'll be sending them a bill.

Unless they become Canadians. ■

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**FLORIDA WEEKLY**  
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**Publisher**

Shelley Hobbs  
shobbs@floridaweekly.com

**Editor**

Cindy Pierce  
cpierce@floridaweekly.com

**Reporters & Columnists**

Eric Bretan • Stephanie Davis  
Jerry Greenfield • Bob Harden • Dan Hudak  
Phil Jason • Myles Kornblatt  
Lindsey Nesmith • Scott Simmons  
Robbie Spencer • Drew Sterwald  
Nancy Stetson • Evan Williams  
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**Photographers**

Peggy Farren • Tim Gibbons  
Vandy Major • Bernadette La Paglia  
Charlie McDonald • Bob Raymond  
Ivan Seligman

**Copy Editor**

Cathy Cottrill

**Food & Wine Editor**

Karen Feldman  
kfeldman@floridaweekly.com

**Presentation Editor**

Eric Raddatz  
eraddatz@floridaweekly.com

**Assistant Presentation Editor**

Hannah Kruse

**Production Manager**

Alisa Bowman  
abowman@floridaweekly.com

**Graphic Designers**

Meg Roloff • Chris Andruskiewicz  
Paul Heinrich • Scott Sleeper

**Circulation Manager**

Maggie Humphrey  
maggie@floridaweekly.com

**Circulation Assistant**

Tom Humphrey

**Circulation**

Greg Tretwold • Anthony Scrace  
Allan Clayton • Maria Chavez

**Account Executives**

Nicole Ryan  
nryan@floridaweekly.com  
Cori Higgins  
chiggins@floridaweekly.com  
Lexi Markle  
lexi.markle@floridaweekly.com  
Adam Schonberg  
aschonberg@floridaweekly.com

**Sales and Marketing Assistant**

Katie Babka

**Business Office Manager**

Kelli Carico

**Published by  
Florida Media Group LLC**

Pason Gaddis  
pgaddis@floridaweekly.com

Jeffrey Cull  
jcull@floridaweekly.com

Jim Dickerson  
jdickerson@floridaweekly.com

**Naples Florida Weekly**

9051 Tamiami Trail North, Suite 202  
Naples, Florida 34108  
Phone 239.325.1960 • Fax: 239.325.1964



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# OPINION

## Season's retreatings



**bobFRANKEN**

Special to Florida Weekly

Still another Thanksgiving has passed, and I have done what I always do: nothing.

I didn't overeat and certainly didn't travel. Getting together with family and friends can wait for a nonholiday. There is no way in the world I'm going to endure airports, long Transportation Security Administration lines and flights that are even more tortuous than normal. Ditto for jammed and dangerous highways to take us crawling over the hills and through the woods. Did I mention that I also avoid going out on New Year's Eve, when the streets are filled with drunk drivers? Same for St. Patrick's Day.

I also completely ignored Black Friday. I have trouble understanding what would possess anyone to wait for hours in traffic choke points just to wedge into malls packed with other sweaty shoppers. Yes, I realize that they are enticed by a few items for which the price has been reduced, but even the bargains that are for real are not worth the price in human suffering, to say nothing of a loss of dignity that comes with being part of this mob commerce.

And do I have to mention the long waits at checkout registers, often manned (or womanned) by weary cashiers who are frequently surly? Who can blame them, considering how little they're paid? Besides, if one must shop in person, wait a week or two until the disappointing sales numbers come out (they always do) and then get better deals when the merchants desperately mark down everything.

Of course, one doesn't have any need be there. One can simply float down the cybershores of the Amazon. There we find a paradise of online purveyors who



offer up gifts you can afford. Or not. They will be delivered right to your home. Or someone else's. And they might be stolen, but hey, we can't have everything.

I must admit, though, that there is someone who, as a journalist-wannabe, I genuinely do appreciate. Of course, I'm referring to Donald Trump. Never mind that he's destroying the country; to those of my ilk he is the gift that keeps on giving. Who else provides a steady stream of hate and bad taste?

It doesn't take any work on our part to uncover outrageous behavior. We can merely sit back and leisurely wait for the next tweet or inane comment, or action by his henchpeople to stick it to humanity, even those who supported him in the election. Frankly, because they adamantly stand with him no matter what he does,

it's tempting to say they deserve whatever they get. The problem is that everyone else gets it too.

He certainly is our "Man of the Year" — Time magazine was really dopey to raise any doubts about that. The only possible alternatives would be Harvey Weinstein, for obvious reasons, or Colin Kaepernick, who makes my list simply because he and his movement antagonize so many people. Actually, in that spirit, we should include Vladimir Putin, Trump's manipulator.

It's a special time of year here in D.C., what with the lighting of the various gargantuan trees and the anxiety over whether our political leaders will agree to avoid a government shutdown. Unfortunately, we can't ignore that, or them. ■

## The albatross that Democrats deserve



**richLOWRY**

Special to Florida Weekly

*Editor's note: John Conyers retired from Congress on Tuesday, Dec. 5.*

There are sexual harassers, and then there is John Conyers, the Democrat from Detroit who made his congressional office an adjunct of his libido.

The evidence suggests that Conyers believed that as a 27-term congressman, he was entitled to the Washington, D.C., equivalent of the Ottoman imperial harem.

He routinely hit on his female staffers, and his office was a den of sexual intrigue — allegedly featuring a jealous wife and a vindictive mistress — that properly belongs in a Bravo reality show if the network ever extends its franchise to Capitol Hill.

A political party is rarely provided an easier test case for its bona fides. Conyers is an 88-year-old man who finds it increasingly difficult to carry out his duties. He holds an exceedingly safe seat that, should he resign, will be taken over

by another reliably progressive Democrat. In this case, the political cost to the party of showing that it's serious about "zero tolerance" for sexual harassment is almost nil.

Yet House Minority Leader Nancy Pelosi, when asked about Conyers on "Meet the Press," mumbled and looked at her shoes. The harshest thing she said is that "as John reviews his case — which he knows, which I don't — I believe he will do the right thing."

Oh, really? Conyers did step down as the ranking member on the House Judiciary Committee. Otherwise, his careful review of his own case has produced categorical denials that even Pelosi must find incredible.

It is true that Conyers hasn't had his day in front of the House Ethics Committee. But neither has Roy Moore. That hasn't kept Pelosi from denouncing him.

The multiple allegations against Conyers are specific and consistent. He reached a settlement agreement with one accuser, whose account is backed by affidavits from other employees.

One woman said in an affidavit that one of her duties was "to keep a list of women I assumed he was having affairs with and call them at his request and, if necessary, have them flown in using

Congressional resources." Not having to bother with the logistics of your own mistresses is evidently one of the privileges of being a public servant.

Pelosi offers two justifications for going easy on Conyers. One is that the congressman is a civil-rights "icon." By this logic, being a legend is a little like being a celebrity as described by Donald Trump in the "Access Hollywood" tape — it's a free pass for gross behavior.

The other Pelosi rationale is that Conyers "has done a great deal to protect women." This makes ideology rather than personal conduct the standard.

The controversy over Conyers arrives as some liberal Democrats now say that Bill Clinton should have resigned as president for his sexual misconduct. Of course, they could have said that 20 years ago, or even one year ago. The evasion over John Conyers makes it clear that if the Clintons had any political juice left, it would be a very different story.

Whatever Democrats say about sexual harassment should be affixed with a giant asterisk — if it doesn't suit their political and ideological interests, generous exceptions can and will apply. ■

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

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## Everyone loves the Naples Christmas Parade

With most of us looking at Hurricane Irma from our rear view mirrors, we can now look ahead to one of Naples' most beloved community gatherings: the Naples Christmas Parade. This year's parade takes place from 6-8 p.m. Tuesday, Dec. 12, along Eighth Avenue South. With a theme of "The Heart of a Naples Christmas," it's dedicated to first responders and volunteers who served the community so well during Hurricane Irma.

Naples resident Polly Crews, the oldest Gold Star Mother in Florida, is the grand marshal. Ms. Crews helped launch the Southwest Florida Gold Star

Mothers chapter last year. Her son, Army Sgt. Robert Crews, was killed in Vietnam in 1968.

Those who can't get to Olde Naples to see the parade in person can watch it live on Comcast Channel 98 or online at [www.NaplesGov.com](http://www.NaplesGov.com), thanks to Beyond Audio Visual.

In addition, Sue Huff will cover the parade on Facebook and Karole Davis will update Twitter as the annual spec-



BOLIN



MCDONALD

tacle unfolds. Tiffany McQuaid will walk the parade route interviewing young spectators along the way, and local veterans will enjoy reserved seating across from Naples City Hall.

The SWFL Veterans Alliance sponsors the filming of the Naples Christmas Parade, with Lois Bolin serving as host along with a new co-host each year. Charlie McDonald of Charlie McDonald Photography is this

year's co-host.

This year's judges who will rate the Top 10 parade units are: Ingrid Alelli, David Algers, Betty Bailey, Jean Baker, Karole Davis, Tom Donahue, Philip Douglas, Kristine Downey, Jennifer Edwards, Phil Fisher, Jenny Fogen, Matthew Kragh, Barbara Melvin, Daniel Melvin, Matt Moen, Lili Montes, Doug Olson, Jeanne Sweeney and Wayne Smith. Winners will receive their trophies and prizes at 8:30 a.m. Wednesday, Dec. 20, before the Naples City Council meeting begins.

For more information, call Mike Leslie at 213-7120. ■

## Conservancy invites kids to come for winter camp

Wondering what to do with the kids/grandkids over the holiday school break? Sign them up for a couple of days of winter camp at the Conservancy of Southwest Florida. Geared for children in second through fifth grades, sessions meet from 9 a.m. to 4 p.m. Wednesday and Thursday, Dec. 27-28, and offer a combination of outdoor adventures, live animal encounters and engaging nature-based activities.

Campers will explore the sanctuary ecosystems of birds on the move and get an up-close view of the



mighty manatee. They'll trek on trails through estuaries and along nearby rivers to observe wildlife with Conservancy naturalists as they learn how animals change their behavior in Florida's winter season.

Tuition is \$60 per day for Conservancy members, \$80 per day for others. To sign up or for more information, visit [www.Conservancy.org/Camps](http://www.Conservancy.org/Camps). ■

COURTESY PHOTO

Young campers aboard one of the Conservancy's battery-powered pontoon boats during last year's winter camp.

## Come one, come all to Chanukah party

The Jewish Federation of Collier County, along with area synagogues and several other organizations, invites everyone to a community Chanukah celebration at 5 p.m. Wednesday, Dec. 13, on the lawn at Mercato. All are welcome to enjoy the lighting of the menorah and music by the Naples Klezmer Revival Band. A kids' corner will offer free craft activities, and food will be available for purchase. ■



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# TRAFFICKING

From page 1

“There continues to be a strong presence of domestic sex trafficking and it is facilitated primarily over the internet on various advertising pages, but also through social media,” said Sgt. Wade Williams, head of the human trafficking unit with the Collier Sheriff’s Office.



ROSENBLATT

A form of modern-day slavery, human trafficking is legally defined as a person who is exploited for sex or labor by force, fraud, or coercion — or as a minor under age 18. Ms. Rosenblatt wrote a memoir called “Stolen” about her experiences primarily in the 1980s, before human trafficking was identified as a crime.

Now, awareness is growing through recent busts of trafficking rings and a growing number of outreach campaigns including presentations in local schools,

services for victims, business initiatives, and media such as the documentary “I Am Jane Doe” (2017) detailing how the website Backpage.com became a marketplace in which traffickers sell youth for sex.

Through their efforts, advocates across the region say they have been alarmed by the extent of traffickers’ reach into the lives of vulnerable youth across South Florida, which is greater than they previously realized.

“Human trafficking is a pervasive problem in Charlotte County but it’s largely hidden in plain sight,” said Englewood resident Jamie Walton, who runs The Wayne Foundation (waynefdn.org). Started in 2010, it operates a Drop-In Center for victims of trafficking in Southwest Florida referred by the Charlotte County Sheriff’s Office, Guardian ad Litem and other organizations, providing them with necessities and help such as food, clothing, counseling, and government benefits. There is also a podcast posted on the website in which Ms. Walton discusses her own experience as a sex trafficking victim in the late 1990s.

When Ms. Rosenblatt, now an Orlando resident, went to middle and high schools to share her knowledge, dozens of kids began to tell her about their own experiences.

“What I didn’t expect was the amount of kids who would come forward after and tell me they were either former victims of trafficking or being recruited,” she said.

She decided to conduct her own informal survey of kids at about 20 schools in Miami-Dade and Broward counties in 2012 and 2013, Ms. Rosenblatt said.

“I found after talking to about 300 kids, one in three middle schoolers and one in nine high schoolers were actively being recruited by traffickers either through social media like false modeling, false friends,” she said, as well as in person, though other kids or adults.

Those numbers have not been confirmed with law enforcement or the school systems there, but kids continue to contact her with their own stories, she said.

Shelter managers, clinical therapists, law enforcement, and other advocates both nationally and across South Florida in Lee, Charlotte, Collier and Palm Beach counties say that growing awareness is revealing that human trafficking is common in communities throughout the state.

Reports of human trafficking cases to The National Human Trafficking Hotline, through the Polaris Project, have also continued to increase over the last five years. They indicate that Florida is a hub for trafficking second only to Texas and California, though victims are often moved between cities and states by traffickers.

Florida-based calls to the Hotline more than doubled between 2012 and 2016, from 237 to 556 calls to report human trafficking. Based on calls nationwide, sex trafficking is the most common type followed by labor. It is occurring most often in hotels and motels, followed by illicit massage or spa businesses, and in private residences.

They have also been trafficked more often in recent years in online ads on websites such as Craigslist and Backpage. The Collier County Sheriff’s Office reported that in October 2016 it closed a case related to Backpage. Gary “Nutt” Cherelus was convicted of sex trafficking women on Backpage and was sentenced to 20 years in prison.

The age of sex trafficking victims reported by Southwest Florida shelters ranges from early teens to middle-aged adults. Law enforcement agencies and advocates in South Florida say that victims of sex trafficking are increasingly local girls and women, as well as boys and men, who grew up in the United States rather than international victims who came here or were brought to the



FROM THE MOVIE “I AM JANE DOE”

Children trapped in sex trafficking was the subject of the dramatic documentary “I am Jane Doe.”



## Start-ups and initiatives to help trafficking victims

>> **Catch the Wave of Hope** (catchthewaveofhope.org) formed in 2015 as a group of civic leaders in Martin and Palm Beach counties to network with churches, businesses and other local groups to “abolish human trafficking” through education, promoting legislation, and programs that help victims heal. One of the organization’s members, artist and teacher Lynne Barletta, created a curriculum called The Power of Art to help sex trafficked survivors overcome mental illness such as post-traumatic stress syndrome.

>> **In 2015, Uber began to educate drivers with basic information on how to identify the possible signs of human trafficking and report it.** A spokesperson said the company had reached more than 500,000 drivers in over 70 cities in North America, notifying them about the problem, including in Florida. “Victims can include adults, girls, boys and transgender youth,” an in-app message for Uber drivers says.

>> **Traffickcam.com** is a website and phone app that formed in 2015 by Exchange Initiative that asks people to upload photos of their hotel rooms to their website, then uses them to help find where sex trafficking victims are being sold for sex.

>> **Human Trafficking Awareness Partnerships** based in Lee County Florida this year released its ARTREACH book featuring 64 pages of paintings created by youth age 8 to 18 in Southwest Florida from 2010 to 2016 based on what they had learned about human trafficking.

“We want the book to get into the homes of as many families as we can so everyone can learn from the work of these young students,” said Nola Theiss, founder and director of HTAP (humantraffickingawareness.org).

>> **Christy’s Cause** (Christyscause.com), based in Estero, began in 2015 “to eradicate child sex trafficking through education, public awareness, restoration projects and justice initiatives.” A recent press release by the nonprofit aims to highlight male victims of sex trafficking.

## Child sex trafficking

One in six of the 18,500 runaways reported to the National Center for Missing & Exploited Children® in 2016 were likely sex trafficking victims.



86% of these likely sex trafficking victims were in the care of social services or foster care when they went missing.



If you suspect a case of child sex trafficking, call 1-800-THE-LOST or make a report at [www.cybertipline.org](http://www.cybertipline.org).

SOURCE: NATIONAL CENTER FOR MISSING & EXPLOITED CHILDREN

U.S. illegally.

Traffickers who target potential victims are often part of organized rings that include “Romeos,” or people who try to seduce vulnerable young people — for instance, those who have troubled family backgrounds, weak ties to the community, drug addictions, appear to have low self-esteem, or crave a father figure or friendship — into being sold for sex.

“These girls are coming of age, they’re just discovering their sexuality, they want the attention of boys, maybe,” said Linda Oberhaus, CEO of The Shelter for Abused Women & Children in Naples. “They want to be treated as adults. Maybe they don’t feel understood by their parents.”

Some of those factors played a part in drawing Ms. Rosenblatt into a trafficking ring as a teenager.

“They (traffickers) would tell me like, ‘you’re never going to see your family again, nobody loves you, nobody cares about you,’” she said. “We’re your family now.”

Those tactics by traffickers are common. While traffickers are often strang-

ers, they have also been relatives, friends or boyfriends in some cases. Victims have been recruited at public places such as malls and restaurants, by “Romeos” who appear to have a genuine romantic interest, advocates such as Ms. Oberhaus say, as well as through text messages and social media sites. For Ms. Rosenblatt, the first person to recruit her was a pretty young woman at a motel — someone she recalls wanting to “be just like” — where she was living with her family in Miami as a 13-year-old.

“The human traffickers select their victims purposely,” said Michael Dolce, an attorney in Palm Beach Gardens who represents victims of sexual violence. “They don’t just pick anybody.”

Runaway children who have been in the care of social services or foster care are especially vulnerable and make up a disproportionate number of victims of trafficking, Mr. Dolce said. He argues that when they go missing, there is often little effort to find them when compared to children from traditional families.

“Children disappear from foster care all the time and we never hear about it,” he said. “... I just don’t see the type of aggressive response from case workers and law enforcement when other children go missing.”

The National Center for Missing & Exploited Children says one out of six of the 18,500 runaways reported in the U.S. in 2016 were likely sex trafficking victims; and of those, 86 percent were in the care of social services or foster care when they went missing.

“I’ve got absolutely no reason to believe that Palm Beach (County) is any different because the problem is systemic, nationwide,” Mr. Dolce said.

One young woman he represented, who was sexually abused in a foster group, ended up “in the clutches of a pimp” within only a few days after she left the home at age 18. She told him what she had learned in the group home: “I have a gold mine between my legs.”

Mr. Dolce said that although law enforcement has targeted trafficking rings, the number of missing children in the foster care system in the U.S. and Florida is creating a supply of victims that law enforcement and social services

agencies have not focused on. "We also have to consider where the supply of victims is coming from," he said.

When sex trafficking victims do finally seek help, it is not uncommon for them to have been in a captive situation in which they have been sold for sex 20 to 30 times per day or more to Johns, social workers at the ACT Shelter in Fort Myers said. Many also have been convinced by their traffickers that they are guilty of prostitution or other crimes, advocates say. They require immediate and long-term physical and emotional care and have other needs such as jobs, transportation, and housing. There's a good chance they didn't finish high school and they often have bad credit.

They also suffer from mental health issues including depression, sleeping and eating disorders, and post-traumatic stress syndrome, said Liana Calderin, a licensed mental health counselor and clinical director of the ACT Shelter in Fort Myers.

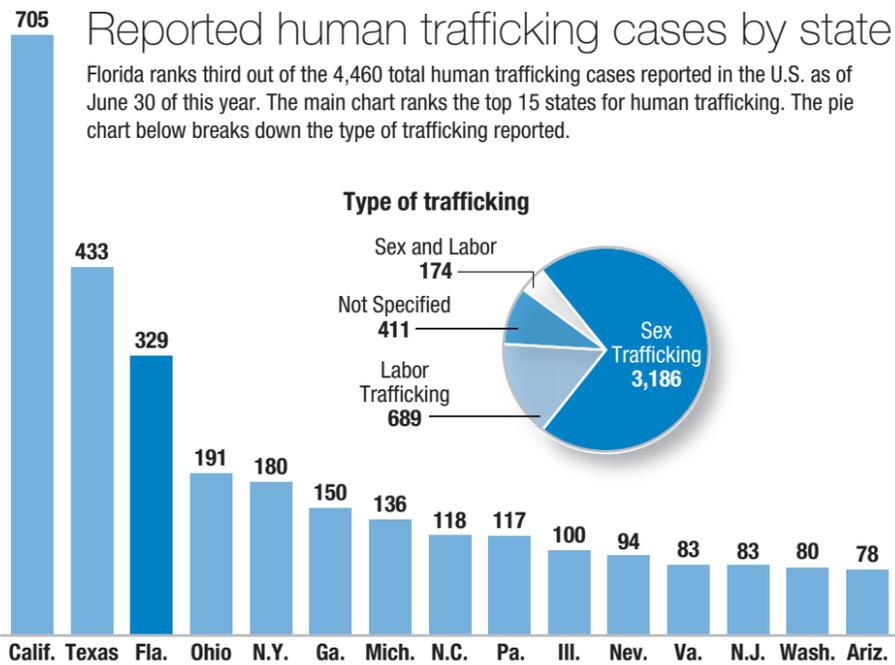
"They panic a lot," she said. "They are chronically depressed by the time we get to them and they have sleep issues... If they have kids they'll probably be the most overprotective parents ever."

The Naples Shelter reports that it has taken in 48 victims of human trafficking between 2006 and 2017.

"They arrive here traumatized and they

## Reported human trafficking cases by state

Florida ranks third out of the 4,460 total human trafficking cases reported in the U.S. as of June 30 of this year. The main chart ranks the top 15 states for human trafficking. The pie chart below breaks down the type of trafficking reported.



SOURCE: NATIONAL HUMAN TRAFFICKING HOTLINE

FLORIDA WEEKLY GRAPHICS

arrive here, most of them but not all, with substance abuse problems," said Lise Descôteaux, the Shelter's residential manager of the Naples Shelter. "And not everybody wants to work the program right away. The first thing we must do is establish trust."

### Stories of victims

The following are stories of human trafficking victims who sought help at ACT Shelter in Fort Myers, as told to Florida Weekly by staff who worked with them directly. Their names and other information have been changed to protect their identity.

## Mary

A YOUNG GIRL, WHOSE RELATIVE CONVINCED her that life in Southwest Florida would be better, was forced into a life of sexual slavery as soon as she arrived. For years, she was kept captive and unaware of her surrounding by being blindfolded when she was taken to brothels. Her relative had moved to the United States first. After he found out that he could make money by trafficking her, he convinced the girl and her parents to let him pay for a coyote to smuggle her into the U.S. He rented a house in Lee County from a member of the trafficking ring he had joined.

The girl was lost and disoriented from the time she arrived, not knowing what city she was in. He told her there was no money and she had to do this. He got a percentage of the fee for which she was sold for sex. She would never be left alone at her "home." The brothels were located in houses often outside Lee County, possibly sometimes as far as Tampa or Miami. Inside, rooms were divided into separate private sections with twin beds, and Johns would pay for 15 or 30 minutes in which to have sex. A man at the house handed out condoms and kept track of the time. She was supposed to knock on the door if the man didn't wear the condom to help insure she wouldn't get sick and need hospital attention. She might be sold for sex with 20 to 30 Johns per day. Some had specific requests, including having sex with her while she was on her period.

She was allowed to call home once a month and was coerced into telling her family that everything was OK with her relative. He told her she was a criminal and reminded her that she knew no one, had no friends outside the slavery she was trapped in. She did all the cooking at home. One of the few things she enjoyed, or that she could do during her free time, was experimenting with makeup or her hair. She was told she had to look good. Her days off were sporadic and typically took place when the brothels were moved to a different house to avoid detection.

As the years went by, she began to realize her relative was fearful of her growing bitter and she tried to be sweet with him. Eventually, he became slightly more lenient, leaving her alone when he went to get groceries. She worked up the courage to run away one day even though she didn't know where she was. She had never seen her immediate surroundings beyond the walls of the house in Lee County, and didn't speak English. Someone picked her up and brought her to a nearby authorities who brought her to a safe place at ACT. When she first came to the ACT Shelter in Fort Myers, she wouldn't tell them the truth. It took her time to open up.

SEE TRAFFICKING, A10 ►



COURTESY PHOTO

Liana Calderin, a licensed mental health counselor and clinical director of the ACT Shelter.

### in the know

#### Are you a victim or do you suspect human trafficking? Who to call:

"It's better to report and be wrong than not to report it and be sorry."  
— human trafficking survivor, author and victim advocate Katariina Rosenblatt

- >> If a person is at immediate risk, call 911
- >> National Human Trafficking Hotline: 1-888-373-7888
- >> Polaris BeFree Textline: Text "BeFree" (233733)
- >> The Florida Department of Children and Families Abuse Hotline: 1-800-96-ABUSE, TTY 1-800-453-5145

#### Recognizing the signs of human trafficking

These red flags indicate further assessment may be needed to identify a victim, according to the National Human Trafficking Hotline. In addition, federal law states that any minor under age 18 engaging in commercial sex is a victim of sex trafficking, regardless of the presence of force, fraud, or coercion.

- Common work and living conditions:**
- >> Is not free to leave or come and go as he/she wishes
  - >> Is in the commercial sex industry and has a pimp / manager
  - >> Is unpaid, paid very little or paid only through tips
  - >> Works excessively long and/or unusual hours
  - >> Is not allowed breaks or suffers under unusual restrictions at work
  - >> Owes a large debt and is unable to pay it off
  - >> Was recruited through false promises concerning the nature and conditions of his/her work
  - >> High security measures exist in the work and/or

living locations (e.g., opaque windows, boarded up windows, bars on windows, barbed wire, security cameras, etc.)

- Poor mental health or abnormal behavior:**
- >> Is fearful, anxious, depressed, submissive, tense or nervous/paranoid
  - >> Exhibits unusually fearful or anxious behavior after bringing up law enforcement
  - >> Avoids eye contact

- Poor physical health:**
- >> Lacks medical care and/or is denied medical services by employer
  - >> Appears malnourished or shows signs of repeated exposure to harmful chemicals
  - >> Shows signs of physical and/or sexual abuse, physical restraint, confinement or torture

- Lack of control:**
- >> Has few or no personal possessions
  - >> Is not in control of his/her own money, no financial records, or bank account
  - >> Is not in control of his/her own identification documents (ID or passport)
  - >> Is not allowed or able to speak for herself or himself (a third party may insist on being present and/or translating)

- Other:**
- >> Claims of just visiting and inability to clarify where he/she is staying/address
  - >> Lack of knowledge of whereabouts and/or of what city he/she is in
  - >> Loss of sense of time
  - >> Has numerous inconsistencies in his/her story
- Source: National Human Trafficking Hotline

#### TIPS: Trafficker recruiting techniques to watch out for

- >> **Traffickers are master manipulators.** They are experts at persuading you to do things you never thought you would do.

- >> **Traffickers will tell you** that parents, teachers and other adults don't understand or appreciate you.
  - >> **If you are with friends,** traffickers know how to get you to leave your friends. Look out for your friends and talk to them about trafficking.
  - >> **Women and kids your age** can be recruiters for traffickers.
  - >> **You can't tell a trafficker** by his/her looks, age or clothes.
  - >> **If an older guy tells you** that you are mature for your age, he probably wants something you're not old enough to give him.
  - >> **The people you care about the most** will be the first to help you when you get in trouble so the trafficker will try to get you to turn against them first.
  - >> **If you look needy,** a trafficker will figure out what you need and offer it to you.
- Source: Human Trafficking Awareness Partnerships

#### Most common type of trafficking reported in the US (2016)

- >> Sex trafficking (5,593 reports)
- >> Labor trafficking (1,064)

#### Human trafficking cases reported in Florida and the U.S. to the National Human Trafficking Hotline

- >> **2012:** 237 FL 3,272 US
- >> **2013:** 371 FL 4,854 US
- >> **2014:** 360 FL 5,041 US
- >> **2015:** 410 FL 5,575 US
- >> **2016:** 556 FL 7,621 US
- >> **2017 (through June):** 329 FL 4,460 US

#### Top venues/industries for sex trafficking in the U.S. (2016)

- >> Hotel/motel-based (588 reports)
- >> Illicit massage/spa business (561)
- >> Online ad, venue unknown (411)
- >> Residence-based commercial sex (366)

#### What is human trafficking?

- >> Human trafficking is a crime that involves exploiting a person for labor, services or commercial sex. The Trafficking Victims Protection Act of 2000 and its subsequent reauthorizations define human trafficking as:
    - Sex trafficking in which a commercial sex act is induced by force, fraud or coercion, or in which the person induced to perform such act has not attained 18 years of age; or
    - The recruitment, harboring, transportation, provision or obtaining of a person for labor or services, through the use of force, fraud or coercion for the purpose of subjection to involuntary servitude, peonage, debt bondage or slavery.
- SOURCE: US Department of Justice

#### By the numbers

- >> **20.9 million:** victims of human trafficking globally
- >> **\$150 billion:** what the human trafficking industry is worth worldwide. ■



# TRAFFICKING

From page 9

At that time, her relative (who was later arrested along with other members of his trafficking ring) was desperately looking for her.

Although years have passed, she is still sometimes gripped by panic that people she knew from her days confined as a trafficking victim will find her. Recently, she hid for hours in a grocery store bathroom after hearing someone in line mention her name. She struggles with long-term physical and mental health issues that many human trafficking victims face, said Liana Calderin, a licensed mental health counselor and clinical director of the ACT Shelter in Fort Myers.

"They panic a lot," she said. "They are chronically depressed by the time we get to them and they have sleep issues... If they have kids they'll probably be the most overprotective parents ever."

Many also struggle with eating disorders, anxiety, and post-traumatic stress syndrome, conditions that require ongoing therapy and medication management. Some become "cutters," wounding themselves as a way of feeling grounded and in control.

Even so, after being relocated a number of times for her safety, the woman, now in her mid-20s is getting on with her life with the help of ACT and other advocates. She has a daughter and a job at a local business to which she rides her bicycle, one of the things that helps her take close stock of her surroundings. It's a coping mechanism after her years lost in captivity.

"It's important for her to know what's around her," Ms. Calderin said.

## ■ ■ ■ Lisa

A SEX TRAFFICKING VICTIM, WHO WAS treated at the ACT Shelter in Fort Myers, she initially planned to discuss her experiences with a reporter but thinking about them made her feel sick to her stomach. It had been months before she had even begun to open up to therapists, who still don't know her full story. "Whenever we mention this, I feel very bad. I don't feel comfortable mentioning those experiences," she said through a translator. She has had ongoing problems eating and sleeping after seeking help, and often feels afraid that someone is following her.

*These stories were told, compiled and written by advocates and staff at The Shelter for Abused Women & Children in Collier County. The victims' names and other identifying information has been changed.*

## ■ ■ ■ Marie

OFFICERS RESCUED MARIE FROM her traffickers after a report of suspicious activity at an area trailer camp. She was found inside a dingy travel trailer, trembling, hungry and very weak.

At The Shelter, Marie shared that her traffickers had forced her to have sex with up to 40 men a day. If she did not perform as directed, she was beaten or went without food. As the trailer moved from one unknown camp to another, Marie's only view of the outside world was the tops of palm trees passing by.

Due to the trauma she had experienced, Marie had nightmares every night

and was terrified of the dark. She was haunted by the smell of the trailer and the rooms in which she had been sold. She found tremendous solace in having access to a shower and a variety of fresh-scented soaps.

Although safe in shelter, Marie feared that she would be found by her traffickers if she stayed in Florida. She dreamed of moving to a place where she would no longer see palm trees. With her advocate's help, Marie created a personalized plan to begin her life anew in a safe location out of state.

## ■ ■ ■ Destiny

A 22-YEAR-OLD SEX TRAFFICKING SURVIVOR named "Destiny" came to the shelter seeking safety. She was being trafficked from state to state and exchanged amongst pimps. Destiny reached a point where she couldn't stand daily beatings, verbal abuse and rape any longer.

During our first meeting Destiny disclosed to me that she tried to escape several times and even got out of the state, but each time she was found by the pimp and returned back. She was sold or exchanged many times among pimps to either pay off a debt or strike a deal.

She shared that for the longest time she thought it was a norm as she was sold by her mother for drugs several times during her childhood years. Destiny was arrested several times for unrelated crimes and it was "the most peaceful time" she had in a long time.

She came to the shelter with one backpack and small purse; her entire life was in those two things. Upon her arrival, Destiny received clothing, toiletries, food and lots of TLC. She had an opportu-

nity to learn the dynamics of domestic violence as well as sex trafficking, and enjoyed healing arts as she always wanted to try painting. She told staff that Shelter's twin-sized trundle is the most comfortable bed she had slept in in years.

While at the Shelter, Destiny and I identified obstacles, many emotional, that stood in her way to safe and positive life. Destiny did not stay with us longer than a month as she decided it would be best for her to get into long-term dual diagnosis center. She continues to stay in touch with The Shelter and shared that she's so much happier and feels as she has something great ahead of her.

## ■ ■ ■ Sandy

DRIVING THROUGH THE FRONT GATES of The Shelter, Sandy, a human trafficking victim, looked back through the window of the squad car and watched the gates close. When they closed and no one followed, relief blanketed the fear she constantly felt.

At the age of 18, Sandy had already seen and been forced to do things no one should ever experience. Upon arrival at The Shelter, she was slow to unlatch her own emotional gates and trust her advocate. When she did, she spoke for a long time about the extreme sexual and physical abuse that several people had inflicted upon her. At the end of the conversation, Sandy's flood gates opened, releasing a wave of relief and gratitude. In that moment, she asked her advocate, "May I hug you?"

Gates open and close. They can keep us safe and they can keep us confined. Sandy is learning to make her own choices and she is choosing to fight for her life. ■



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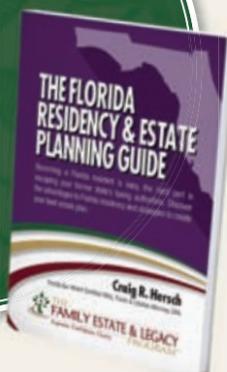


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COURTESY PHOTO

Betty Bailey, Bill Moser, Myra Janco Daniels, Wendy Pez and Debra Haley.

## Youth organizations earn Latchkey League grants

One local nonprofit just gave two others an early Christmas present. The Latchkey League, a charity dedicated to providing educational, cultural and recreational services to children who need after-school supervision, granted two Collier County youth organizations \$25,000 each in an effort to further their cause.

Latchkey presented the checks at the organizations November membership luncheon to New Horizons and the Salvation Army's Fran Cohen Youth Center. "With the assistance and dedication of our volunteers and donors, we are doing great things for our at-risk children, said Myra Janco Daniels, founder of the Latchkey League. "The word is getting out," she said, adding, "We were fortunate to recently receive 400 pairs of new shoes through the efforts of The Shoe Warehouse. The Salvation Army

channeled these shoes to needy children and adults in Immokalee with the help of The Boys & Girls Club of Collier County. It's a pleasure to be part of this effort to help our local youth."

New Horizons empowers at-risk youth to reach their full potential through tutoring, mentoring and faith-building; the Latchkey League grant will help the 460 students currently receiving tutoring and other assistance from New Horizons.

The Fran Cohen Youth Center serves 120 children of all ability levels, providing a positive and safe environment for them to grow physically, mentally and socially. Funding for construction of the center, which was dedicated last spring, was raised by the Latchkey League.

For more information about the Latchkey League, call 738-4199 or visit [www.latchkeyleague.org](http://www.latchkeyleague.org). ■



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## Naples resident featured in 'Beetle Bailey' comic strip

At age 94, legendary cartoonist Mort Walker continues to churn out his "Beetle Bailey" comic strip. Begun in 1950, it's among the oldest comic strips still being produced by the original creator.

In honor of Naples resident Stewart Jacobson's Toys for Tots campaign, Mr. Walker chose to feature Mr. Jacobson as a character in an holiday strip. The comic was published Dec. 3 in newspapers across the United States and in 52 countries, garnering 24 million readers, according to Mr. Walker.

Toys for Tots is a program run by the United States Marine Corps Reserve, which distributes toys to chil-

dren whose parents cannot afford to buy them gifts for Christmas.

"He's a good guy," Mr. Walker said of Mr. Jacobson. "Toys for Tots is a special cause and I like to support it."

"Beetle Bailey" is still produced in the Walker household, with several of Mr. Walker's children doing the pencil work and brainstorming for the "gags," as they call them.

Mr. Jacobson has been a Naples resident for a number of years, moving to the area after a career as a Los Angeles publicist for decades. A longtime supporter of Toys for Tots, he appeared on the "Today Show" years ago in New York City to promote the campaign. ■



## Collier residents urged to complete survey about community needs

The Richard M. Schulze Family Foundation and the Community Foundation of Collier County encourage all local citizens to complete a confidential, 20-minute online survey to help in the first comprehensive, professional study of the gaps between needs and available social services in Collier County.

Questions are divided into the following categories (with answers on an agree/disagree or satisfied/dissatisfied scale): health; child care, education and enrichment; special populations; basic needs; environment and safety; recreation and leisure; services; infrastructure; and environment. There are also two open-ended questions for a written response and several questions specifically related to Hurricane Irma. There are a total of 118 responses required.



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The survey is available to fill out online through Friday, Dec. 15, and can be accessed using this link: [https://survey.col.qualtrics.com/jfe/form/SV\\_3wmcYBDhL6aYP6l](https://survey.col.qualtrics.com/jfe/form/SV_3wmcYBDhL6aYP6l). ■



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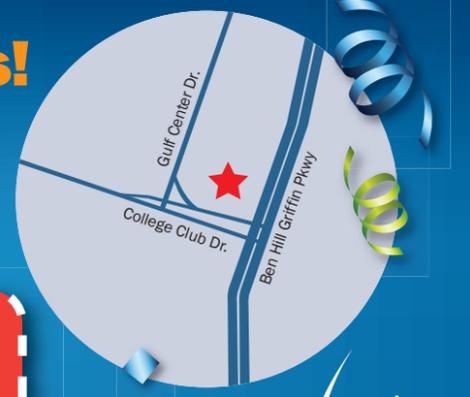
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## NEWS OF THE WEIRD

## People different from us

Chengdu, China, street barber Xiong Gaowu offers a most unusual service at his roadside location in Sichuan province. For \$12, Xiong will scrape the inside of his customers' eyelids using a straight razor, according to Reuters. Xiong suggests being "gentle, very, very gentle" when performing eyelid shaving, or "blade wash eyes," as the technique is known in Mandarin.

A Chengdu ophthalmologist, Qu Chao, says shaving may unblock moisturizing sebaceous glands along the rim of the eyelid, leading to a more comfortable and refreshed feeling. "If he can properly sterilize the tools that he uses, I can see there is still a space for this technique to survive," Qu added.

## Uncontained excitement

Traffic slowed to a crawl on I-95 in Palm Beach County on Nov. 21 as President Trump's motorcade arrived for the Thanksgiving holiday. Author and sportswriter Jeff Pearlman was among the delayed drivers, but things turned weird when "these people (kept) getting out

of the car dancing," he posted in a Twitter video. WPTV reported that Pearlman recorded the people two cars in front of him emerging from their car and twerking on the highway, then jumping and dancing around enthusiastically before getting back in the vehicle.

## Compulsion

A 35-year-old Indian man employed a unique method for dealing with his depression: swallowing metal. Maksud Khan was rushed to surgery at Sanjay Gandhi Hospital in Satna, Madhya Pradesh, India, after developing severe abdominal pains, according to Metro News. An endoscopy showed that Khan had "coins, nails and

nut-bolts in his stomach," said Dr. Priyank Sharma, who led the surgical team. In late November, surgeons removed 263 coins, 100 nails and other metal items, including razor blades and dog chains, from Khan's stomach. His family had no idea he had been ingesting metal, and Khan promised doctors he would never eat metal again.

## Unclear on the concept

■ In Iowa, autumn is breeding season for deer, when the animals can get a little wacky and try to cross roadways. It's also the time of year when the Iowa Department of Transportation begins fielding questions from drivers asking why deer-crossing signs aren't erected at safer spots for deer to cross. "This sign isn't intended to tell deer where to cross," the Iowa DOT helpfully posted on its Facebook page on Oct. 24, according to the Des Moines Register. "It's for drivers to be alert that deer have been in this area in the past." State Farm Insurance reports that Iowa drivers have the fourth-highest likelihood in the

U.S. of hitting a deer. Coincidence?

■ Rocky, an enterprising 7-month-old border collie in Devon, England, took the command "bring the sheep home" a little too literally in early November when he herded nine sheep into his owner's kitchen. "I was in the kitchen and heard a noise," Rocky's owner, Rosalyn Edwards, told the BBC. "I turned around and the sheep were just standing there. It was funny at the time, but then there was quite a lot of wee, poo and mud everywhere." The sheep stood around for a few minutes, then allowed themselves to be shown out the front door.

## Irony

As elder members of the First United Methodist Church in Tellico Plains, Tenn., gathered on Nov. 16 to discuss the recent church shooting in Sutherland Springs, Texas, one of those present asked if anyone had brought a gun to church. One man spoke up and said he carries a gun everywhere, reported WATE-TV, and produced the gun, emptying the chambers

before passing the weapon around. When the owner got the gun back, he replaced the magazine and recharged the chamber — accidentally squeezing the trigger and shooting himself in the hand and his wife in the abdomen. Both victims were taken by helicopter to the University of Tennessee Medical Center for treatment of non-life-threatening injuries.

## Last wishes

On Oct. 10, Richard Lussi, 76, of Plains Township, Pa., succumbed to heart disease. But before he died, he made sure his family knew there was one thing he wanted to take with him: a cheesesteak from Pat's King of Steaks in Philadelphia. "No onions because they'll come back to haunt me!" Lussi told his family. So the day before Lussi's funeral, his son, John, grandson, Dominic, and two friends drove to Philly,

where they ate cheesesteaks and bought two extra for Lussi's casket. John told *The Philadelphia Inquirer* that the funeral director advised not putting the sandwiches in the coffin until after the viewing, "because people would take them." Pat's owner Frank Olivieri Jr. said he was flattered and proud that his cheesesteaks were held "so dear" by someone. "Maybe it's a bribe for St. Peter," he added.

## In your own backyard

Lisa Cramps moved into a new home in Mitcheldean, Gloucestershire, England, this fall and quickly discovered a mysterious manhole cover in her backyard. Rather than ignore it, Cramps dug up the cover and unearthed a World War II-era bunker underneath. Neighbors informed

Cramps that the shelter pre-dates her house and originally had two stories, with the upper level partially above ground. "It's very exciting to find this in our garden," Cramps told Metro News. "I love Second World War history, and my mission now is to find out exactly why it's here." ■

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# CLUB NOTES

■ **Questers**, a club for anyone who loves antiques and preservation, meets at 11 a.m. on the second Thursday of the month for a field trip or a program at a member's home. The next meeting is Dec. 14. For more information, call Roberta Raass at 566-8919.

■ **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 Dec. 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.

■ **Alliance Française de Naples** holds its "Diner de Noel" on Thursday evening, Dec. 14, at L'Auberge Restaurant. Cocktails (cash bar) begin at 5:30 p.m. Each guest is asked to be a small "box" gift (hat box, holiday box, etc., valued no more than \$15) to exchange. Cost is \$55 for members, \$60 for others. Menu choices for the three-course gourmet French dinner are at [www.afnaples.org](http://www.afnaples.org). For reservations, visit the website, print the reservations form and mail it with your check to Alliance Française de Naples, P.O. Box 110075, Naples, FL 34108. For more information, call Denyse Jenkins at 592-7576 or 592-0447.

■ **The Naples Digital Photography**

**Club** welcomes Mike Corrado, senior manager for professional photographer relations at Nikon, with a program about "The Essence of Portrait Photography" from 9 a.m. to noon Saturday Dec. 16, in the auditorium at Florida Southwestern State College, 7505 Grand Lely Drive. All are welcome. Admission for \$30 includes one year of club membership. For reservations or more information, go to [www.dpi-sig.org](http://www.dpi-sig.org).



■ **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 Dec. 16 and Jan. 6. Members should bring their works in progress and be prepared to share techniques and tips. All are invited to enjoy lunch afterward (place TBA). For more information about the club, call Dick Ritchie at 594-0868 or email [dcritchie@comcast.net](mailto: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 Dec. 19 and Jan. 2. 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](http://www.toastmasters.org).

■ **The Gulf Coast Orchid Alliance** meets from 6:30-8:30 p.m. Thursday, Dec. 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](http://www.gulfcoastorchidalliance.com).

■ The Naples chapter of **PFLAG, Parents Families and Friends of Lesbians and Gays**, a support, education and advocacy group for families with gay or transgender members, meets at 7 p.m. Thursday, Dec. 21, at Naples United Church of Christ, 5200 Crayton Road. For more information, call 963-4670 or visit [www.pflagnaples.org](http://www.pflagnaples.org).

■ **Ikebana International Naples Chapter #160** meets at 9:30 a.m. Wednesday, Jan. 3, at Naples Botanical Garden. The ginza market will be open prior to the 10:30 a.m. start of the program. All are welcome. Attendance is free. For more information, visit [www.ikebananaples.com](http://www.ikebananaples.com) or follow Ikebana Naples on Facebook.

■ **The Experimental Aircraft Association Chapter 1067-Naples** members meet at 7 p.m. on the first Wednesday of the month at Naples Municipal Airport. The next meeting is Jan. 3. Members also serve a buffet breakfast from 8-11

a.m. on the second Sunday of the month in the pilots lounge at Naples Municipal Airport. All are welcome. Admission for \$5 includes all-you-can-eat fresh fruit, doughnuts and pastries, yogurt, breakfast sausage, juice and coffee, with all proceeds benefitting the EAA Young Eagles program that acquaints youth ages 8-17 with aviation as a career. The next breakfast is Dec. 10. The Naples EAA chapter is one of approximately 1,700 chapters worldwide. Members are pilots, student pilots, plane builders and aviation enthusiasts. For more information, call 649-6627 or visit [www.eaal067.com](http://www.eaal067.com).

■ **Tech4Good SWFL**, a club for staff and volunteers of nonprofit organizations, meets 6 to 8 p.m. Tuesday, Jan. 9, at the Universalist Congregation, 6340 Napa Woods Way. A program about "Facebook Live for Nonprofits" will be presented by Cory O'Donnell, digital engagement editor, and Andrea Melendez, visual journalist, both from the News-Press. The free club is for staff and volunteers of nonprofit organizations who want to learn more about using technology to advance their mission, community engagement and fundraising. Admission is free to regular monthly meetings, and a light dinner is served. RSVPs are requested to [birgit.pauli@nptechprojects.org](mailto:birgit.pauli@nptechprojects.org).

For more information about the organization, visit [www.tech4goodswfl.org](http://www.tech4goodswfl.org). ■

— Email club news to Cindy Pierce at [cpierce@floridaweekly.com](mailto:cpierce@floridaweekly.com).

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# Eco-adventure filmmakers keynote Conservancy's 2018 WaterWorks luncheon

Registration is open for the Conservancy of Southwest Florida's fourth annual WaterWorks luncheon. Set for Thursday, Jan. 18, at the Conservancy Nature Center, the fundraiser will include a meet and greet with Conservancy staff and featured speakers Alex and Tyler Mifflin of "The Water Brothers" eco-adventure documentary series. Proceeds will support the Conservancy's efforts to protect water quality, fisheries and estuaries in Southwest Florida.

"As the basis of our community and



the foundation of our economy, water is essential to all life here in Southwest Florida, and it is imperative that we join in protecting this natural resource for future generations," said Rob Moher, Conservancy president and CEO. The annual WaterWorks luncheon is key to supporting the Conservancy's efforts, he added. "And we look forward to diving deeper into the problems and solutions as The Water Brothers share their passion and expertise for water conservation."



Filmmakers Alex and Tyler Mifflin, hosts of "The Water Brothers."

The documentary series follows the Mifflin brothers as they explore the

world, uncovering the most important water stories of our time. The series takes viewers on the search to learn more about water conservation, and discover solutions to help better protect this precious natural resource.

The fourth annual WaterWorks luncheon is presented by The Naples Trust Company. Sponsors include The Weston Foundation, CenturyLink, Waller Financial Planning Group, Prestige Printing. Tickets are \$200 for individuals, \$500 for patrons. To sign up or for more information, call 403-4219, email Megan Becker at [meganb@conservancy.org](mailto:meganb@conservancy.org) or visit [www.conservancy.org/events/water-works](http://www.conservancy.org/events/water-works). ■

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## Tune up your driving skills at AARP class

ARP offers classes to help older drivers learn about new traffic laws, refresh their driving skills and reduce their risk for tickets and accidents. Drivers over age 55 might be eligible for a discount on auto insurance.

Cost is \$15 for AARP members, \$20 for others. Reservations are required and can be made by calling the number listed with the session you wish to attend. Here's what's coming up this month.

Thursday, Dec. 21, 9 a.m. to 3:30 p.m. at St. Williams Ministry, 750 Seagate Drive, Naples; (612) 201-8616. ■



## Watch out for traffic deputies

Here's where Collier County Sheriff's Office deputies will be on traffic duty the week of Dec. 11-15:

### Monday, Dec. 11

Goodlette-Frank Road and Orange Blossom Drive: Aggressive driving  
U.S. 41 North and Pine Ridge Road: Aggressive driving

Vanderbilt Beach Road and Collier Boulevard: Aggressive driving

### Tuesday, Dec. 12

Livingston and Pine Ridge roads: Red-light running

Immokalee and Vanderbilt Beach roads: Red-light running

Sunshine Boulevard and Golden Gate Parkway: Speeding

### Wednesday, Dec. 13

Collier Boulevard and U.S. 41 East: Aggressive driving

Davis and Santa Barbara boulevards: Red-light running

Rattlesnake Hammock and County Barn roads: Speeding

### Thursday, Dec. 14

50th Terrace SW and 22nd Avenue SW: Speeding

Airport-Pulling Road at Poinciana Elementary School: Aggressive driving

Pine Ridge Road at I-75 southbound exit: Aggressive driving

### Friday, Dec. 15

Immokalee Road and Palm River Boulevard: Red-light running

U.S. 41 North and Pelican Bay Boulevard: Speeding

Golden Gate Parkway and Santa Barbara Boulevard: Red-light running ■

# BEHIND THE WHEEL

## Acura TLX aims higher, costs lower



What you're looking at is a \$46k sedan disguised as a \$54k sedan. The Acura TLX with all-wheel drive and premium A-Spec packaging is a 15 percent savings over a comparatively-equipped Mercedes E-Class 4Matic and BMW 5-series with X-drive.

But if that was all it took to describe this car, then we could have ended the review right there. Instead, Acura has spent a lot of time in the shadows of its German luxury competitors. The difference is that they have re-stacked the deck for 2018.

The TLX lives in the heart of the premium market. The mid-size luxury and sports sedans are enjoyed by everyone from young executives on the rise to wealthy retirees who want something easy to park next to the latest craft project in the garage. That means a design that can have wide-ranging appeal.

So, it's no surprise that the TLX was one of the first cars to lose the bright beak-like grille. In its place is a much more upscale looking setup with diamond-shaped icons that look like little stars orbiting Acura's big "A" badge.

And while we're on the subject of As, there's a new A-Spec sport trim line. It's a \$2,900 option that adds a more aggressive front bumper, black trim lines around the car, a black trunk spoiler, and gray 19-inch wheels. All of this dark side kind of aggression looks particularly nice against the San Marino Red paint or the Pearl White of our test car.

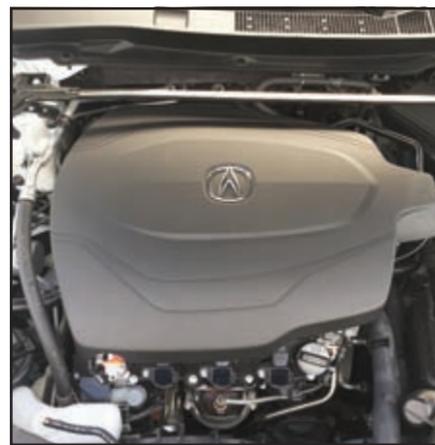
Inside, another great advantage of the A-Spec is an upgrade to the sport seats. These come heated and ventilated, which is often part of a much larger (i.e., expensive) option package in many other luxury cars. For those who want true distinction, red leather looks great against the rest of the black interior, and it doesn't cost any extra.

More than just the seats, value is a key attribute throughout TLX's interior. Acura likes to tout its technology image, which is partially true. There are very few features that are unique to their cars, but the difference is the TLX is quite generous with the latest luxury and safety products.

For example, to get an A-Spec model also requires the Technology Package. This \$3,700 option is not cheap, but it upgrades the car to a 3D satellite navigation system, real-time traffic updates, blind spot monitoring, cross-traffic motioning, radar-assisted cruise control, and a premium HD stereo with 10-speakers. Plus, all cars (even the base \$34K model) come standard with two display screens. One is mounted higher in the dash to run more hands-off features like the sat nav and Apple Carplay. The other is easier to reach, and it's a touchscreen unit that is great for more interactive pieces like radio tuning and climate control.

Just like the rest of the competition, the TLX starts out with a four-cylinder motor. A 3.5-liter V6 is the only available upgrade. This is required in the A-Spec model, so its expense is already built into our tester's \$45,750 final price.

The 290-horsepower power plant represents a midpoint within its luxury competition between more common



offerings and ultra-hot sedans like the Mercedes AMG C43 and Audi S4. So, for those who enjoy an extra hit of power, but don't need a substantially higher car payment, this feels like a sweet spot.

The Super Handling All-Wheel Drive System might seem like a mouthful, but it gives the TLX a true technology advantage that Acura covets. A computer brain is constantly dialing in power between the front and rear axles, as well as the right and left back wheels, to figure the best way to keep the car pointed where the steering wheel says to go. That's helpful in everything from extra fun in empty roundabouts to safety confidence on wet days.

All of this makes the TLX seem like a low-priced sleeper, but it's not infallible. The reason why the Europeans are the benchmark and can command a higher



price is because they are laser-focused on the driving experience. There is extra zest in that fifteen percent difference.

But Acura is no dummy. With refreshed looks and the correct packaging, the TLX is getting closer to the competition than ever before. And driving home with a fatter wallet is always a fine decision factor. ■

# PALM COTTAGE

From page 1

the most spectacular way,” said Elaine Reed, Naples Historical Society president and CEO.

Nightly activities include a reading of “A Visit from St. Nicholas” (better known as “The Night Before Christmas”) by Naples Mayor Bill Barnett on Friday, Dec. 22, along with volunteer-led presentations on topics such as recipes from Christmases past and how the Victrola played an important role in holiday celebrations.

“In the original city of Naples, once you passed over Gordon River you were in the Everglades,” John Telischak, NHS education manager, said. “There were wild pigs running in the streets ... What did people eat or wear or do for the holidays?”

Volunteers have decorated Palm Cottage in an aesthetic that reflects the time period when the house was in use, both as an annex to the Naples Beach Hotel & Golf Club in the late 19th century and as a private home at the end of World War II. Tinsel, tin and hand-blown glass ornaments from Germany are some of the elements that recreate past Christmases at Palm Cottage.

“There are great replicas of what people would have had in 1895 up until the end of World War II,” Mr. Telischak said.

Volunteers will also offer all kinds of holiday trivia throughout the presentations. For example, while tinsel became a mainstay of tree decorations in mid-century America, wealthy Europeans have used it for centuries, starting with actual strands of silver. Cutting shapes out of tin and hanging them on a tree was a popular and inexpensive method of making ornaments during the pre-war era as well.

Guests will also learn the about Christmas tree traditions in Germany and how those traditions migrated to England and the United States.

Cooks and foodies will enjoy learning

in the know

## ‘Ten Days of Christmas’ at Historic Palm Cottage

Unless otherwise noted, each 15- to 20-minute program will be presented at 5:45 and 6:45 p.m.

**Tuesday, Dec. 12**  
Southwest Florida holiday traditions

**Wednesday, Dec. 13**  
A fireside reading of “A Visit from St. Nicholas” by Naples Mayor Bill Barnett

**Thursday Dec. 14**  
Holiday recipes from the past

**Friday, Dec. 15**  
The Victrola’s role in holiday entertainment

**Saturday, Dec. 16**  
The history of Christmas trees and decorations

**Tuesday, Dec. 19**  
The history of Christmas trees and decorations

**Wednesday, Dec. 20**  
The Victrola’s role in holiday entertainment

**Thursday, Dec. 21**  
Southwest Florida holiday traditions

**Friday, Dec. 22**  
A fireside reading of “A Visit from St. Nicholas” by Naples Mayor Bill Barnett

**Saturday, Dec. 23**  
Holiday recipes from the past

**Saturday, Dec. 23**  
8 p.m. – Sing-along with carolers in The Norris Gardens

about old-time holiday recipes and how Southwest Florida pioneers provided for their own holiday tables. Many hunted their own game for the Christmas feast and/or sold their catch to the Naples Beach & Golf Club for extra holiday cash.

As the county seat back in the day, Everglades City was home for community holiday festivities, including the annual costume dance where Barron Collier and his wife gave out gifts and hosted a meal.



COURTESY PHOTO

Historic Palm Cottage is at 137 12th Ave. S.

“Ten Day of Christmas” at Palm Cottage concludes with a sing-along in The Norris Gardens led by a carolers associated with Stay in May, the organization that promotes cultural activities during Naples’ early summer shoulder season. While the cottage will be closed, the sing-along is free and all are welcome.

While reservations are recommended for tours of Palm Cottage between

noon and 4 p.m. Tuesdays through Thursdays, they are not necessary from 4-8 p.m. on days when “Ten Days of Christmas” events are scheduled or from 1-4 p.m. every Saturday through Dec. 30. Admission is free for NHS members and \$13 for others. For more information or to make reservations, call 261-8164 or visit [www.napleshistoricalsociety.com](http://www.napleshistoricalsociety.com). ■

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# HEALTHY LIVING

## Doctors, nurses honors at NCH Ball; \$5 million pledge announced



More than 400 loyal and generous supporters of NCH gathered recently at The Ritz-Carlton Beach Resort for the 59th NCH Ball dedicated to the renovation of the Baker Hospital Emergency Room, which was last updated more than 20 years ago.

Chief Operating Officer Phil Dutcher surprised and pleased everyone by reading the following from his good friend and NCH colleague:

“Dear Phil, My wife and I wish to stay anonymous for a short time longer, but we are very proud to say we will be giving a gift to NCH for the emergency department project. Our gift will be a gift from my father. We are proud of the fact that this will help the community for years to come by having one the best emergency departments in the country. My wife is a former employee, and I am still employed by NCH, which makes this gift even more special. We would like to thank everyone who is attending the NCH Ball to benefit this project. As time moves on, we hope that the emergency department nurses and doctors as well benefit from the new emergency department by saving lives as they do every day. The work they do on a daily basis is incredible to say the least. We want to thank everyone who is and will be involved in this project. Thank you.”

Mr. Dutcher then told the crowd that the gift was a \$5 million pledge.

As has been our custom at the NCH Ball since 2001, the NCH Physician of the Year and Nurses of the Years are announced at the gala. Neurosurgeon Mark Gerber, who has practiced at NCH for 17 years, was recognized by the entire medical staff for the highest standards of excellence in clinical care, relationships with patients and colleagues, standards of moral and

SEE PLEDGE, A21 ►

## Researchers find several variables affecting allergen levels in U.S. homes

NATIONAL INSTITUTES OF HEALTH

Allergens are widespread but highly variable in U.S. homes, according to the nation’s largest indoor allergen study to date. Researchers from the National Institutes of Health report that more than 90 percent of homes had three or more detectable allergens, and 73 percent of homes had at least one allergen at elevated levels. The findings were published Nov. 30 in the *Journal of Allergy and Clinical Immunology*.

“Elevated allergen levels can exacerbate symptoms in people who suffer from asthma and allergies, so it is crucial to understand the factors that contribute,” said Darryl Zeldin, M.D., senior author and scientific director at the National Institute of Environmental Health Sciences, which is part of NIH.

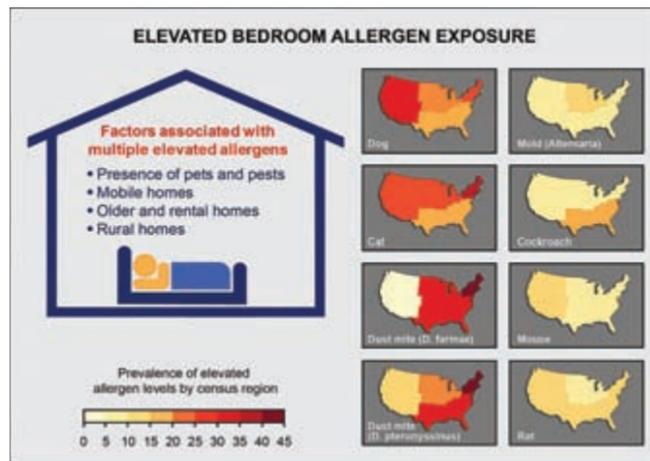
Using data from the 2005-2006 National Health and Nutrition Examination Survey, the researchers studied levels of eight common allergens — cat, dog, cockroach, mouse, rat, mold and two types of dust mite allergens — in the bedrooms of nearly 7,000 U.S. homes.

They found that the presence of pets and pests had a major influence on high levels of indoor allergens. Housing characteristics also mattered; elevated exposure to multiple allergens was more likely in mobile homes, older homes, rental homes and homes in rural areas.

For individual allergens, exposure levels varied greatly with age, sex, race, ethnicity and socioeconomic status. Differences were also found between geographic locations and climatic conditions. For example, elevated dust mite allergen levels were more common in the South and Northeast and in regions with a humid climate. Levels of cat and dust mite allergens were also found to be higher in rural areas than in urban settings.

To provide a more complete picture, the research team also compared allergen exposure and previously reported sensitization patterns from this survey. Sensitization, which makes a person’s immune system over-reactive to allergens, may increase the risk of developing allergies and asthma. NHANES 2005-2006 allowed national level comparisons of exposure and sensitization for the first time.

The team uncovered several differences. Although males and non-Hispanic



relationships between allergen exposures, allergic sensitization and disease are complex. Studies are still investigating how allergen exposures interact with other environmental and genetic factors that contribute to asthma and allergies.

In the meantime, the following preventive actions may help reduce exposure to indoor allergens and irritants:

blacks were less likely to be exposed to multiple allergens, sensitization was more common in these groups, compared to females and other racial groups, respectively. Patterns also differed for urban and rural settings. Exposure to several elevated allergens was most prevalent in rural areas, whereas sensitization rates were shown to be higher in urbanized areas.

Overlaps were also found. For dust mite allergens, exposure and sensitization was most prevalent in the Southern and Northeastern regions, and for cockroach allergen in the South. Patterns also reflected socioeconomic variations, especially for pet and cockroach allergens, according to lead author Paivi Salo, Ph.D., of NIEHS.

The researchers emphasized that the

■ Vacuuming carpets and upholstered furniture every week.

■ Washing sheets and blankets in hot water every week.

■ Encasing mattresses, pillows and box springs in allergen-impermeable covers.

■ Lowering indoor humidity levels below 50 percent.

■ Removing pets from homes or at least limiting their access to bedrooms.

■ Sealing entry points and eliminating nesting places for pests, as well as removing their food and water sources.

“Asthma and allergies affect millions of Americans,” Ms. Salo said. “We hope this comprehensive study provides beneficial information to a wide audience, from patients to clinicians.” ■

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## Gastroenterologist has support group

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 Dec. 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 pallainresearch@gmail.com or visit www.crohn-scolitisfoundation.org. ■



## Free screenings for autism spectrum

Golisano Children's Hospital of Southwest Florida, in partnership with Ronald McDonald House Charities of Southwest Florida, offers a free monthly autism spectrum disorder screening for toddlers 18 months to 5 years of age.

The next screenings on the Ronald McDonald Care Mobile will be offered from 9:30 a.m. to 2 p.m. Friday, Dec. 15, at Miromar Outlets in Estero.

It is estimated that one in every 68 children is diagnosed with some form of autism spectrum disorder, making it more common than childhood cancer,

juvenile diabetes and pediatric AIDS combined. Medical consultants stress that an early diagnosis of autism can make a vast difference for toddlers and their families.

A physician referral is not required for the free screenings, which are conducted by an advanced registered nurse practitioner who has extensive training and experience in typical child development and developmental disorders. To schedule a Dec. 15 screening, call 343-6838. ■

## Help for Parkinson's patients, caregivers

The Parkinson Association of Southwest Florida Inc. has started two new support groups for anyone who has Parkinson's disease and also for those who care for them.

One group meets from 1-2 p.m. every Tuesday at in the clubhouse at Aston Gardens, 4800 Aston Gardens Way in Pelican Marsh. The second group meets from 12:30-1:30 p.m. every Thursday in the clubroom at Brookdale Bonita Springs, 26850 S. Bay Drive in Bonita Springs.

For more information, call PASFI at 417-4365 or email office@pasfi.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 Dec. 18. 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. ■

## PLEDGE

From page 20

ethical excellence, conduct and commitment to the needs of the community.

Drs. Charles Graeber, Shawn Patterson, Carlos Quintero, Sajan Rao, James Talano, Ruta V. Totoraitis, and I were honored as nominees for the award this year.

Dr. Gary Swain received the COM-PASS Award based on nominations by NCH colleagues. "C" is for caring, compassion and collaboration. "O" is for open, objective and observant. "M" is for meticulous, mentor and model. "P" is for professional, pleasant and positive. "A" is for approachable, apprecia-

tive and positive attitude. "S" is for superior skills, standards and sociable. "S" is for special.

Nurses of the Year honorees were: Therese Corsones, NCH Physician Group hospitalist team; Annamaria Gargano, charge nurse, Brookdale Center for Healthy Aging & Rehabilitation; and Katie Matthews, nurse manager, 5 South Orthopedics.

I extend a special thank you to 2017 NCH Ball chairs Ann and Robert Stucker, who have been among our strongest advocates, providing wise leadership, philanthropic backing and broadening support among other community leaders and philanthropists. The Stuckers helped elevate NCH from a community hospital to teaching institute. ■

— Dr. Allen Weiss is president and CEO of the NCH Healthcare System.

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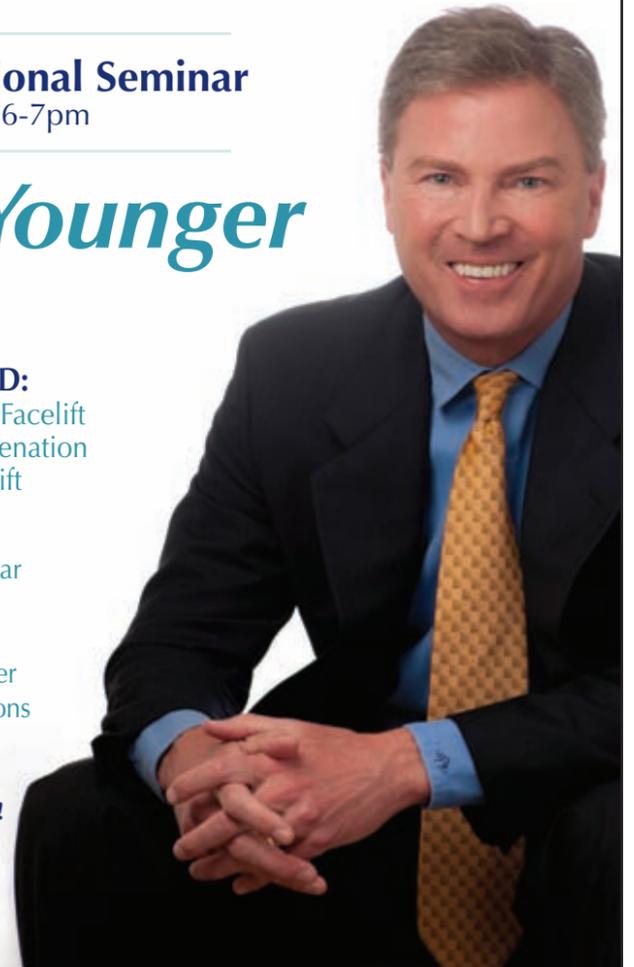
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Michele McKenney, MPH, JD  
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# PET TALES

## Top pet traumas

BY KIM CAMPBELL THORNTON  
Andrews McMeel Syndication

Our dogs and cats hate to let us know when they're not feeling well. It's instinctive for them to hide illness and even injuries if possible.

Some emergencies are obvious, though, and an emergency, by definition, requires immediate treatment. Any time your pet experiences one of the following conditions, you need to get him to the veterinarian on the double, whether it's noon or nighttime, weekend or holiday.

- Hit by car. Even if your pet appears to be OK, he could have serious internal injuries.

- Falling out a high window. Cats have a reputation for surviving high falls, but that doesn't mean they don't sustain injuries.

- Blood gushing from an artery or bleeding from the mouth, nose or rectum.

- Loss of consciousness.

- Difficulty breathing, which can indicate choking, poisoning or heart failure.

- Sudden collapse or paralysis.

- Bloody vomiting or diarrhea.

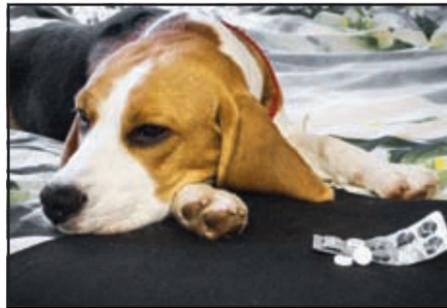
- Broken bones, difficulty walking or reluctance to put weight on a limb.

- Gums that are pale instead of a healthy pink.

- Seizures, tremors or staggering, which can indicate poisoning or neurological problems.

- Known ingestion of antifreeze, Easter lilies, rat poison, items containing xylitol or other toxic substances.

Some pets are more prone to certain types of emergencies than others. Cats, for



Many foods and over-the-counter medications that humans can take safely can be dangerous or fatal to pets.

instance, love to nibble on plants and can develop fatal kidney failure from eating any part of a lily, even small amounts of pollen.

In male cats, straining to urinate can signal an obstructed urinary tract. When that happens, toxins build up quickly and can kill the cat if the blockage isn't relieved rapidly. Cats who strain to defecate should also be seen right away.

Dogs, especially males but sometimes females, can also develop urinary obstructions from bladder stones or prostate disease. Breeds at higher risk include Dalmatians, bulldogs and black Russian terriers.

An enlarged stomach accompanied by drooling, panting and retching without bringing anything up is a sign of gastric dilatation volvulus, commonly known as bloat and often seen in deep-chested dogs. Never "wait and see" if your dog shows these signs.

Dogs are notorious for eating anything they run across, which leaves them open to ingesting toxic foods and pharmaceuti-

cals. Take your dog in if he eats grapes or raisins, fungi such as mushrooms or toadstools, dark chocolate, any food containing the sweetener xylitol, or drugs such as Tylenol, nasal spray or eye drops.

Another common pet emergency is severe vomiting and diarrhea accompanied by appetite loss. Those signs may be early indicators of life-threatening disease or gastrointestinal obstruction. Pets left untreated, especially cats or toy-breed dogs, can quickly become weak and dehydrated.

Pets with flat faces such as bulldogs, pugs and Persian cats are prone to heatstroke. If these pets are restless, have a rapid pulse, have trouble breathing or are panting or drooling, it's an emergency.

Cat and dog breeds such as Maine coons, ragdolls, Persians, American shorthairs and cavalier King Charles spaniels are at risk for congestive heart failure. Signs include unusual inactivity, tiring quickly, restlessness, panting, difficulty breathing, crackly breathing sounds and pale gums.

A pet who has trouble walking may have a spinal cord injury. Dogs or cats with long backs such as dachshunds or munchkins are susceptible to ruptured intervertebral disks.

If your pet experiences an emergency, the best thing you can do is to stay calm in the moment. Have your veterinarian's phone number and that of the nearest emergency clinic on speed dial, and call to let them know you're on the way and what the problem is.

Most important, know your pet's normal behavior. Noticing changes early can help you catch problems before they turn into emergencies. ■

### Pets of the Week



>> **Baby Girl** is a 5-year-old pit bull mix who's really a big, friendly couch potato. We're sure that if her scars could talk, they'd have a lot to say. Her adoption fee is \$75.



>> **Karli** is a gentle 4-year-old cur mix who loves car rides. She can be a bit shy at first, but with patience and treats, she will become your BFF. Her adoption fee is \$75.



>> **Miles** is a 2-year-old pit bull mix who gets along well with his roommates and is always down for a game of fetch. His adoption fee is \$75.



>> **Mini Mouse** is a 4-year-old bulldog mix who loves playtime and prefers male dogs over female dogs. Her adoption 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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# Lessons learned during a quick trip to Key West to recharge

**stephanieDAVIS**  
sdavis@floridaweekly.com



To paraphrase Mark Twain, the reports of Key West's demise have been greatly exaggerated.

In fact, after a fabulous 36 hours in the Conch Republic recently, I can easily say that I've noticed far more lingering Hurricane Irma damage here in Southwest Florida than what I saw on Duval Street — which looked untouched. Honestly, it was difficult to tell that a major hurricane barreled through the island just three months ago, but I suppose that's because most of the damage was felt in the mid-to-lower Keys, while "the rock" held steady and escaped much of Irma's wrath. Some say the island is charmed, and I tend to agree.

But, that's just one of the things I learned during our little getaway to the end of Mile Marker 1.

■ Because I hate flying and driving gives me fits, I learned the absolute perfect way for my husband and me to get away to Key West is by the boat. The Key West Express is fast and smooth (we set off at 8:30 a.m. and arrived in the heart of Old Town a little after noon). To kill the first two hours, we watched the movie "Sweet Home Alabama" on big screens throughout the vessel. Then Todd read his latest Tom Abrahams novel while I enjoyed a thoroughly delicious Bloody Mary and wandered up on deck in search of dolphins and birds.



When we docked, it was a short stroll to our hotel. Easy peasy.

■ I learned that one can pack a lot into 10 hours. Lunch at Caroline's, a walk through the quirky and creepy Key West Cemetery (complete with enormous iguanas climbing all over the tombs), shopping, cocktails, swimming, the sunset festival, more cocktails, a ride on a bicycle taxi, dinner, dessert and nightcaps — and that was just the first

10 hours.

■ We both learned that it's OK not to go out dancing, or to see a band or to catch a drag show — ALL things that we wanted to do, but by 10:30 p.m. we were toast. I muffled a yawn and said to Todd, "Oh, come on. Let's grab a cab and go clubbing." He responded with a snore and I answered back with a relieved sigh and "Night-night."

■ Another great lesson: Early to bed,

early to rise in Key West means you get a great table at Blue Heaven for breakfast. And even though you might have to wait 30 minutes for it, jumbo mimosas and watching chickens and roosters play in the courtyard make it all worthwhile.

■ I learned that being history geeks isn't so bad. We rode the Conch Train after breakfast and listened intently as the driver told us all about the storied and fascinating history of Key West from Harry Truman's Little White House to Ernest Hemingway's former home.

■ I personally learned that there is so much Florida to see and that Key West looks and feels and sounds nothing like Southwest Florida. I remembered a recent trip to Gainesville with its giant oak trees, Southern magnolias and hilly landscape and how that area looks and feels and sounds nothing like Southwest Florida. Same with South Beach or the panhandle or Amelia Island. It reminded me that whenever I've had my fill of it here, I don't have to go all that far for a thoroughly refreshing change and a relaxing recharge.

■ Finally, I think Todd and I both learned that a 36-hour date every now and then is well worth the time and the money. So many of us get caught up in the day-to-day rut and forget about how important it is to shake things up a little and make some memories. We're back to cooking salmon and asparagus and watching Lester Holt tell us the not-so-good news every night, but we'll always have our whirlwind romantic Key West weekend to look back on — and we're looking forward to another one soon. ■

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COURTESY PHOTO

The Naples Grande Beach Resort reopens Dec. 15 after a 14-week closure due to Hurricane Irma storm damage.

# A GRANDE REOPENING

Naples Grande set to reopen following Irma damage

BY ROBBIE SPENCER  
rspencer@floridaweekly.com

**C**LOSED TO GUESTS EVER SINCE HURRICANE Irma wreaked havoc across Southwest Florida in September, the 474-room Naples Grande Beach Resort has undergone several million dollars in repairs and is set to reopen Friday, Dec. 15.

"We're extremely eager and excited to invite guests and locals back to Naples Grande Beach Resort," Frank Cavella, marketing director for the property, said. "It's been a challenging few months."

SEE GRANDE, A27 ►



COURTESY PHOTO

The Lobby Lounge, left, along with Aura Restaurant, the Vista Ballroom and many of the resort's meeting spaces, boasts new flooring, fresh paint and more.

## Paradise Coast Tourism Star Awards presented

SPECIAL TO FLORIDA WEEKLY

Collier County's top tourism industry stars were honored recently at the 15th annual Paradise Coast Tourism Star Awards celebration. More than 225 tourism industry leaders and employees attended the luncheon and awards ceremony held at JW Marriott Marco Island Beach Resort.

This year the program celebrated hospitality workers with the theme "Put Paradise on the Map." The efforts by tourism employees to provide memorable experiences for visitors keep many of those visitors coming back, and outstanding reviews of top-notch service provide a great boost for destination awareness.

"It's the upbeat attitude and tireless attention to detail among top performing tourism hospitality stars that keep

visitors coming back to spend more of their vacation time and dollars in Florida's Paradise Coast," said Jack Wert, executive director of the Naples, Marco Island, Everglades Convention and Visitors Bureau. "It's their dedication and passion for their profession that forms the backbone of our successful industry here."

Tourism is the main economic engine in Collier County with a \$1.98 billion total economic impact last year. Tourism is also the largest employment sector with over 37 thousand tourism industry supported jobs.

An independent panel of judges selected Paradise Coast Tourism Star Award winners from the 68 nomination forms submitted in 11 categories, including Sports Star, Rising Star, Innovation Star, Social Media Star, Attraction Service Star, Hotel Service Star, Restau-



The 2017 Paradise Coast Tourism Star Awards were hosted at JW Marriott Marco Island Beach Resort.

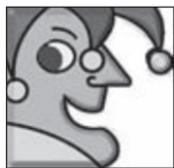
rant Service Star, Volunteer Star, Sales Star, PR & Communications Star and Humanitarian Star. The CVB staff voted from among those 11 winners for the 2017 Tourism Superstar, representing

the ultimate in tourism excellence and dedication for the year.

Judges for 2017 were: Nancy Kerns, Fifth Avenue South Business Improvement District; Eric Raddatz, *Florida Weekly*; Christine Gideons, Ngala; Katie O'Hara, Marco Island Area Chamber of Commerce; and Val Simon, Coastal Breeze News.

This year's awards event, originally scheduled for Sept. 19, was rescheduled in the aftermath of Hurricane Irma. Considering some of the amazing stories that came out of the tourism industry's recovery process after the storm, 13 special Hurricane Irma Outstanding Customer Service Awards were given to hospitality leaders who went above and beyond for their guests, employees and the community during and after

SEE AWARDS, A30 ►



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## Fool's School

### The Folly of Market Timing

It's tempting to think that you can improve your investment performance by jumping in and out of the market at the best times. Many financial pundits even suggest you do so, as they predict market crashes and booms. But knowing the best time to buy and sell is much easier said than done — and plenty of studies have supported that.

For example, the folks at Index Fund Advisors noted that in the 20 years from 1994 through 2013, the S&P 500 index of 500 of America's biggest and best companies averaged an annual return of 9.2 percent, enough to turn a \$10,000 initial investment into \$58,352. But any investor who missed the 10 days with the biggest gains would see their average return fall to 5.5 percent and their final total fall to \$29,121. If you're engaging in market timing, you may well be out of the market after downturns, missing some of the best days while you wait for a recovery to be clearly underway.

As index-fund pioneer John Bogle has quipped, "Sure, it'd be great to get out of

stocks at the high and jump back in at the low ... (but) in 55 years in the business, I not only have never met anybody who knew how to do it, I've never met anybody who had met anybody who knew how to do it."

Market timing also can be expensive. Getting in and out of investments frequently can leave you with short-term capital gains (if you're lucky to have avoided losses) that are generally taxed at a higher rate than long-term gains. Frequent trading can generate lots of commission fees, too, from all the buying and selling.

Remember that over the very long term, the S&P 500 has gone up in more years than it has gone down. You're likely to see your money grow simply by being patient — perhaps investing regularly in one or more inexpensive, broad-market index funds.

Learn more about index funds and investing in general at fool.com and morningstar.com. ■

## My Dumbest Investment

### Licking Wounds

My dumbest investment was buying into action camera company GoPro in mid-2015 at \$58 per share — and then adding some more shares later in the year at \$18, hoping for a post-holiday gain. My average cost is \$42 per share, and the stock is now trading below \$9. Why am I holding? Because it's so bad, I don't even know if it's worth salvaging what's left. I'll hold for a while, and if things don't look any better, I'll sell and lick my wounds.

— J., online

**The Fool Responds:** If a stock holding is making you hold your nose and you don't have high hopes for it, you're better off selling. Yes, you'll likely lose money, but remember that falling stocks can fall further, so you might be avoiding additional losses. Also, whatever money is left, even if it's relatively little, can be redeployed into a stock in which you do have a lot of confidence. Come tax time, you may be able to use that loss to offset a gain, thereby shrinking your tax bill.

GoPro has had a tough time lately, facing competition while burning cash and posting losses. However, it has reported some stronger numbers lately; its video-editing app, Quik, is getting good reviews; and bullish investors are hopeful about its HERO6 and Fusion cameras and its Karma drone. (The Motley Fool owns shares of and has recommended GoPro.) ■

## Last week's trivia answer

I trace my roots back to 2000, when I began above a pizza shop in Massachusetts. In 2002, I debuted an index ranking travel properties by popularity. For a while I was part of Expedia, but was spun off in 2011. Today I'm proud to call myself the world's largest travel site, as I sport more than 570 million traveler reviews of more than 7 million lodging accommodations, restaurants, attractions and more. I offer booking services and also manage sites such as jetsetter.com, seatguru.com, vacationhomerentals.com, citymaps.com, cruisecritic.com, thefork.com and airfare-watchdog.com — among many others. Who am I? (Answer: TripAdvisor) ■



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.

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## Ask the Fool

### Earnings Estimates and Footnotes

Where can I find Wall Street's earnings estimates for various companies' upcoming quarterly reports?

— J.A., New Orleans

You can find projected earnings at a variety of online sites, such as finance.yahoo.com. (Enter a company's ticker symbol there, and then click on "Analysts" on the next page.)

Don't pay too much attention to those numbers, though. For one thing, they're just guesses, though they're often based on information and guidance from the company itself. Think about that, too — if a company reports earnings that exceed the analyst estimates that it helped shape, is that really impressive? Many companies might just lowball their projections in order to look good when posting results.

The analyst reports that your brokerage might offer can be far more informative, offering insights into a company's health and competitive position as well as the challenges facing its industry. Don't give too much weight to ratings such as "strong buy" or "outperform." Analysts issue very few "sell" ratings, and they're not known for accuracy.

\*\*\*

Is it OK to skip the footnotes when reading a company's filings?

— R.H., Midland, Michigan

It's better to review the footnotes. Many shocking and amusing revelations have been found in footnotes, such as outlandish executive perks (personal use of company jets, generous severance packages and so on). In 2009, a footnote revealed that Chesapeake Energy had spent \$12 million buying its CEO's map collection.

You'll also find less amusing but useful details in footnotes, such as the accounting methods the company uses when preparing the financial reports it publishes and specific interest rates that the company is paying on its debt. You might not worry as much about a 3 percent obligation, versus an 8 percent one. ■

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

## Name That Company

I was born when two soap- and candle-making brothers-in-law joined forces in 1837. In 1933, I produced a radio soap opera, and I aired my first TV commercial in 1939. Today, based in Cincinnati, I oversee more than 20 consumer product brands that each generate more than \$1 billion in sales. They include Always, Bounty, Braun, Charmin, Crest, Dawn, Downy, Fusion, Gain, Gillette, Head & Shoulders, IAMS, Mach3, Olay, Oral-B,



Pampers, Pantene, Pringles, Tide and Wella. I rake in more than \$65 billion annually and recently sported a market value near \$225 billion. My logo was once celestial. Who am I?

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

## The Motley Fool Take

### General Profits

The Walt Disney Company (NYSE: DIS) has entered a period of massive change, but it's likely to come out the other side in better shape than it's currently in.

Sales have been flat over the past few quarters, and many worry about Disney's long-term health because of the spread of cord-cutting, where consumers drop cable TV service for streaming alternatives. That's bad for Disney's ESPN, which charges cable networks more than any other channel to carry it — but Disney has responded with plans to start two streaming services, one focused on sports, and the other on family, Marvel, Pixar and "Star Wars" content. Disney has an unequalled treasure trove of content it can mine.

Much of Disney's business remains strong. Its parks and resorts, for example, could easily set another earnings record in fiscal 2018 as Disney's Shanghai resort starts kicking in significant profits. In 2019, Disney also has theme park expansions planned to open both in California and Florida based on "Star Wars." Those openings, plus some improvements at Florida's EPCOT and Toy Story Land opening at Disney Hollywood Studios, should drive much traffic.

The media giant's pipeline of movie releases is stacked, too. There are several pictures on the way from Marvel studios next year and many more releases under the Pixar, Disney and Disney Animation brands. (The Motley Fool owns shares of and has recommended Disney.) ■

# BUSINESS MEETINGS

■ **The Collier County Lodging & Tourism Alliance** holds its holiday mixer from 5:30-7:30 p.m. Thursday, Dec. 7, at Naples Bay Club, 1800 Tamiami Trail E.. \$30 for members. RSVP to Lisa Carney at lisa.cclta@gmail.com.

■ **SCORE Naples** invites small business owners to a workshop titled "How to Reach Your 'Perfect Customer' while Saving Time and Money" from 9:30-11:30 a.m. Saturday, Dec. 9, at the Greater Naples Chamber of Commerce, 2390 Tamiami Trail N. Presented Tim Philbrick is director of sales and marketing for The Print Shop & More. \$25. Sign up at www.scorenaples.org or call 430-0081 for more information.

■ **The Greater Naples Chamber of Commerce** holds its "Winter Wonder-

land" holiday party for members from 5:30-7:30 p.m. Wednesday, Dec. 13, at the Hilton Naples. \$35. Sign up at www.napleschamber.org/events.

■ **The Collier Building Industry Association** holds its Holiday Happening reception and dinner from 5:30-7:30 p.m. Thursday, Dec. 14, at The Club at Olde Cypress. CBIA Associate of the Year and Builder of the Year awards will be presented. RSVP up by Dec. 8 by calling 436-6100 or emailing nancy@cbia.net.

■ **Business After 5** for members and guests of the Marco Island Chamber of Commerce takes place from 5:30-7 p.m. Wednesday, Dec. 20, at the Marco Beach Hilton Resort. For more information, visit www.marcoislandchamber.org.



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

■ **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.

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

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

# 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? What's in store for 2018?

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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# ON THE MOVE

## Board Appointments

Four new members have been appointed to serve three-year terms on the board of directors of Collier Child Care Resources. They are: **Robin Clark**, a retired marketing and development professional who earned a bachelor's degree in sociology from Jackson College of Tufts University and a master's in communications from the Hebrew University of Jerusalem, Israel. Ms. Clark has held positions in various corporations and organizations including vice president of communications at The Scripps Research Institute in La Jolla, Calif. **Nancy Gibbs**, an attorney with Naples law firm Skrivan & Gibbs, PLLC. Ms. Gibbs graduated from Rollins College in Winter Park, from Mercer University in Macon, Ga., and from the University of Florida. She is certified in wills, trusts and estates law. **Denise Murphy**, controller for The Players Club & Spa, an affiliate of Stock Development Associates. Ms. Murphy has more than 19 years of experience as an accountant. She attended Edison Community College, Norfolk State University and Southern New Hampshire University. **Jerome (Jerry) Johnson**, a retired U.S. Navy four-star admiral who served as commander of the U.S. Second Fleet, Joint Task Force 120, and NATO's Striking Fleet Atlantic from 1988-1990, and as Vice Chief of Naval Operations from 1990-1992. He graduated from Texas A&M University. Chairs and other members of the CCCR board of directors are: **Melissa Blazier**, chair; **Tamara Nicola**, vice-chair; **Dorothy Ferguson**, secretary; **Howard Isaacson**, treasurer; and **Nicole Mihelich**, **Mikael Grondahl** and **Neftali Espinosa**.



JEROME



BORDERS



PUKIN



PERRAULT

The Naples Area Professional League of Executive Services (N.A.P.L.E.S.), a business-to-business networking organization, announces the following officers and board members for 2018: **Jeff Jerome**, Shula's Steak House, president; **Michelle Borders**, Naples Network Services, vice president; **Carl Pukin**, Iberia Bank, treasurer; **Amy Perrault Arciere**, Naples Bay Blinds, secretary; **Patrick Dearborn**, John R Wood Properties, membership chair; **Lesley Colantonio**, Make-A-Wish Southern Florida, social chair; **Jenny Gezella**, Naples Princess, by-laws chair; **Marc Halcrow**, Luxury Home Services, speaker chair; and **Darren Miles**, Darren Miles Photography, public relations chair.

## Marketing & PR

**Elise Rose** has joined Priority Marketing as a copywriter to generate written text for various mediums to accompany the firm's and clients' marketing

campaigns, public relations efforts and digital marketing strategies. She recently earned a bachelor's in advertising from the University of Florida. During her time at UF, she worked as a senior copywriter at The Agency at UF, a school-based marketing agency housed within the university's College of Journalism. As the senior copywriter, she was responsible for managing a team of copywriters and supervising creative copy projects for the agency and its clients. In addition, she held a variety of internship positions prior to joining Priority Marketing.



ROSE

## Hospitality

**Michael Coleman** has been promoted to head concierge at The JW Marriott Marco Island Beach Resort. A longtime Marco resident, Mr. Coleman served as recreation director at the resort before becoming a concierge. He replaces 28-year veteran Joan Layton, who has stepped down as concierge supervisor but will remain on the team as a concierge within the department. Mr. Coleman previously served as press secretary to Canada's minister of tourism, as executive editor of the *Marco Island Eagle* and as a cruise travel columnist at the *Marco Island Sun Times*.

## Law

**Laird Lile**, a board-certified wills, trusts and estates attorney in Naples, has been named chairman of the Real Property, Probate & Trust Law Politi-

cal Action Committee. The PAC participates in the political process by identifying and fundraising for legislators and candidates supportive of the legislative priorities of the 10,800-member RPPTL section of The Florida Bar. A past chair of RPPTL, Mr. Lile is serving his sixth term as an elected member of the board of governors for The Florida Bar. He was appointed by the Florida Supreme Court to its Judicial Management Council and to a third term on the Florida Courts Technology Commission. He is a member and immediate past chair of the Second District Court of Appeal Nominating Commission.



LILE

## New Location

**Fish Tale Boats** has opened a new location in Naples. The dealership at 3105 Davis Blvd. measures 6,000 square feet, enough room to display most models of Robalo and Chaparral boats. It is the second Florida location for the company, which opened its \$5 million dealership in south Fort Myers earlier this year, replacing its previous facility in Fort Myers Beach. Owners are Diane Fricke and her sons, Travis Fricke and Justin Fricke.

Owner **Joe Wallen** announces that For Goodness Sake Organic Market has moved from its longtime location in Berkshire Commons at Radio Road and Santa Barbara Boulevard to a new location in Marquesa Plaza at Livingston and Pine Ridge Roads. The Bonita Springs location remains in Sunshine Plaza. ■

# GRANDE

From page 24

The repair work has included upgrades to guest rooms, public spaces, pools and landscaping throughout the 23-acre property. The resort is surrounded by 200 acres of a protected mangrove estuary intertwined with a system of bridges and elevated walking paths that afford access to Clam Pass Beach.

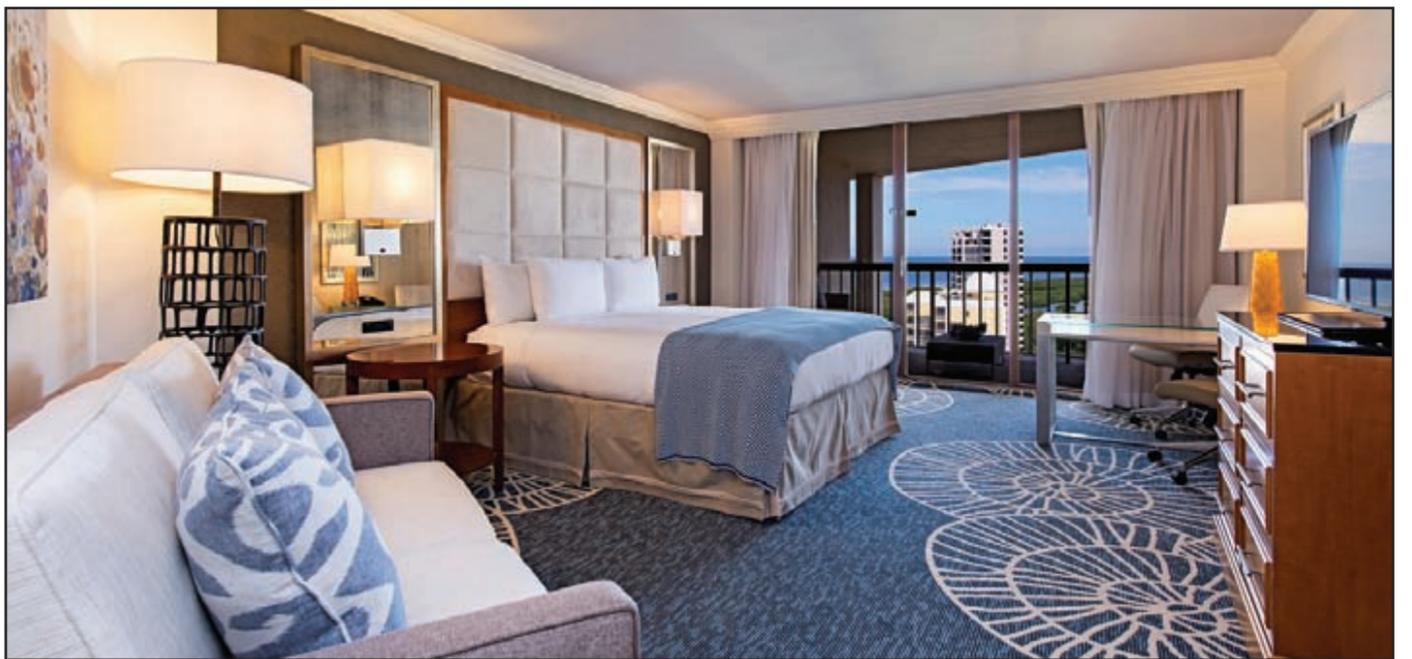
Mr. Cavella said guests and locals can expect a new look from the lobby to 18th floor. The property itself has gone through several iterations as a resort since it opened as The Registry Resort with Club Zanzibar in 1988.

"The resort has been a social center of the community since its opening days as the Registry," Mr. Cavella said. "Flash forward three decades, Naples Grande Beach Resort has grown its local following."

The resort's on-property events will resume as scheduled, including charity luncheons and galas throughout the season.

Naples Grande will hold the official grand reopening in mid-January to celebrate all the hard work put in by the resort's team of more than 250 employees. The resort resisted working with outside contractors, utilizing staff to assist directly with renovations, painting, landscaping and cleaning the property.

And, according to the resort, all of their employees were paid during the renovation process. Many service-based employees rolled up their sleeves and went to work. Bartenders could be found sanding walls and stripping tables; chefs were enlisted to help replace sheet rock. And everyone scrubbed, painted,



COURTESY PHOTO

### A suite at The Naples Grande overlooking the Gulf of Mexico.

cleaned and overall pitched in wherever made sense.

"We're so thankful for the support of the Naples community, specifically our hardworking staff, to get us back (in business)," Mr. Cavella said.

### Interview with Frank Cavella

A seasoned hospitality professional with more than 20 years of industry experience working across luxury resort, hotel, private residential club and cruise lines, Mr. Cavella worked for The World of ResidenSea, Abercrombie & Kent Destina-



CAVELLA

tion Clubs, Exclusive Resorts and The Ritz-Carlton Hotel before becoming the marketing director at the Naples Grande Beach Resort.

**Business mentor:** My mother. She taught me many things about life that also apply to business. Her best advice: Above all, have confidence and integrity. Be authentic and work harder than everyone else and you will be successful.

**First job:** Delivering a free community newspaper.

**What would you be doing if you weren't doing this?** Teaching and coaching kids.

**Advice for someone starting out in your field:** Listen, listen, listen. Ask questions. Start from the bottom and

learn everything you can along the journey. That way, when you make it you will understand the human dynamics of the roles and the how and why things should be done.

**Two things you look for when hiring:** Chemistry and talent.

**Favorite business book:** Dr. Seuss' "Oh, the Places You'll Go!"

**Business words of wisdom:** "Figure out some way you can get paid for playing." — Alan Watts.

**Any job openings?** Yes. We are looking for people to join our culinary team and front office staff. These are great opportunities to launch a career in the hospitality field. Find out more at [www.naplesgrande.com/careers](http://www.naplesgrande.com/careers). ■

# 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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## MONEY & INVESTING

# Internet upstarts are causing havoc for 'shaving king' Gillette



Who wouldn't want the newest gadget with the coolest functionality? In the last couple of decades, technology companies have conditioned us to constantly want new updated products that can help us in our everyday lives. So, it should be no surprise that Gillette, the dominant player in the shaving industry, took a cue from tech firms and started to roll out new and improved razors every couple of years. But instead of gaining market share, the company has seen declining revenue and profits over the last several years. So, what has happened to Gillette and what can we learn from its mistakes?

Gillette was founded in 1901 by King C. Gillette as a safety razor manufacturer and steadily grew until it became the dominant player in the shaving industry by the early part of this century. In 2005, the company was purchased by Procter & Gamble for \$57 billion. Five years later, Gillette was estimated to have a 70 percent market share of the razor business in the U.S.

With such a dominant market share, Gillette decided the best way to grow revenues was to increase the price point of its razors. It started to develop "better" razors at higher and higher costs. It introduced three then four then five

then six bladed razors. It incorporated a motor in some products. The company redesigned the handle to make it sleek and visually appealing. Gillette developed a new coating on blades to make them more frictionless. It added a "flexball" on some razors to enable the blades to more easily pivot. More lubrication was added. And the list goes on and on.

With each successive product launch, the price (and profitability) of each razor increased. Soon a single razor cartridge was costing \$5 or more. Consumers griped about the costs and wondered if they really needed a six-bladed razor with cooling technology. However,

Procter & Gamble "owned" the grocery and grocery store shelves and used their clout to keep competitors at bay while spending huge sums on advertising these new shaving blades.

But then an upstart company named Dollar Shave Club hit the market. This company offered simple razors at inexpensive prices. It utilized a viral internet marketing campaign to get its message to consumers and bypassed store shelves by selling online directly to consumers. Soon, other companies like Harry's offered similar products as well. Gillette's market share started to plummet as consumers flocked to these new companies to buy their razors.

In April, Gillette finally acknowledged to the market that it was in trouble when the company announced it was cutting the price of its high end razors by 20 percent. The company also stated that it would focus more advertising on its lower end lines. It appears that even that move was not enough as last week Gillette stated that in January it would introduce new lines of razors with enhanced features at price points below its current higher end products. In addition, the company would introduce even lower cost alternatives for value seeking customers.

Gillette's recent difficulties illustrate how the internet has changed even "boring" industries like razor blades. Social media put companies like Dollar Shave Club on the map and online sales enabled it to sell directly to consumers. Secondly, it shows that consumers need to believe that they are getting a good value for their money and functionality still matters. And finally, this illustrates that consumers are less loyal than many believe to individual brands. With more and better information, along with easy access to product reviews, consumers are willing to try different products more readily today than in the past when the only source of information may have been a TV ad or testimonial from a neighbor. ■

— Eric Bretan, the co-owner of Rick's Estate & Jewelry Buyers in Punta Gorda, was a senior derivatives marketer and investment banker for more than 15 years at several global banks.

# June 18 deadline set for Economic Injury Disaster Loans from the SBA

### SPECIAL TO FLORIDA WEEKLY

Small businesses, small agricultural cooperatives, small businesses engaged in aquaculture and most private nonprofit organizations in the declared counties of Florida that suffered financial losses as the result of Hurricane Irma should consider applying for an Economic Injury Disaster Loan from the U.S. Small Business Administration.

Examples of eligible industries include but are not limited to the following: bait and tackle shops, charter boats, commercial fisherman, crabbers, fishing guides, hotels, and marinas, owners of rental property, restaurants, retailers, souvenir shops, travel agencies and wholesalers.

EIDLs are designed to help meet working capital needs caused by the

disaster and are available regardless of whether the business suffered any physical property damage. These loans can be used to pay fixed debts, payroll, accounts payable and other bills that could have been paid had the disaster not occurred. The loans are not intended to replace lost sales or profits.

The loan amount can be up to \$2 million with interest rates of 3.305 percent for small businesses percent and 2.5 percent for private nonprofit organizations. Terms are up to 30 years.

The SBA determines eligibility based on the size of the applicant, type of activity and its financial resources. Loan amounts and terms are set by the SBA and are based on each applicant's



financial condition.

Free assistance with reconstructing financial records, preparing financial statements and submitting the loan

application is available from any of SBA's partners: Florida Small Business Development Centers, SCORE, Women's Business Centers (WBC) and Veterans Business Outreach Centers.

Applicants can apply online at <https://disasterloan.sba.gov/ela>. Disaster loan information and application forms may also be obtained by calling the SBA customer service center at 800-659-2955 (800-877-8339 for the deaf and hard-of-hearing) or by sending an email to [disastercustomerservice@sba.gov](mailto:disastercustomerservice@sba.gov).

Loan applications can also be downloaded from [www.sba.gov/disaster](http://www.sba.gov/disaster).

The deadline to return economic injury applications is June 11, 2018. ■



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# AWARDS

From page 24

the storm. Those receiving special recognition are: Fairfield Inn & Suites and SpringHill Suites by Marriott; Gulfcoast Inn; GreenLinks Golf Villas at Lely Resort; JW Marriott Marco Island Beach Resort; Hawthorn Suites by Wyndham, Naples; Crave Culinaire; 7th Avenue Social; Cosmos Café & Pizzeria; Joe West for volunteer service to businesses in Everglades City; Hilton Naples; The Naples Beach Hotel & Golf Club; and The Ritz-Carlton Resorts of Naples.

Here are the 2017 Tourism Star Award winners.

■ **Attraction Service Star: Martha Hutcheson, Museum of the Everglades** – Ms. Hutcheson is legendary for her acts of kindness and customer care. As just one example, she coordinated the rescue of visitors from Scotland she had befriended at the museum when one suffered a serious medical condition in a remote section of the Everglades the next day. She intervened as translator between the couple and EMS, who couldn't understand their heavy Scottish accent and provided help with transportation and comforting the couple.

■ **Hotel Service Star; Teaker Harris, JW Marriott Marco Island Beach Resort** – Mr. Harris is an important part of the security team at the JW Marriott and serves as the loss prevention supervisor. When faced with figuring out how to return some very important items to a guest who had checked out and was staying in Miami in advance of a 5 a.m. flight the next day, he drove the items to the guest in the middle of the night, then returned home in time to take his children to school on time in the morning.

■ **Humanitarian Star and 2017 Tourism Superstar: Donovan Smith, NGALA Wildlife Preserve** – Mr. Smith is the founder of NGALA, which is a special event location for many corporate and association group meeting planners bringing business to the destination. This past spring during the wildfires that raged through Golden Gate Estates, when everyone was evacuated, he stayed. A giraffe and most of the other animals at the preserve were safely evacuated except for Mr. Smith's beloved rhinoceros, Walter, who was too heavy. When the fire shifted right toward NGALA, Mr. Smith hopped on a four-wheeler and went straight into the fire looking for help. He found firefighters from the Greater Naples Fire Rescue District who followed him and helped load Walter into a truck and get him to safety. In the process, Mr. Smith suffered serious burns on 20 percent of his body. After months of treatment he is back to work caring for all the animals at the preserve.

■ **Innovation Star: Corey Hepburn and James Cody Wiggen, Hilton Marco Island Beach Resort & Spa** – Executive chef Corey Hepburn and executive sous chef James Cody Wiggen inspire culinary excellence and superior customer service from their restaurant team. They created Culinary Bingo cards with 25 tasks that range from knife skills to passing a quiz on the resort's layout to conquering sauce preparation. Once all tasks are completed, employees win prizes. They created a sense of bonding by encouraging the diverse staff members to each create a dish representing their home country, which resulted in a huge international buffet for the resort team. As the culinary team has become more involved with menu development, scores for restaurant satisfaction have soared, surpassing the Hilton Worldwide benchmarks.



Some of the 2017 Paradise Coast Tourism Star Awards winners, left to right: Dan Sullivan, Volunteer Star; Karin Kasap, Restaurant Service Star; Kate Romary, Social Media Star; Mary Shea, Sports Star; Teaker Harris, Hotel Service Star; Martha Hutcheson, Attraction Service Star; Beth Preddy, Public Relations and Communications Star; Steve Lawrence, Sales Star



The team from Fairfield and SpringHill Suites by Marriott received one of many Hurricane Irma Outstanding Customer Service Awards.

■ **PR & Communications Star: Beth Preddy, Preddy Public Relations** – Ms. Preddy has during her 24 years as a public relations professional in Naples expertly cultivated the image of the area as a dining destination and has promoted some of the area's top restaurants, attractions and initiatives.

Her nominators describe her as dedicated and creative with great industry relationships.

■ **Restaurant Service: Star Karin Kasap, JW Marriott Marco Island Beach Resort** – Ms. Kasap is known by her colleagues and guests as a kind soul who has a great passion for both the food she serves and her guests. She puts in extra hours to know key ingredients and how they match with guests' likes and dislikes. She recently cared for a meeting planner guest who suffers from ALS, which restricts speech and motor function. Ms. Kasap communicated with her on a specialized tablet. When she noticed the guest was having trouble eating and swallowing, she discreetly provided napkins throughout the meal to catch any falling food without the other dinner guests noticing. The guest, who normally feels uncomfortable trying to eat around others, sent a letter saying Karin's kind gestures made her feel special in a way she has not felt since her diagnosis with ALS.

■ **Rising Star: Alexandra Dalton, Inn on Fifth** – Ms. Dalton showed up at Inn on Fifth as an FGCU hospitality school intern and immediately demonstrated a culture of professionalism and tremendous work ethic when working front desk reservations. In the sales department, she expertly handles inquiries from meeting planners and is now managing the weekly group sales meetings that keep the staff on track. Upon her graduation, the hotel staff is hopeful she will stay.

■ **Sales Star: Steve Lawrence, JW Marriott Marco Island Beach Resort** – Mr. Lawrence, destination sales executive,



Director of Collier County Museums Amanda Townsend congratulates Martha Hutcheson of Museum of the Everglades, winners of the Attraction Service Star award.

conducts site inspections for clients potentially bringing meetings to the resort. When the expansion project progressed to the point where he could begin conducting hard hat tours of the new Lanai Tower, his site inspection requests doubled, the average length of inspection increased from a half day to a day and a half, and some now even include an island tour that includes visits to the neighboring Hilton Marco Island and Marco Beach Ocean Resort since some groups require as many as 1,200 rooms.

■ **Social Media Star Kate Romary, Lancit Digital Media & Paradise Coast TV** – Ms. Romary handles social media for Paradise Coast TV's Visitor's TV Network that reaches more than 4,000 in-room hotel televisions in Collier County. The social media role at the channel is crucial to broadening awareness of both the Paradise Coast TV brand and all the destination experiences available for visitors. She has a specialty in leveraging marketing research and statistical analysis to inform video production styles that attract and keep Facebook video views, Likes and Shares. Kate served as the engagement lead for a CVB Facebook research project to evaluate the effectiveness of using the sport of Pickleball to attract visitors. She managed the



Singer-songwriter Sheena Brook opened the show with "Small Town Paradise."



Ken Lawson, President and CEO of VISIT FLORIDA

campaign and optimized view engagement of the videos that reached as high as 91 percent — and she did this all during her wedding and honeymoon.

■ **Sports Star: Mary Shea, Sports Council of Collier County** – Ms. Shea's passion and energy for making Collier County a sports tourism hub has brought new members to the Sports Council of Collier County, and she has been influential in communicating with county leaders about the need for increased sports facilities in Collier County.

■ **Volunteer Star: Dan Sullivan, GreenLinks Golf Villas at Lely Resort** – Mr. Sullivan's inability to say no when asked to volunteer is legendary. His countless hours devoted to the Sports Council of Collier County were expanded this year when he noticed there was a void at sports tournaments due to no area information available to the spectators. He spearheaded setting up a tent at sports events filled with information on area restaurants and attractions and spent many hours acting as a destination ambassador. He can often be found hammering away for Habitat for Humanity, serving on two school advisory councils and this past year was appointed to the Tourism Development Council. ■

# NETWORKING

## The 62nd annual Farm City BBQ at Cambier Park



1. Alex Shannahan, front, with Nicole Shannahan and Cole Shannahan
2. Mike Maxwell, Paul Lindaburg, Wayne Arnold, Kaydee Tuff and Bill Poteet
3. Russell Tuff and Kaydee Tuff
4. Taylor Griffin, Danielle Griffin and Brianna Pawlyshyn
5. Kathy Swingley and Erikka Thalheimer
6. Rhonda Matury, Bill Mercer and Kathleen Peck
7. Kevin Murray and Skip Auclair
8. Karen Locke, Kristi Christakos and Ginoux Casseus
9. Laura Simmelink and Stephen Kissinger
10. Howard Sauer and Debby Day
11. Bill Bruna, Marc Halcrow, Jeff Jerome and Gregory Morrow



CHARLIE McDONALD / 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](mailto:cpierce@floridaweekly.com).



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# COASTAL REAL ESTATE GUIDE

WEEK OF DECEMBER 7-13, 2017

WWW.FLORIDAWEEKLY.COM

| B1

## Pending sales strengthen in October

### NATIONAL ASSOCIATION OF REALTORS

Pending home sales rebounded strongly in October following three straight months of diminishing activity, but still continued their recent slide of falling behind year ago levels, according to the National Association of Realtors. All major regions except for the West saw an increase in contract signings in October.

Based on contract signings, NAR's Pending Home Sales Index rose 3.5 percent to 109.3 in October from a downwardly revised 105.6 in September. The index is at its highest reading since June (110.0), but is still 0.6 percent below a year ago.

Lawrence Yun, NAR chief economist, says pending sales in October were primarily driven higher by a big jump in the South, which saw a nice bounce back after hurricane-related disruptions in September. However, the solid increase in contract signings was still not enough to keep activity from declining on an annual basis for the sixth time in seven months, he said. "Home shoppers had better luck finding a home to buy in October, but slim pickings and consistently fast price gains continue to frustrate and prevent too many would-be buyers from reaching the market."

Mr. Yun added the supply and affordability headwinds seen most of the year have not abated this fall. Although homebuilders are doing their best to ramp up production of single-family homes amidst ongoing labor and cost challenges, overall activity still drastically lags demand. Further exacerbating the inventory scarcity is the fact that homeowners are staying in their homes longer.

NAR's 2017 Profile of Home Buyers and Sellers revealed that homeowners typically stayed in their home for 10 years before selling (an all-time survey high). Prior to 2009, sellers consistently lived in their home for a median of six years before selling.

SEE NAR, B29 ►



COURTESY PHOTOS

## House Hunting

1449 Nighthawk Point

Luxury living in Naples' most sought-after country club address, Estuary at Grey Oaks, is a golf enthusiast's dream come true in this estate overlooking the fifth green. The five-bedroom, 6½-bath home spans more than 7,400 square feet and is positioned for panoramic water views. The epicurean kitchen has custom cabinetry, top-of-the-line appliances and access to the climate-controlled wine cellar. The first-floor master suite is appointed with luxurious dual baths, a private massage or exercise room and customized closets. A grand staircase and private elevator lead to the second level with three guest suites, an entertainment room with kitchenette and a second laundry room. The outdoor entertaining area boasts a newly installed putting green, fire pit and infinity-edge pool with spa. The separate guest cabana has a private entrance.

Heather Hobrock of Premier Sotheby's International Realty has the listing for \$4.995 million. To arrange a showing, call 370-3944 or email heather.hobrock@premiersir.com. ■



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# Market Watch: 'Focus on Real Estate' coming in February to Germain Arena

Local experts will share their insights into the Southwest Florida residential, land and commercial real estate sectors at The News-Press Market Watch 2018: "Focus on Real Estate" from 4:30-7:30 p.m. Tuesday, Feb. 27, at Germain Arena.

Presenters will be Denny Grimes, residential real estate expert and president of Denny Grimes & Company; Randy Thibault, land sales and development expert and owner and founder of Land Solutions Inc.; and Stan Stouder, CCIM, commercial real estate expert and founding partner with CRE Con-

sultants. Attendees will also receive a booklet with detailed market statistical information.

In addition to *The News-Press*, sponsors to date are: Henderson, Franklin, Starnes & Holt, P.A.; Royal Palm Coast Realtor Association; State Insurance; Baraco and Associates Inc.; Busey Bank; GATES Construction; Harmon's Audio Visual; Palm Printing; Priority Marketing; CRE Consultants; EHC Realty;



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Tickets are on sale now for \$50 general admission, \$600 for reserved premium placement tables for eight and \$750 for reserved tables of 10. Admission includes all presentations and a networking session. A cash bar will be available. Sign up at [www.MarketWatch2018.com](http://www.MarketWatch2018.com). ■



## 704 MORAYA BAY LISTED AT \$6,250,000

489 1st Ave South



489 1st Ave South  
LISTED AT \$4,175,000



1461 Anhinga Pointe  
LISTED AT \$3,895,000



192 Monterey Drive  
LISTED AT \$725,000

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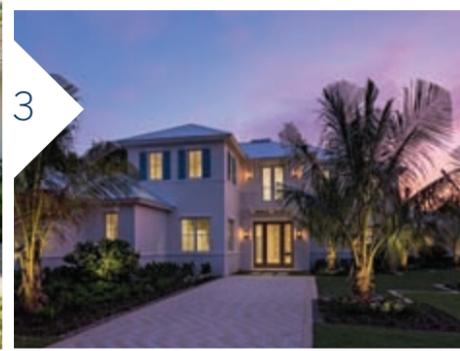
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1



2



3

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Web ID 217071812

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1

**OLD NAPLES**  
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Susan Barton  
Web ID 217056511

239.860.1412  
\$3,000,000

2

**OLD NAPLES**  
417 Palm Circle West  
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Web ID 217026632

239.564.4231  
\$4,970,730

3



1



2

PORT ROYAL

- 1 **2080 Gordon Drive**  
Michael G. Lawler  
Web ID 217017299      239.261.3939  
\$3,995,000
- 2 **1203 Spyglass Lane**  
Peter Reppucci  
Web ID 217028182      239.595.6500  
\$9,795,000
- 3 **1212 Spyglass Lane**  
Karen Van Arsdale  
Web ID 217004127      239.860.0894  
\$10,900,000
- 4 **3575 Gordon Drive**  
Peter Reppucci  
Web ID 217010685      239.595.6500  
\$7,995,000
- 5 **3001 Rum Row**  
Friley Saucier  
Web ID 217072479      239.293.3532  
\$7,500,000



3



4



5



COQUINA SANDS

1



2



3



4



5

- 1 **320 Springline Drive**  
Michael G. Lawler  
Web ID WIKE062317IHE      239.261.3939  
\$5,250,000
- 2 **Admiralty Point #803**  
Larry Roorda  
Web ID BORM112117IHE      239.860.2534  
\$1,695,000
- 3 **3156 Crayton Road**  
Michael G. Lawler  
Web ID 217023649      239.261.3939  
\$3,495,000
- 4 **St. Croix Club #604**  
ML Meade  
Web ID 217053114      239.293.4851  
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- 5 **Royal Palm Club #507**  
Ryan Nordyke  
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\$1,200,000



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Web ID 216040998

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\$7,700,000



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\$2,595,000



**424/422 3rd Street South**  
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Web ID 217066451

239.825.2786  
\$2,500,000



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Karen Van Arsdale  
Web ID 217067438

239.860.0894  
\$2,175,000



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239.290.9000  
\$575,000



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\$890,000



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239.216.1973  
\$7,950,000



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\$4,350,000



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239.213.7463  
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Web ID 216028811

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\$1,695,000



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\$1,399,000



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Web ID 217006660

239.250.9414  
\$699,000



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Web ID 217015208

239.250.5041  
\$669,000



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Web ID 217067048

203.947.1873  
\$475,000



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239.216.1973  
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239.261.6200  
\$5,100,000



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\$4,995,000



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239.216.1973  
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\$1,475,000



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Web ID 216068009 \$5,650,000



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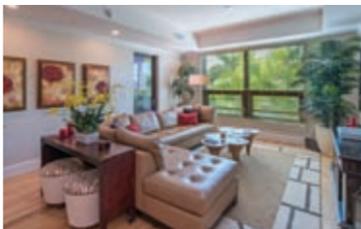
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Web ID 217022373 \$1,999,000



**MARCO ISLAND**  
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Jim/Nikki Prange-Carroll 239.642.1133  
Web ID 217066380 \$5,350,000



**Royal Marco Point #2-508**  
Cathy Rogers 239.821.7926  
Web ID 217072625 \$879,000



**945 Caxambas Drive**  
Jim/Nikki Prange-Carroll 239.642.1133  
Web ID 217010668 \$1,950,000



**MARCO ISLAND**  
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Web ID 217010680 \$1,950,000



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Larry Caruso 239.394.9191  
Web ID 217044589 \$1,180,000



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Web ID 217043631 \$890,000



**600 Diplomat Court**  
Brock/Julie Wilson 239.821.9545  
Web ID 217043197 \$819,000



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Web ID 217026383 \$798,500



**149 Bald Eagle Drive**  
Darlene Roddy 239.404.0685  
Web ID 217045651 \$685,000



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Cathy Brodie 239.272.7725  
Web ID 217072961 \$659,000



**South Seas #1802**  
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Web ID 217044682 \$549,900



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Web ID 217025353 \$425,000



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**Cascada #201**  
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# Naples Square Phase III to feature luxurious finishes

With construction of Phase III at Naples Square in downtown Naples now underway, the award-winning Ronto Group announced the Phase III offering will include an outstanding array of luxurious standard finishes. Ronto is developing Naples Square at 5th Avenue South and Goodlette-Frank Road. Phase III purchase agreements worth \$37 million have already been processed. As residents of the completed Phase I and Phase II buildings have discovered, Naples Square's walkable lifestyle and the availability of one and two-story, two and three-bedroom plus den floor plans with open-concept living areas and open-air terraces are transforming how people live downtown. The community is bringing a sense of cohesion to downtown by connecting 5th Avenue to Bayfront with access on 10th Street via 3rd Avenue South. Ronto will enhance the walkable downtown living experience even further with the development of the Shoppes at Naples Square, a combination of retail and restaurant space on the eastern edge of the Naples Square site. Ronto anticipates retail openings in 2019. Gulfshore Playhouse has finalized its purchase of a three-acre tract on the northern end of Naples Square and plans to build a multimillion-dollar 56,000 square-foot complex that will include two theaters and an education wing. Three completed Phase II furnished models are available for viewing with a Sales Associate.

Phase III purchasers will be able to select finishes for their new homes through an innovative Finishing Touches Program being facilitated by the project's general contractor, BCBE Construction, LLC, in a gallery building on the southern end of the Naples Square site that will open in December. Purchasers will be invited to meet with Naples Square's Finishing Touches Program Coordinator at the Gallery to select finishes for their new home's flooring, cabinetry, countertops, door hardware, plumbing fixtures, and paint colors. At the same time, they will have an opportunity to customize their home's lighting fixtures and to add any non-structural elements they desire. The homeowner's interior designer is welcomed to join in the process. This innovative program was designed by Ronto to ensure each residence is finished to each purchaser's specific needs and preferences.

Eight Phase III one and two-story floor plans from 1,460 to 3,238 square feet under air are base-priced from \$695,000 to \$1,550,000. The two and three-bedroom plus den plans feature 10' ceilings except where dropped, open-air terraces, and designer kitchens with an enhanced appliance package. Leasebacks are available to purchasers of the three furnished models that are included in the Phase III offering. The Phase III floor plans offer newly designed, enlarged, and re-named iterations of the Phase I residences. One of the Phase III plans, the Emerson, has already sold out. Naples Square's Phase III residents will enjoy a re-designed courtyard amenity deck with an enlarged pool deck and a 780-square foot pool that is 29% larger than the pools included in the Phase I and Phase II buildings. A club room and a terrace will open to the pool area and include a bar, large screen television, a billiards room, and a furnished fire pit area. Other amenities include a fitness center, secure under-building parking, private storage, and bicycle storage within the garage.

Phase III standard finishes will include rectified-edge porcelain tile flooring in the main living areas, the kitchen, bathrooms, and laundry room in sizes up to 24 by 24-inches. The spacious open-air terraces will be finished with tile flooring. Each residence will have 8-foot sliding glass doors and exterior doors and 8-foot solid-core interior doors with contemporary, lever-style door hardware. The fully-completed



**Above:** Base-priced at \$845,000, Naples Square's 1,698 square feet under air two-bedroom plus den Phase III Biltmore floor plan offers an ideal pied-a-terre and reflects the enhanced Phase III space sequences. **Right:** Based on the 2,264 square feet Phase I Denison plan, Naples Square's Phase III Dover floor plan offers 2,375 square feet of living space, an increase of 111 square feet. **Below:** With construction of Phase III at Naples Square in downtown Naples now underway, the award-winning Ronto Group announced the Phase III offering will include an outstanding array of luxurious standard finishes.

residences will also feature smooth walls with finish paint, ventilated wood shelving in the bedroom, linen, and pantry closets, recessed lighting in the kitchen and baths, voice and data lines at multiple locations, Decora rocker switches, and a fire protection sprinkler system. A separate laundry room will include a Whirlpool Duet front load washer and dryer. The high-efficiency variable speed fan air-conditioning system will feature a user-friendly, fully programmable thermostat.

The kitchens in each of the Phase III floor plans include open-concept designs with large working islands. Bosch stainless steel kitchen appliances are standard, including a counter-depth French door refrigerator, a gas cooktop with a decorative hood, a combination wall oven/microwave, and a dishwasher with concealed controls. The full-overlay cabinetry will feature European frameless construction with 42-inch upper cabinets, and a variety of door profiles, finish selections, and hardware. Multiple high-end granite and quartz countertop options are available. For ease of use, a large stainless steel undermount sink will include a pull-out spray faucet.

The bathrooms in the Phase III residences will have equally luxurious standard finishes. The master baths will include dual sink marble-top vanities set at a 36-inch height, large showers with a bench seat, soaking tubs per plan, and separate water closet rooms. Glass shower enclosures are included except on tub/shower combinations. Comfort-height, elongated toilets are featured in all of the bathrooms.

The Ronto Group is also developing



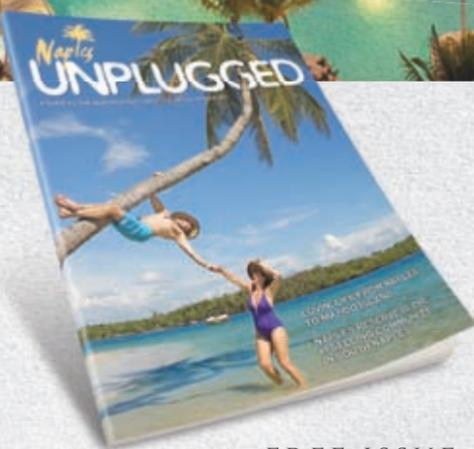
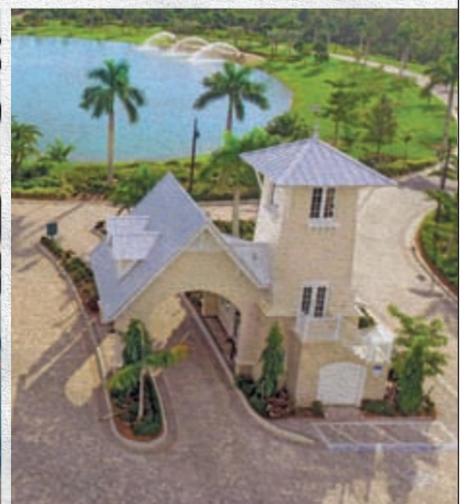
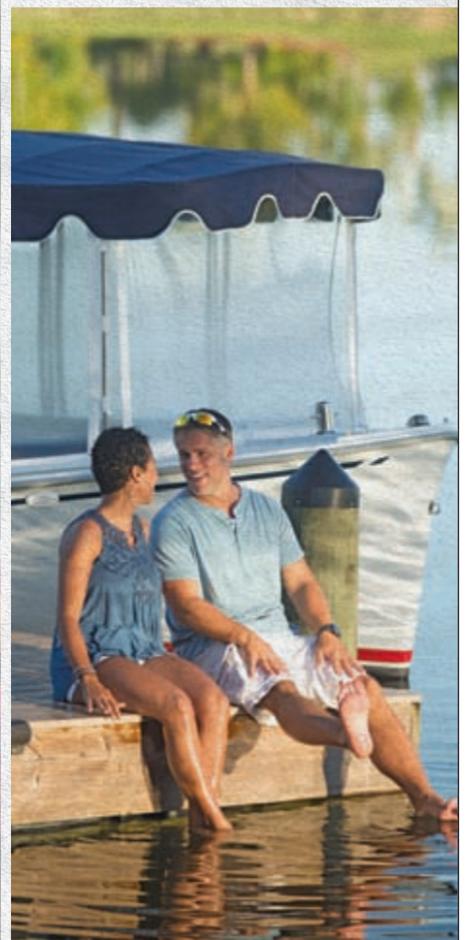
the Seaglass high-rise tower at Bonita Bay that is on schedule for completion next summer; the TwinEagles gated golf course community in North Naples; and Orange Blossom Naples, a community located at 1948 Oil Well Road that offers an affordable resort lifestyle with stylish, energy efficient new residences by Lennar Corporation and Pulte, includ-

ing Executive Homes priced from the mid-\$200's and Manor Homes priced from the \$300's. A new Ronto project located on Central Avenue in downtown Naples was launched in November.

The Naples Square Sales Gallery at 100 South Goodlette-Frank Road in downtown Naples is open daily. Visit NaplesSquare.com. ■



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# Babcock Ranch lights up the Holidays

## Future residents help launch a great hometown tradition

In a scene reminiscent of classic greeting cards by Currier & Ives, Santa Claus rode into Founder's Square last weekend to ring in the very first holiday season at Babcock Ranch. Arriving in a carriage adorned with white fairy lights pulled by towering Clydsdales, the jolly old elf handled tree lighting duties before settling in to meet and greet all the children and their families who were on hand to create lasting holiday memories.

The first residents of the new solar-powered town located northeast of Fort Myers just off State Road 31 are scheduled to start moving into their new homes in January. But they didn't have to wait to experience their very first holiday celebration. A reception prior to the tree lighting gave homebuyers and their families an opportunity to meet future neighbors who share their sense of adventure.

"We really like being pioneers," said James Aveck, who will move into the Lake Timber neighborhood in mid-January. He and his wife Donna were the second buyers at Babcock Ranch. "We've always been quick to embrace new ways of doing things - so moving to the world's first solar-powered town is a great fit for us."

Richard and Robin Kinley, who were the very first to contract for a home at Babcock Ranch, echoed that sentiment.

"I am an avid reader of tech blogs so in 2006 I read about this idea of a solar city and thought it was fascinating. I remember following it for a couple of years and when I saw that construction was underway I knew we had to come take a look," Richard explained. "I like being on the bleeding edge of technology. And being out front on technology in a town that has the charm and convenience of places we grew up - it's such an attractive combination."

But when it came to closing the deal, their builder Homes By Towne got an assist from mother nature.

"The night before we bought we were at the hotel, and we decided to go back on to the lot we were considering in the evening, to just sit there and watch the sunset," Richard said. "and it was unbelievable. It was just 'oh my, this is it.' We knew it was where we wanted to be."

Both the Kinley's and the Avecks enjoy a bit of notoriety among the earliest homebuyers at Babcock Ranch - thanks to the decision by Homes by Towne to name lakes after them. Future neighbors living on Lake Kinley and Lake James were already making plans for future get-togethers and comparing notes on expected move-in dates before heading out to Founder's Square. There, they joined the crowd of nearly 3,000 who came to enjoy the launch of what is sure to be a treasured Babcock Ranch holiday tradition.

With the sound of young voices singing holiday favorites wafting from the lakefront band shell, families found no shortage of backdrops for picture-perfect holiday greetings as they strolled through a tropical-style winter wonderland. Stately Clydesdale horses posed with guests of all ages, undisturbed by the stream of revelers climbing off and on Santa's massive carriage for photo ops. At the center of the square, parents and grandparents wrangled excited children to sit for memorable photos in front of the bright lights of the Christmas tree - either before or after a turn on Santa's knee.

"We have had an incredible year of firsts but to me, providing opportunities for families and neighbors to come together like this is what Babcock Ranch is really all about," said Syd Kitson,



**Above: Kindergarten students from Babcock Neighborhood School kicked off the holiday music performances under the Band Shell. Right: Children perched on Santa's knee to share their wish lists. Far Right: Clydesdale horses posed for photos at Founder's Square after delivering Santa to the first annual tree lighting event at Babcock Ranch. Below: The natural magic of a Babcock Ranch Sunset is what closed the deal for future residents Richard and Robin Kinley. Bottom: Early homebuyers met future neighbors and formed fast friendships at a VIP reception.**



Chairman and CEO of Kitson & Partners. "I can't wait to see what the next year will bring."

The kindergarten class and an after-school choral group from Babcock Neighborhood School (BNS) were among those providing entertainment at the December 2nd celebration. Other students are focusing their energy on the next holiday event at Babcock Ranch. A group of students formed a running club to prepare for the Jingle Bell Run.

"Among our students, it is so rewarding to see kids who, with the right encouragement, have gone from mostly walking to running almost the whole distance in a very short period of time," said Michelle Churchill, the Babcock Ranch Lifestyle Director who volunteered to lead the club training sessions.

Scheduled for Saturday, December 9th the Jingle Bell run will bring running enthusiasts out to compete in 5k and 10k runs. The 10K starts at 7:30 am followed by the start of the 5K at 7:45 am. Both races end in Founder's Square where competitors will find food, drink and shade to refresh themselves for the awards ceremony and live music from the bandshell.

Churchill is responsible for all Babcock Ranch events. Long after the live entertainment and organized events of the tree lighting celebration wrapped up last Saturday, the joyful sounds of a truly festive evening were still resonating around Founder's Square. Families lingered around the tree out on the lawn, tossed bean bags in leisurely yard games outside Table & Tap, or strolled around Crescent Loop with ice cream cones



from Square Scoops.

For all those who will soon be calling this innovative new town home, it was a satisfying end to a festive day, and the start of a great hometown tradition.

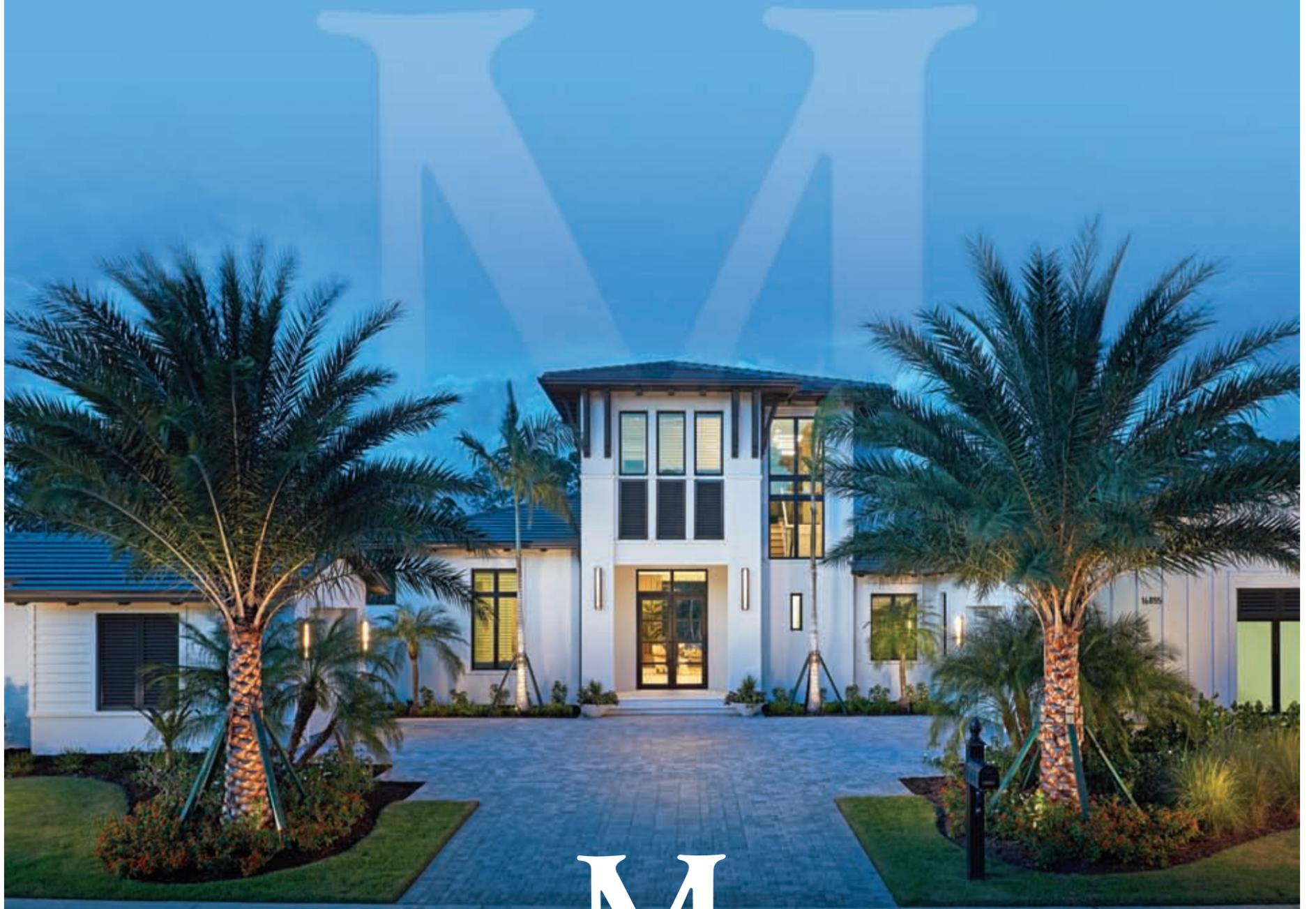
Learn more about Babcock Ranch and check out the calendar of upcoming events at [www.babcockranch.com](http://www.babcockranch.com). ■



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# My first visit to the models in Cabreo at Mediterra



As I continue considering which of Mediterra's neighborhoods will best suit my lifestyle, I have to say that every time I visit the community on Livingston Parkway in North Naples I fall in love all over again! Mediterra is a beautiful place with every amenity on my checklist: a private Beach Club, two Tom Fazio-designed golf courses, a magnificent clubhouse with an outdoor terrace and lounge, a fitness center, spa, pool, tennis, bocce, hiking trails, need I go on? Even with all the things to do, what impresses me the most is the feeling I get when I drive through the gate. It's as if I immediately decompress. That's a priceless feeling!

I've been working with my Sales Executive, Lisa, to look at Mediterra's home sites and model homes. There's a lot to look at - over 60 sites, models, and furnished move-in ready homes. That's a lot to consider, and we've been taking it one neighborhood at a time. The other day, we went to see the model homes in Cabreo, a single-family villa neighborhood with homes from 2,800 to 3,200 square feet priced from \$1 million. I was intrigued by the price point. The golf course, lake, and nature preserve views are stunning!

I was immediately taken by Cabreo's rustic style. The villas have grand entrances, ornate stone details, barrel tile roofs, and cobble-style brick paved driveways. It's a wonderful look! I was also happy to see Cabreo is located by Mediterra's walking trails and within walking distance of the community's extravagant gardens. Lisa told me there are three completed models in Cabreo, and a fourth is planned. I wanted to see them all!

Our first stop was the Angelica model by London Bay Homes. Lisa had told me they're an award-winning homebuilder and developer that's been in the Southwest Florida luxury home market for more than three decades. London Bay manages all new home construction sales and marketing for Mediterra. From what I've seen, they've completely transformed Mediterra by introducing new neighborhoods with Coastal-influenced exterior architectural style model homes and open-concept interiors designed by Romanza Interior Design. All very impressive!

Anyway, London Bay's Angelica model is a nicely sized home with 2,810 square feet under air. The floor plan is all about having the indoor/outdoor kind of lifestyle that I like. The great room, dining

**Above: London Bay Homes' 3,369 square foot Clara model presents the largest floor plan in Mediterra's Cabreo neighborhood. Romanza Interior Design's Senior Design Director, Michael Scott, created a modern classic interior for the Clara model. Right: London Bay Homes' 3,102 square foot furnished Bettina model in Cabreo at Mediterra features a soft contemporary interior by Luann Powers Gliwksi, an Interior Designer at Romanza Interior Design. Below: Mediterra's amenities include two Tom Fazio-designed championship golf courses.**



room, and master bedroom all open to an outdoor living area that has a big covered lanai, a pool, and a firepit. There are three bedrooms, three baths, and a den. Plenty of space! The interior design made me feel welcomed and includes some burnt oak, crimson, and oak accents. The model is priced at \$1,330,000 with all the furnishings. Lisa told me if I decide to build a new Angelica home, there are a lot of different optional features that I can consider. I like having choices!

Next, we went to the Bettina model. It's a striking, 3,102 square foot home with an interior by Luann Powers Gliwksi, an Interior Designer at Romanza Interior Design. I loved the soft contemporary feeling Luann created - a muted color pallet with papaya and teal accents mixed with warm wood tones against tone-on-tone shades of

grey. To emphasize the soft contemporary look, she used painted finishes rather than more traditional stained finishes. The look is relaxed and inviting, but there is a subtle elegance and sophistication to it all. As beautiful as the design is, the open floor plan conveys a feeling of carefree fun and pure livability. The living area's great room, dining room, island kitchen, and café all flow together beautifully. The plan includes a den, three bedrooms, and three-and-a-half baths. This is another home by London Bay that provides a wonderful outdoor living experience. A screened outdoor space includes a pool, spa, fire feature, covered dining and conversation areas, and an outdoor kitchen. The Bettina is priced at \$1,985,000 fully-furnished. By the way, the furnishings are all very comfortable and I could tell they're meant

to be enjoyed.

The third model in Cabreo is the 3,369 square foot Clara model, the neighborhood's largest floor plan. It's priced at \$1,995,000 with furnishings. Romanza's Senior Design Director, Michael Scott, created a modern classic interior for this home. The kitchen, family room, and formal living room all open to a large alfresco area with a kitchen, a pool with a sun shelf and bench, and a raised spa with a spillover. A fire pit near the pool looks like a perfect spot to spend cool winter evenings during season. I really like the Clara plan. It has a den, three bedrooms, and three-and-one-half baths. The kitchen has designer cabinetry and appliances, and a huge freestanding island with a divided sink, dishwasher, and bar-style seating at a beautiful curved countertop. An office area connects the kitchen and formal dining room, and includes a pantry closet. The space can be designed as a butler's pantry and wine cellar. Sounds nice! The master suite offers a lot of privacy and opens to the outdoor area. There's a large walk-in closet. The master bath has a vanity with double sinks, a private water closet, and a separate glass-enclosed shower and tub.

Stay tuned - I'm going back out to Mediterra's Beach Club! It's amazing and I'll tell you all about it!

Visit the Mediterra Sales Center at 15836 Savona Way off Livingston Parkway two miles north of Immokalee Road. The Sales Center and model residences are open daily. Visit Mediterra online at [MediterraNaples.com](http://MediterraNaples.com). ■



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## Naples Reserve's native landscaping delivers the 'wow factor'

First-time visitors to Naples Reserve – iStar's 688-acre South Naples community of Southern Coastal-inspired attached villa, single-family and custom estate homes – usually have the same awestruck question when they take a closer look at the lush subtropical landscape gracing the community's grand guard gate and lining its linear park: "What is that?"

"I love to create a 'wow factor,'" said iStar's lead landscaping consultant Karen Day, a third-generation landscaper with more than 30 years of industry experience.

Mission accomplished.

Day composed a vibrant landscape that regularly elicits excitement and appreciation from residents and visitors alike. By design, Naples Reserve's landscaping sets the tone for the community's naturally subtropical look using mature palm trees from iStar's own nurseries on the east coast of Florida mixed with a curated collection of additional plantings.

"Naples Reserve doesn't have the traditionally manicured landscape that residents of Southwest Florida's gated communities are accustomed to seeing," said Don Mears, vice president of land and development with iStar, who has worked with Day since the 1980s.

Even with Mears' and Day's extensive industry experience, Naples Reserve is unlike any community they've collaborated on before.

"Here at Naples Reserve, the landscaping evokes a sense of discovery and plays a critical part in establishing the sense of place that makes the community so unique," added Mears.

Layered combinations of color and texture to achieve a natural look, Naples Reserve's landscaping utilizes native, drought-resistant, low-maintenance plants. As the plantings mature, they don't require the extensive pruning and trimming required of a more traditional community landscape – they fill to create the organic appeal of a subtropical oasis.

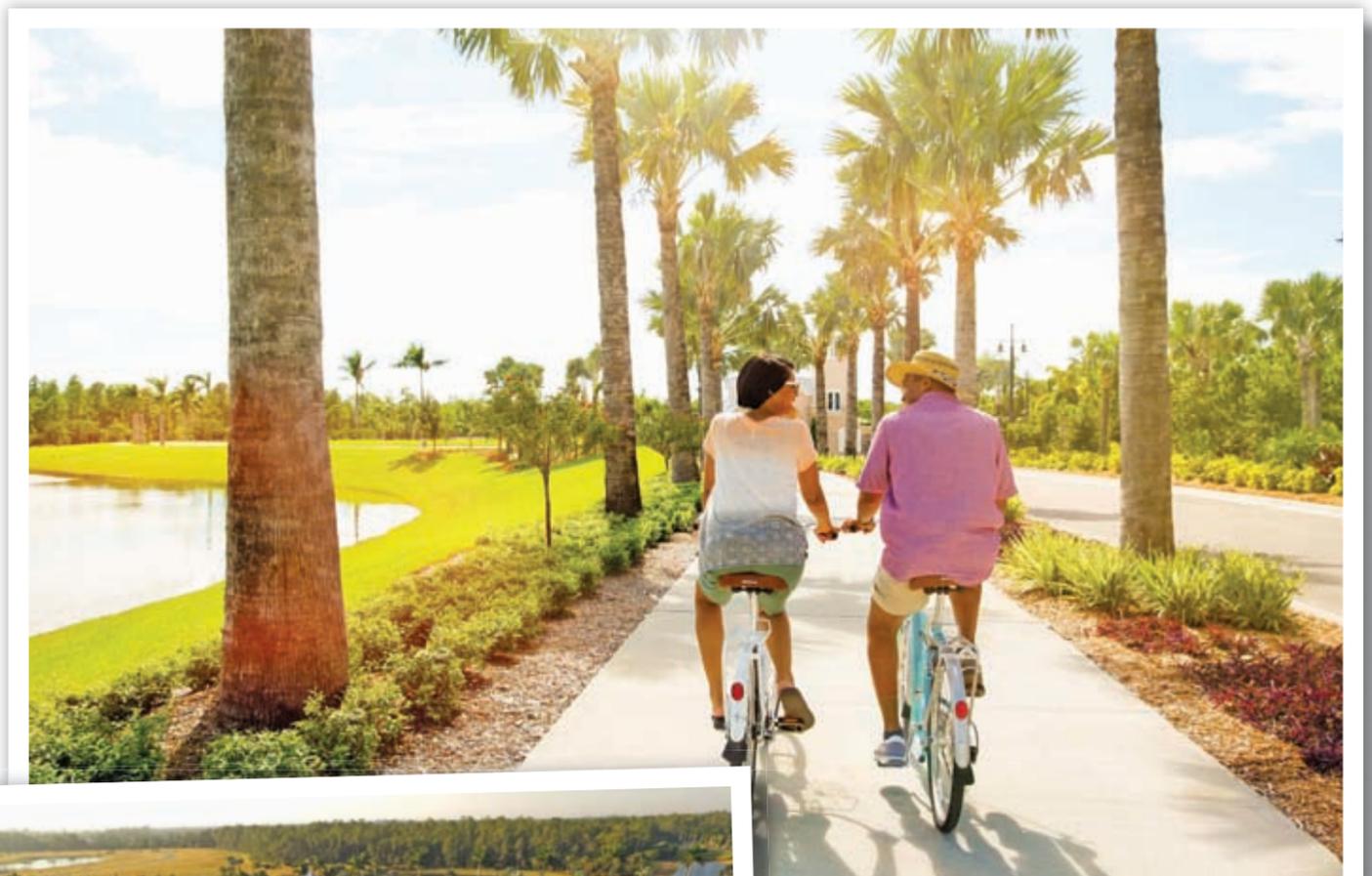
Leading to Naples Reserve, the median and road shoulders incorporate an assortment of palms that introduce visitors to the community, including Silver Bismarck, Tropical Spindles and Regal Canary Island Dates, blended with royal palms and groundcovers of red lantana.

Within the community, buffer areas have rock walls, grasses and dwarf bougainvillea, elephant ears and other plants that blend beautifully in both form and color.

Flowering and canopy trees, including royal poinciana, Michelia Champaca, Milky Way, Jamaican poinsettia and dogwood, powderpuff, Shady Lady black olive, Spanish stopper and strangler fig add graceful movement and color to the landscape.

"iStar supported the decision to create something completely fresh and new at Naples Reserve ... and it works!" said Day.

The first six of eleven planned Naples Reserve neighborhoods have uniform entrance monuments, but the similarities stop there. With the goal of fostering individuality and getting neighbors to take pride in their entrances, Day employed a distinctively different assortment of plantings to create a



sense of uniqueness and a "personality" for each neighborhood.

Navigating a loop road circling Naples Reserve, a meandering linear park for biking, hiking and jogging is designed to engage residents with their natural environment and provide an alternative mode of transportation throughout the community. The park features a fitness course accented with different plantings for variety, adding another dimension to resident's workouts.

In addition to appreciating the aesthetic appeal of the community's plantings, residents are benefiting from Naples Reserve's landscaping on a more practical level as well. Lower landscaping costs mean lower homeowners association fees.

Selected for resiliency, the vast majority of Naples Reserve's plants and trees held their ground during Hurricane Irma. In keeping with the company's tradition of excellent customer service, iStar restored not only foliage affected by the storm, but also any plantings that were impacted throughout Naples Reserve's neighborhoods and individual homesites.

Created amongst 22 lakes and sweeping open water views, Naples Reserve emphasizes lakefront living. Lakes provide prime opportunities for kayaking, canoeing and paddleboarding and scenic vistas. The community's centerpiece 125-acre Eagle Lake features a large tiki hut on destination Kontiki Island and

also offers a mile-long stretch of lakefront nestled against the Picayune Strand State Forest, a 76,000-acre state park with protected pinelands, cypress swamps, marshes and abundant wildlife.

iStar has completed the community's initial lakefront resort-inspired amenities, including the \$7 million Island Club social center featuring a 5,160-square-foot clubhouse and an adjacent 3,500-square-foot fitness center with state-of-the-art equipment and a movement studio for spinning, Zumba and yoga. Outdoors, an expansive, resort-style zero-entry pool offers dedicated lap lanes and ample room for relaxation. A few feet away, a white-sand beach awaits for lounging in the Southwest Florida sun.

Indoor and alfresco gathering areas at the Island Club include a lakeside fire pit and casual beverage and dining options at the Chat 'n Chill Tiki Bar and Latitudes Cafe. At the Outrigger Center, a variety of watercraft options are available for residents use, as well as a flex-space available for game days, special events and other activities. Cruises on the community's two Duffy electric boats depart from the center's floating docks for residents to explore Eagle Lake and Kontiki Island. Naples Reserve also offers homebuyers along Eagle Lake the opportunity for a personal floating boat dock.

The lakefront Match Point complex, now open, offers residents access to five

tennis and pickleball courts. Additional planned amenities include a Kid's Cove playground and picnic area, two dog parks – Walk & Wag opening soon and Paws Awhile in 2018 – and a meandering linear park for biking, hiking and jogging. Navigating a loop road circling Naples Reserve, the park is designed to engage residents with their natural environment and provide an alternative mode of transportation throughout the community.

Naples Reserve residents receive complimentary one-year social memberships at Walker's Hideaway Marina of Naples, a yacht club along the Gordon River offering a marina, indoor storage for 600 boats, two waterside restaurants, outdoor pool and sauna, and access to Naples Bay.

Naples Reserve offers 13 fully decorated models available for viewing, built by Southwest Florida's premier homebuilders, including Ashton Woods, D.R. Horton, Florida Lifestyle Homes, KTS Homes, Lundstrom Development, Marvin Development, McGarvey Custom Homes and Stock Signature Homes. Homes are priced from the high-\$200,000s to more than \$1 million.

Naples Reserve is located off U.S. 41, 2 miles southeast of the Collier Boulevard/CR 951 intersection and 10 minutes from I-75, Exit 101. Visit the community at 14885 Naples Reserve Circle or online at [www.naplesreserve.com](http://www.naplesreserve.com). ■

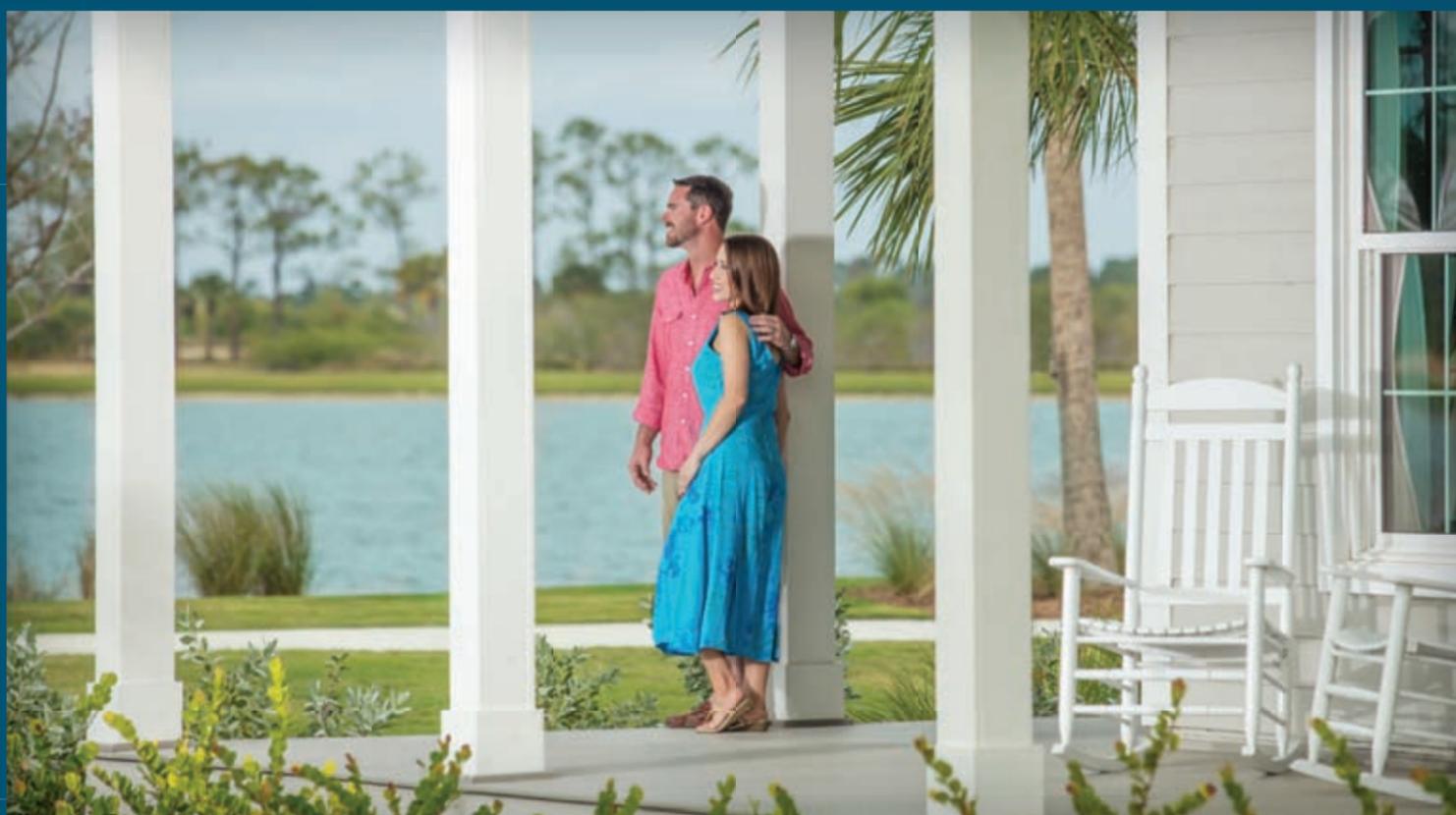
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**1201 GALLEON DR., NAPLES**  
• <http://royalshell.me/galleondrive>  
• Extraordinary 5 BR, 6 BA Estate, Over 9,700 S.F.  
**\$13,975,000 MLS 217020067**  
Don DeLuca 239.213.9100



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**150 13TH AVE. S., NAPLES**  
• One Block to Beach & 3rd Street Shopping  
• Timeless Architecture, Wood Flooring  
**\$4,600,000 MLS 217053800**  
The Taranto Team 239.572.3078



**PARK SHORE**

**665 FOUNTAINHEAD WAY, NAPLES**  
• Tranquility, a Contemporary Zen Design  
• Over 9,000 S.F. Indoor/Outdoor Living Space  
**\$3,795,000 MLS 217029954**  
Doug Haughey 239.961.1561

**BONITA BAY - HORIZONS**



**4731 BONITA BAY BLVD. #1503, BONITA**  
• 3 BR, 4 BA, 3,417 S.F., Grand Lanai  
• Breathtaking Gulf & Bay Views  
**\$1,650,000 MLS 217070948**  
Connie Lummis, The Lummis Team 239.289.3543

**BONITA BAY - AUGUSTA CREEK**



**26342 AUGUSTA CREEK CT., BONITA**  
• Visit AugustaCreek.com for Details  
• 3 BR, 3 BA + Den, Furnished  
**\$1,595,000 MLS 217037961**  
Gary, Jeff & Becky Jaarda 239.273.4597

**MEDITERRA - BELLEZZA**



**14906 BELLEZZA LN., NAPLES**  
• Luxury Residence w/Tranquil Lake View  
• Infinity Edge Pool & Spillover Spa  
**\$1,569,000 MLS 216069611**  
Dru & Greg Martinovich 239.325.3505

**THE COLONY - FLORENCIA**



**23850 VIA ITALIA CIR. #406, ESTERO**  
• 3 Balconies w/Spectacular Views  
• 3 Bedroom, 3 Bathroom + Den High Rise  
**\$915,000 MLS 217064749**  
Fenttiman-Ekovich Group 239.370.7715

**AUDUBON COUNTRY CLUB**



**15258 BURNABY DR., NAPLES**  
• 3 Bedroom + Study, 4 Bathroom Home  
• Porcelain Tile, Granite & Marble Countertops  
**\$899,000 MLS 217073080**  
Zach Fischer 239.777.7500

**AUDUBON COUNTRY CLUB**



**211 AUDUBON BLVD., NAPLES**  
• Elegant Brick Home w/Circular Drive  
• Spectacular Lake & Golf Views  
**\$885,000 MLS 217009485**  
Mike Fagan, The Fagan Team 239.340.5455

**THE COLONY - FLORENCIA**



**23850 VIA ITALIA CIR. #105, ESTERO**  
• Rare 3 Bedroom, 3 Bathroom, 1st Floor Unit  
• Incredible Outdoor Patio  
**\$745,000 MLS 217039527**  
Fenttiman-Ekovich Group 239.370.7715

**BONITA BAY - LAKESIDE**



**4081 BAYHEAD DR. #204, BONITA**  
• 3 BR, 2.5 BA, 2-Car Garage, 2nd Floor  
• Nearly 2,000 S.F., SW Sunny & Bright Exposure  
**\$569,000 MLS 217069250**  
Sandy Kass, The Fagan Team 239.292.4044

**BONITA BAY - WATERFORD**



**26241 DEVONSHIRE CT. #203, BONITA**  
• Amazing Long Golf & Lake Views  
• Large Glassed-In Lanai  
**\$559,000 MLS 217054252**  
Mike Fagan, The Fagan Team 239.340.5455

**BONITA BAY**



**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

**BLACK BEAR RIDGE**



**7209 ACORN WAY, NAPLES**  
• 3 BR + Den, 2.5 BA, 3-Car Garage  
• Upgraded Kitchen/Breakfast Bar  
**\$529,000 MLS 217045269**  
Vito Bauer 239.777.7080

**PALMIRA GOLF & CC**



**14071 TIVOLI TER., BONITA**  
• Lake & Golf Course Views  
• Great Room Design w/Wide, Open Kitchen  
**\$425,000 MLS 217020785**  
The Bordner Team 239.989.8829

**PELICAN LANDING**



**25200 GOLDCREST DR. #521, BONITA**  
• 2nd Floor, 3 Bedroom, 3 Bathroom Condo  
• Well Maintained, Attached 2-Car Garage  
**\$425,000 MLS 217031479**  
Larry Bell 239.919.4404

**MOORINGS**



**2500 GULF SHORE BLVD. N. #N2, NAPLES**  
• Yacht Harbor Manor Gem  
• Beach Access Across the Street  
**\$425,000 MLS 217030991**  
Vito Bauer 239.777.7080

**LIGHTHOUSE BAY**



**10933 SALERNO BAY RD., ESTERO**  
• Stunning, Updated, Open Design Home  
• Serene Lake to Preserve Views  
**\$415,000 MLS 217063505**  
Bob Fagan, The Fagan Team 239.272.3006

**GLEN EAGLE GOLF & CC**



**324 HARVARD LN., NAPLES**  
• 1-Story Home w/2-Car Garage  
• Wood Floors, Cherry Kitchen  
**\$359,900 MLS 217052021**  
The Taranto Team 239.572.3078

**HAWTHORNE**



**10349 FLAT STONE LP., BONITA**  
• Water View, 3 BR, 3 BA + Den, 2-Car Garage  
• Tile & Wood Floors, Granite, SS Kitchen  
**\$359,000 MLS 217055701**  
Deb Adams-Bateman 239.273.4824

**TREVISO BAY**



**9719 ACQUA CT., NAPLES**  
• TCP Golf Membership Included  
• 2 BR + Den, 2 BA, Resort Living  
**\$349,000 MLS 217059223**  
Roger Stening 239.770.4707

**VASARI - TOSCANA**



**12140 TOSCANA WAY #202, BONITA**  
• 3 Bedrooms, 2 Bathrooms + Den  
• Stunning 2,275 S.F., Turnkey Furnished  
**\$339,000 MLS 216073148**  
Corye Reiter, The Lummis Team 239.273.3722

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**MEDITERRA - BELLEZZA**  
NEW PRICE

**29110 POSITANO LN., NAPLES**  
• 4 BR + Den, 5.5 BA Magnificent Luxury Villa  
• Private Lanai w/Peaceful Long Lake Views  
**\$2,149,000 MLS 217069720**  
Dotti Fagan, The Fagan Team 239.272.4946



**PARK SHORE**

**502 WHISPERING PINE LN., NAPLES**  
• Single Family Pool Home w/Lake Views  
• 4 Bedrooms, 3.5 Bathrooms, 2-Car Garage  
**\$1,850,000 MLS 217044781**  
Liz Appling 239.272.7201



**BONITA BAY - TAVIRA**

**4851 BONITA BLVD. #802, BONITA**  
• Visit Tavira802.com for Details  
• 3 Bedrooms, 3 Full Bathrooms, 2-Car Garage  
**\$1,825,000 MLS 216040817**  
Gary, Jeff & Becky Jaarda 239.273.4596



**BONITA BAY - LAUREL RIDGE**

**3061 LAUREL RIDGE CT., BONITA**  
• Visit 3061LaurelRidge.com for Details  
• 3 Bedrooms, 3 Full Bathrooms + Den  
**\$1,099,000 MLS 217027476**  
Gary, Jeff & Becky Jaarda 239.273.4598



**BONITA BAY - LAUREL RIDGE**

**3071 LAUREL RIDGE CT., BONITA**  
• 4 BR, 4 BA + Den, Bonus Room, 3-Car Garage  
• Private Pool/Spa, Full Hurricane Protection  
**\$925,000 MLS 216059863**  
Mike Fagan, The Fagan Team 239.340.5455



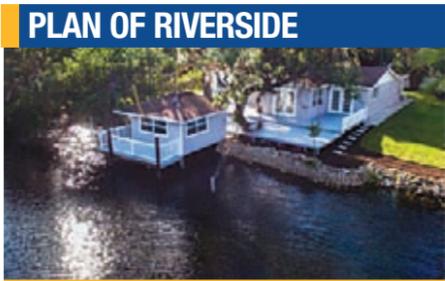
**BONITA BAY - LAUREL RIDGE**

**3080 LAUREL RIDGE CT., BONITA**  
• Custom Built, 4 BR, 3 BA + Den, 3-Car GA  
• Entertainer's Delight, Numerous Upgrades  
**\$920,000 MLS 217064496**  
Sandy Kass, The Fagan Team 239.292.4044



**IMPERIAL GOLF ESTATES**

**1948 IMPERIAL GOLF COURSE BLVD., NAPLES**  
• Large 3 BR, 2 BA + Den, Pool Home  
• Freshly Updated with Neutral Palette  
**\$615,000 MLS 217067742**  
Loretta Young, Team LaVita 239.450.5022



**PLAN OF RIVERSIDE**

**27291 S. RIVERSIDE DR., BONITA**  
• 130' Along Imperial River - Gulf Access  
• 3 BR, 2 BA, Charming & Fully Renovated  
**\$599,900 MLS 217027486**  
Loretta Young, Team LaVita 239.450.5022



**SPANISH WELLS**  
NEW PRICE

**28407 DEL LAGO WAY, NAPLES**  
• Rare Find, Fully Furnished, Many Antiques  
• Highly Desirable Community  
**\$595,000 MLS 217055677**  
Vito Bauer 239.777.7080



**BONITA BAY - BAY VIEW II**

**4801 ISLAND POND CT. #303, BONITA**  
• Expansive Preserve, Bay & Sunset Views  
• Open Floor Plan, 2 Suites Open to Large Lanai  
**\$575,000 MLS 217068887**  
Dotti Fagan, The Fagan Team 239.272.4946



**SPANISH WELLS**

**9832 ALHAMBRA LN., BONITA**  
• Lovely 3 BR, 2 BA + Den, Pool Home  
• Located in Quiet, Peaceful Setting  
**\$495,000 MLS 217036495**  
Jim Griffith, The Boeglin Team 239.322.2409



**BONITA BAY - THE HAMPTONS**

**26836 WYNDHURST CT. #101, BONITA**  
• Private Lakeside Setting  
• 2 Bedrooms, 2.5 Bathrooms + Den  
**\$489,000 MLS 217029244**  
Gary, Jeff & Becky Jaarda 239.273.4596



**KENSINGTON**  
NEW PRICE

**4425 DOVER CT. #6-603, NAPLES**  
• Sunsets & Stunning Lake Views  
• 3 BR + Den, 3 BA Coach Home  
**\$459,900 MLS 217048840**  
The Taranto Team 239.572.3078



**NAPLES BAY RESORT**

**1025 SANDPIPER ST. #E105, NAPLES**  
• Resort Style Living, 2 BR, 2 BA, Turnkey  
• 5 Minute Walk to 5th Ave.  
**\$459,000 MLS 217033486**  
Roger Stening 239.770.4707



**VANDERBILT LAKES**

**28616 CLINTON LN., BONITA**  
• 2 BR, 2 BA + Den, Near Beaches!  
• Open Floor Plan, Newer Kitchen  
**\$409,000 MLS 217064795**  
Sue Ellen Mathers 239.877.2726



**VILLAGE WALK**

**4313 MONTALVO CT., NAPLES**  
• Oakmont - 3 Bedrooms + Den, 2 Car Garage  
• Freshly Painted Inside, New Carpet  
**\$409,000 MLS 217067347**  
Pam Olsen 239.464.6873



**GRANDEZZA - AVALON**  
NEW PRICE

**20280 BURNSIDE PL. #1204, ESTERO**  
• 3 Bedrooms, 2.5 Bathrooms, Spacious Floor Plan  
• Golf Course & Waterfront Views, Large Lanai  
**\$399,900 MLS 217049513**  
Bradford Bateman 239.273.8842



**ROOKERY POINTE**

**20391 ROOKERY DR., ESTERO**  
• Updated 3 BR, 2 BA, SS Appliances, Paved Drive  
• Saltwater Pool, Lanai w/Retractable Awning  
**\$399,000 MLS 217044539**  
Mike Fagan, The Fagan Team 239.340.5455



**VINEYARDS - BELLERIVE**  
NEW PRICE

**6280 BELLERIVE AVE. #2-206, NAPLES**  
• Lake Views, Tastefully Decorated, 2nd Floor  
• Turnkey w/All New Furnishings  
**\$239,900 MLS 217034005**  
Dodona & Ornela, The Roboci Team 239.776.8123



**SPANISH WELLS - MARBELLA**  
NEW LISTING

**9621 SPANISH MOSS WAY #3812, BONITA**  
• Ground Floor, 2BR + Den, 2 BA  
• Spacious Split Bedroom Design  
**\$214,900 MLS 217070123**  
Deb Adams-Bateman 239.273.4824



**GLADES COUNTRY CLUB**  
NEW LISTING

**261 QUAILS NEST RD. #1272, NAPLES**  
• Hurricane Glass w/Electric Shutters  
• Beautiful White Plantation Shutters Throughout  
**\$185,000 MLS 217074096**  
Navarro Group 239.980.9744



**TERRACE V AT CEDAR HAMMOCK**

**3770 SAWGRASS WAY #3424, NAPLES**  
• 2nd Floor, 2 BR, 2 BA Turnkey, Elevator Access  
• Lush Views of Greens & Large Lake  
**\$175,900 MLS 217049974**  
Patti Fortune 239.272.8494

# MAGNIFICENT: THE SEQUEL.



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**AVIGNON** *furnished*  
LONDON BAY HOMES  
4 bedrooms & 5-1/2 baths | \$4,975,000



**NORMANDY II** *furnished*  
STOCK SIGNATURE HOMES  
4 bedrooms & 4 1/2 baths | \$2,249,990



**CASA BELLISIMA** *furnished*  
FOX CUSTOM BUILDERS  
4 bedrooms & 4 1/2 baths | \$3,399,000



**CASA KAM**  
FLORIDA LIFESTYLE HOMES  
4 bedrooms & 4 1/2 baths | \$1,390,000



**ATHERTON**  
STOCK CUSTOM HOMES  
4 bedrooms & 5 1/2 baths | \$3,266,980



**MAGNOLIA** *furnished*  
DIAMOND CUSTOM HOMES  
4 bedrooms & 4 1/2 baths | \$3,695,000



**PINE VALLEY** *furnished*  
SEAGATE DEVELOPMENT GROUP  
4 bedrooms & 4 1/2 baths | \$4,295,000



**VENTALO**  
EMERALD HOMES  
3 bedrooms & 3 baths | \$1,049,617



DIAMOND CUSTOM HOMES | EMERALD HOMES | FLORIDA LIFESTYLE HOMES | FOX CUSTOM BUILDERS | LONDON BAY HOMES  
MCGARVEY CUSTOM HOMES | SEAGATE DEVELOPMENT GROUP | STOCK SIGNATURE HOMES

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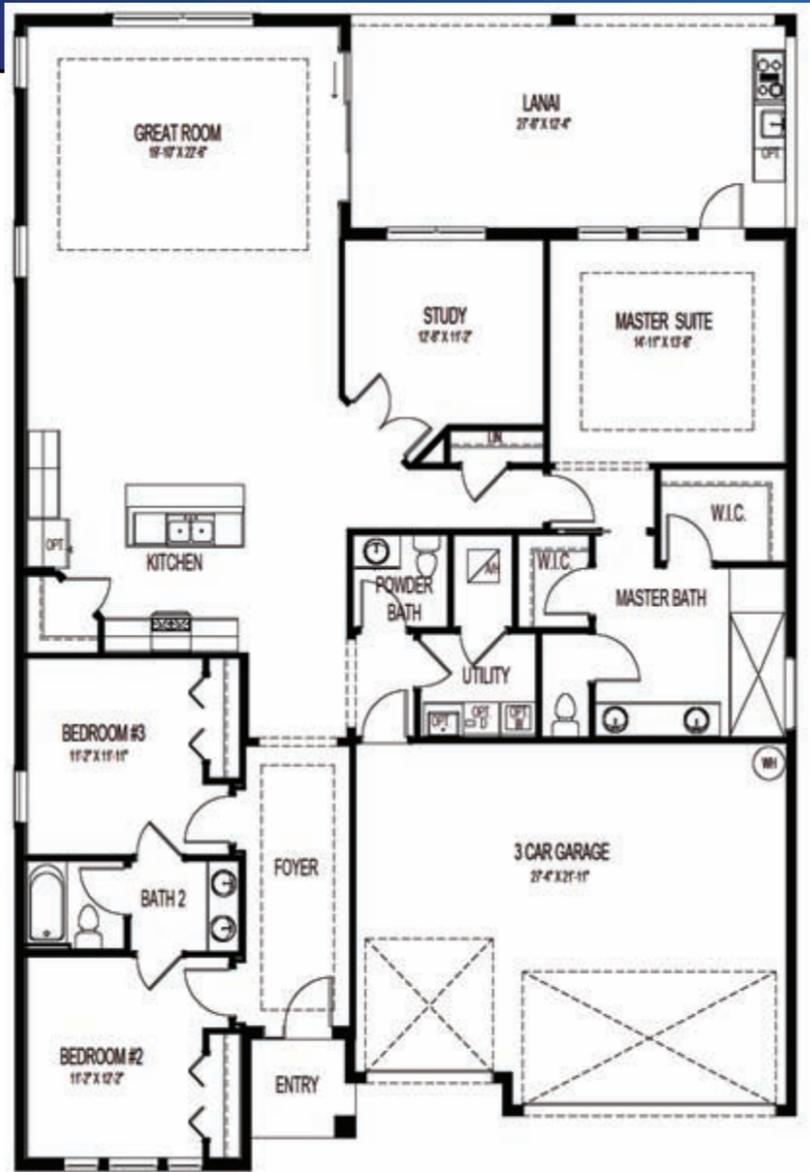


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\*\$517,990 price is only available on Abbey L or M elevations at Mockingbird Crossing. Offer is only valid on new contracts written on or before 11/15/17 through 3/31/18 and close by 9/30/18. Home and community information, including pricing, included features, terms, availability and amenities are subject to change and prior sale at any time without notice or obligation. Pictures, photographs, features, colors and sizes are approximate for illustration purposes only and will vary from the homes as built.\*\*Square footage dimensions are approximate. ^Pool package is per plan and valued at \$62,575 may be considered a sales concession resulting in adjustments to sales price or appraised value. Pool package includes 12' x 24' custom designed pool with choice of shape per plan, gunite shell with lifetime warranty on pool finish only, Krystalkrete™ interior finish, 3' to 5' depth, brick paver decking and full screen cage with mansard roof. Pool Package is not redeemable for cash or credit against the purchase price. The pool package is only available on new contracts written on or before 11/15/17 through 3/31/18 and close by 9/30/2018, for D.R. Horton Southwest Florida community, Mockingbird Crossing. Pool Package is subject to change without notice and redeemable only at closing. \*\*\*\$12,000 towards design center options and upgrades. Offer is only available on new contracts written on or before 11/15/17 through 3/31/18 and close by 9/30/2018. Options and upgrades are to be installed prior to closing. Discounts shall be applied to options at time of closing and are not redeemable for cash. Program incentives, when combined with any other incentives being offered by seller, may not exceed loan program limitations. Florida Registered Building Contractor License # CBC1259453



ADVERTORIAL

# Distinctive Communities' Berolina model now open in Watercourse at Talis Park

**D**istinctive Communities' new furnished Berolina single-family villa model is now open in Talis Park's Watercourse neighborhood. The residence features 2,979 square feet of living area with three bedrooms, three-and-a-half baths and more than \$100,000 in upgrades. The Berolina is offered at \$1.515 million furnished, including a \$30,000 Talis Park Sports Membership.

Watercourse is an enclave of 29 Spanish Eclectic lakefront, single-family detached villas ranging from 2,530 to 3,638 square feet and built by Artisan Associates, the exclusive builder of homes by Distinctive Communities. Three- and four-bedroom great room plans include a study, island kitchens, and landscaped outdoor living areas with heated swimming pools or spas. Standard features include architecturally detailed ceilings in the living areas, Viking kitchen appliances, and porcelain tile flooring. Optional natural gas outdoor grills and fire pits are also available. A \$30,000 Talis Park Sports Membership is included with every Watercourse purchase.

Residents Sam and Laura Faust toured several models within Talis Park and found the homes in Watercourse to be the best fit for them.

"When we walked into the model for the first time, it just felt 'like home,'" said Laura Faust. "The quality of the interior finishes is top notch, the views overlooking the lake and Toscana Way are spectacular and we found the builder would offer the flexibility to customize the interior to suit our taste. We could not be happier and highly recommend Water-

course to those lucky enough to scoop up one of the few remaining homes available."

The Fausts enjoy participating in numerous social events created and managed by Membership and Activities Director Nancy Muschong and the Talis Park team. From daily fitness classes, sports clinics, and costume parties to ballroom dancing classes, bocce nights, and movies and concerts on the Great Lawn, Talis Park's social calendar offers something for everyone. Members now also enjoy complimentary daily beach access via the Beach Runner, the community's exclusive new beach shuttle service.

Watercourse residents enjoy immediate access to Talis Park's award-winning Vyne House clubhouse with formal and casual dining, two fitness centers, spa, wine room, board room, golf pro shop, resort-style pool and deck, and rotunda with a double-sided fireplace overlooking the 18th green. The nearby Sports Complex features six lighted Har-Tru tennis courts, bocce courts, lap pool, and playground.

Talis Park's new-fashioned, "come-as-you-are" atmosphere encourages residents to live the best versions of their lives among exclusive privacy and second-to-none service.

"We fell in love with Talis Park from the moment we first arrived on the property," added Sam. "We had explored sev-



**Top:** Watercourse's lakefront, single-family villa residences offer an ideal year-round or seasonal residence. **Above Left:** Distinctive Communities' furnished Berolina model is now open for viewing and purchase in Talis Park's Watercourse neighborhood. **Above Right:** Three Spanish Eclectic, single-family detached villa home sites are available in the final phase of residences in Watercourse at Talis Park.

eral neighborhoods throughout Naples and found Talis Park to be the perfect fit for our lifestyle. Now that we're here, we've enjoyed the friendly, casual atmosphere. The club offers a terrific list of activities and our beautiful new club-

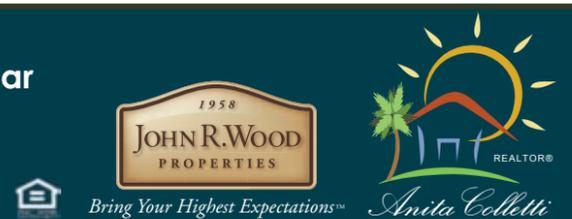
house is a perfect gathering place to make new friends and lasting memories." Visit Talis Park's Garden House Information & Sales Center at 16980 Livingston Road, North Naples, or visit talispark.com. ■



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**NAPLES - Quail Creek Village**

11722 Quail Village Way  
3/2.5 | \$420,000  
2 Car Garage / Pool / Gated Community



**NAPLES - Heritage Bay**

10634 Smokehouse Bay Dr. #202  
3/2, 2+ Car Garage | \$364,900  
Stunning Lake Views / Former Model



**NAPLES - Carlton Lakes**

5230 Birmingham Dr. #202  
3/2 | \$249,000  
2nd Floor w/Garage / Gated Community



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**The Dunes \$1,124,900**  
Pristine 3BR, 3.5BA turnkey furnished condo with two under bldg. garage spaces. Walking proximity to the beach.



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**The Dunes \$1,019,900**  
Immaculate, furnished 3BR, 3BA 11th floor condo. Large wrap-around lanai with breathtaking views of the Gulf.



# THIS WEEK'S FEATURED LISTINGS

OPEN HOUSES ARE SUNDAY, DECEMBER 10, 2017



**BRITTANY AT PARK SHORE \$2,795,000**  
4021 Gulf Shore Blvd N #905 - Sensational beachfront residence encompassing over 3,000 sq. ft. of living area, 3 full bedroom suites, den and morning room plus 4 full baths, all with neutral background. 3+Den/4 (C13985) Cheryl Turner, 250.3311



**GREY OAKS \$1,275,000**  
2224 Residence Cir - Ideal lakefront villa in premier golf community boasting 3 champion courses and within city limits of Naples. Only 3 years young. Private pool, patio/lanai. 3/2.5 (H12243) Nan Dietrich, 564.2906



**PARK SHORE \$1,100,000**  
504 Turtle Hatch Ln - Location, location, location. Park Shore corner lot. Fabulous floor plan ready for you to update or build your new dream home. Occupied, call for private viewing. 3/2 (H12392) Cheryl Turner, 250.3311



**JAMAICA TOWERS/MOORINGS \$899,000**  
2885 Gulf Shore Blvd N #702 - Listen to the surf while you sleep, direct west views, 7th floor, quiet stretch of the beach, pool Gulfside, handsome new tile plank flooring. 2/2 (C14101) Michelle Paradis, 293.8844, Mari Ann Cundall, 300.1271



**CRESCENT AT PELICAN BAY \$820,000**  
8437 Abbington Cir #6-611 - First-floor lakefront Crescent carriage home. Courtyard outside the third bedroom, 9 ft. ceilings, glassed-in Florida room, single-car garage and spacious kitchen. 3/2 (C14069) Cheryl Turner, 250.3311



**THE COLONY/PELICAN LANDING \$815,000**  
4730 Colony Villas Dr #802 - Open design "penthouse" floor plan with spectacular preserve "treetop" view. Gourmet kitchen with expanded center island. Impact hurricane doors and windows. 3+Den/2.5 (C13422) Diane Ditto, 405.2442, Robyn Pfister Griffin, 404.8222



**BONITA BAY \$715,000**  
27170 Shell Ridge Cir - Fabulous home, view and location. Soaring ceilings, bright and open, lanai and spa with extra family room and large office. Community pool/spa. 2-car garage and turnkey. 3+Den/3 (H12425) Jane Gruenhagen, 450.6437



**OPEN HOUSE 1-4**  
**PELICAN LANDING \$705,000**  
3490 Muscadine Ln - Recently remodeled home with numerous upgrades, three-car garage, sparkling pool and mature fruit trees. Fabulous amenities including beach park and tennis! 3+Den/3 (H12154) Joanie Licitra, 566.9321



**THE STRAND \$627,000**  
6103 Fairway Ct - Exceptional golf course view! Beautifully updated kitchen, granite and stainless. Open great room floor plan, custom closets, paved pool deck, built-in grill. 3+Den/3 (H12372) Barbara Salinas, 449.2733



**GATEWAY \$585,000**  
10819 Pond Ridge Dr - One owner, 2 story, 5,000 sq. ft. pool home with 3-car garage. Features a dream gourmet kitchen, media room, den and oversized lot. Gorgeous and great for entertaining. 5/3.5 (H11753) Susan Hubly, 595.6609



**OPEN HOUSE 1-4**  
**LELY RESORT \$549,000**  
8908 Mustang Island Cir - Tropical paradise awaits! High ceilings from foyer and throughout open floor plan home with light neutral paint, hardwood and tile floors, new lights and fans, heated pool. 3+Den/2 (H11991) Robin Hill, 776.0733



**OPEN HOUSE 1-4**  
**INTERLACHEN/PELICAN BAY \$549,000**  
6770 Pelican Bay Blvd #225 - Updated 2nd floor end unit. Granite in kitchen, baths and dry bar, split bedroom, ample closet space, Glass-slider enclosed lanai. Walk to beach tram. Light and bright. 2/2 (C13734) Harry Stone, 207.8487



**OPEN HOUSE 1-4**  
**BIG CYPRESS \$545,000**  
79 Burning Tree Dr - Newly renovated three bedroom, two bathrooms home in the highly sought-after centrally located Big Cypress Golf and Country Club community. 3/2 (H12010) Cheryl Turner, 250.3311



**RIVERSTONE \$545,000**  
3187 Pacific Dr - Chandon in secluded setting with impact glass, Lutron automation, LED lighting, solid-core doors, quartz counters, upgraded stainless appliances, hardwood floors. 3+Den/3 (H11731) Alysia Shivers, 877.9732



**OPEN HOUSE 1-4**  
**MOORINGS \$535,000**  
1910 Gulf Shore Blvd N #108 - Looking for a wide bay view just steps from the private Moorings Beach, boating, fishing, docks and direct Gulf access? Only 32 units with an incredible location. 2/2 (C13684) Cheryl Turner, 250.3311



**OPEN HOUSE 1-4**  
**SPANISH WELLS \$500,000**  
9900 White Sands Pl - One of the largest single family homes in Spanish Wells with a fabulous floor plan, huge lanai and incredible golf course views spanning a double fairway. 4/2 (H12076) Linda Hammer, 248.2973



**LAKE PARK \$450,000**  
1240 12th Ave N - Southern exposure and plenty of room to add a pool. Or tear down and build your own dream. Located in the heart of Naples, close to 5th Avenue South. 3/1 (H12302) John Turner, P.A., 272.0013



**OPEN HOUSE 1-4**  
**BRIARWOOD \$430,000**  
5200 Brixton Ct - Open great room and split bedrooms. New stainless appliances, newer water heater, wood and tile floors, crown molding, plantation shutters. Steps from amenities. 4/2 (H12377) Alysia Shivers, 877.9732



**MOORINGS \$379,000**  
3121 Riviera Dr #B-102 - Lake view! First-floor condo W of US41. 2 glass sunrooms. Located near community pool. Covered/open parking, extra storage. Moorings Beach membership available. 2+Den/2 (C14141) John Turner, P.A., 272.0013



**REGENT PARK \$369,900**  
3361 Arlette Dr - Exceptional lake view! Nicely upgraded with granite in kitchen and baths. Walk-in closets in all bedrooms. Freshly painted and new carpet. 3/2 (H12295) Barbara Salinas, 449.2733



**MAPLEWOOD \$349,900**  
750 Crossfield Cir - The best view in Maplewood. Great value in this happy Dover plan. Sparkling lake view. Lots of tile, high ceilings, great location. Low fees. 3/2 (H12298) Michelle Paradis, 293.8844



**LIGHTHOUSE BAY/THE BROOKS \$346,500**  
23830 San Marino Rd #202 - Designer appointed 3BR 2BA, 2nd-floor unit, meticulously maintained in a community with too many amenities to list here. Motivated sellers. Call for more info. 3/2 (C14169) Dooley Realty Group, 571.3687



**OPEN HOUSE 1-4**  
**STONEBROOK \$330,000**  
11515 Chaplis Ln - Wonderful opportunity to own an immaculately maintained, charming, single family home including a pool in a private setting! Desirable golf community! 3/2 (H12127) Linda Hammer, 248.2973



**LELY RESORT \$315,000**  
6858 Ascot Dr #4-202 - Excellently furnished immaculate condo located in center of Lely Resort, close to incredible amenities, 2 public golf courses, restaurants, shopping, dog park. 3/2 (C13743) Robin Hill, 776.0733



**PELICAN LANDING \$309,000**  
3491 Pointe Creek Ct #101 - Delightful 1st floor, light-filled end unit with screened lanai and open deck on quiet cul-de-sac. Includes private garage and beach access. Offered furnished. 3/2 (C13953) Diana Coyle, 220.4534



**OPEN HOUSE 1-4**  
**LELY RESORT \$309,000**  
8941 Malibu St #104 - Furnished San Pablo, 1 level living on 2nd floor, 2-car garage on main level. Excellent location next to basketball court and private lush landscaped area. Tiled floors. 3/2 (C13449) Robin Hill, 776.0733



**IMPERIAL SHORES \$299,000**  
4170 Mariner Ln - A hot area, 1 mile to Bonita Beach, lovely ranch home with 2-car garage floor plan, newer roof, tile floors, stainless appliances and more. Great deal! 3/2 (H12213) Susan Hubly, 595.6609



**BONITA BAY \$293,000**  
4241 Lake Forest Drive #514 - Beautifully updated and maintained lower level condo in Sandpiper. Being sold furnished. Community pool, spa and tennis courts. Bonita Bay amenities galore. 2+Den/2 (C14182) Jane Gruenhagen, 450.6437



**LELY RESORT \$290,000**  
8085 Celeste Dr #814 - Charming first-floor condo tastefully decorated and appointed with fabulous double fairway view for enjoying beautiful western sunsets. Very private! 3/2 (C14053) Linda Hammer, 248.2973



**HEITMANS \$285,000**  
9971 Connecticut St - This great room style home features a large open kitchen with granite countertops and newer appliances. Big fenced yard with fruit trees. 3/2 (H12380) Debbie Zvileman, 272.8878



**WIGGINS LAKES & PRESERVES \$269,000**  
752 Wiggins Lake Dr #201 - Impeccably maintained and updated 2nd floor, end unit. Granite in kitchen and baths, new stainless appliances. Beautiful lake view. Across from tennis courts and pool. 2/2 (C14166) Alysia Shivers, 877.9732



**HUNTINGTON LAKES \$259,000**  
6270 Huntington Lakes Cir #204 - Must see! Gorgeously updated home overlooking beautiful lake and fountain. Renovated features throughout, including lanai, kitchen, master bath. 3/2 (C14113) Lorri Bruno, 449.2846



**HACIENDA VILLAGE \$250,000**  
27740 Hacienda East Blvd #209D - Convenience and value! This lovingly cared for, spacious townhouse is just minutes to the beach, shopping and restaurants. Lots of updates and offered turnkey! 2/2.5 (V2554) Linda Hammer, 248.2973



**RIVIERA GOLF ESTATES \$249,000**  
105 Fleur De Lis Ln - Extremely well-maintained home on golf course. Enclosed Florida room and two lanais plus a double garage. Popular 55 plus community close to shopping, beaches. 2/2 (H12324) Barbara Salinas, 449.2733



**VANDERBILT LAKES \$227,000**  
3970 Leeward Passage Ct #204 - C.13609 - Beautifully light and bright residence. This home speaks "Florida Living" with tile throughout, glassed-in lanai, nicely updated, close to beaches. 2/2 (C13609) Billie Jans, 239.980.0522

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# Estate Home models available immediately in Quail West

## Clubhouse enhancements nearing completion

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. Its 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 in part includes, a new golf pro shop, the Market Café, as well as 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 also expected to be completed by year's end.

Behind the privacy gates of Quail West, sales have been phenomenal. Most recently, Stock's Sophia II model, which had 8,100 total square feet and was priced just under \$4 million furnished, sold.

However, a new model has just been introduced. The Cristale is a four-bedroom plus library/four-and-a-half-bath home with 4,427 square feet under air and 7,190 total square feet, including two, two-car garages with a porte-cochere and motor court.

The grand estate also features a parlor greeting area, a formal dining room, a double-island kitchen and family room, a master bedroom with its own covered lanai, and an outdoor living area measuring 876 square feet and featuring a summer kitchen, fireplace, pool, and spa, all overlooking the golf course and lake beyond.

The Cristale features an interior by Laurie Walter, CEO and Diana Hall, President of Cinnabar Design, and is priced at \$3,580,105, fully furnished.

Another beautiful model by Stock is coming soon. The Calista is a four-bedroom/four full-bath/two half-bath home with 5,506 square feet under air and 8,570 total square feet, including a four-car garage and several outdoor living areas. Although the final price has yet to be determined it is expected to be \$3,846,545.

Other estate home models and inventory homes are also available for immediate purchase in Quail West. All were built by Southwest Florida's most respected builders including, Diamond Custom Homes, Emerald 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 Lusia "Lou" Shafra, principal designer/CEO at Pacifica Interior Design. It is priced at \$3,695,000, fully furnished.

Emerald Homes just completed its Ventalo model. Located at the end of a cul-de-sac, the Ventalo is a single-story, three-bedroom plus bonus room/three bath home with 3,131 square feet under air. It is priced at \$1,075,676, unfurnished. An optional furniture package is available for \$62,000.

Fox Custom Homes' Casa Bellissima



**Top: Emerald Homes' new Ventalo model features an inviting great room with intricate ceiling. Above Left: Seagate Development Group's Pine Valley estate home model has an incredible pool and multi-tiered seating area. Above Right: The just completed Cristale model, with furnishings by Cinnabar Design, is priced at \$3,580,105. Below: The two-story Magnolia model, by Diamond Custom Homes, features four bedrooms plus a library. Bottom: Fox Custom Homes' Casa Bellissima model has 5,669 square feet of living area.**

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. It is priced at \$3,399,000, fully furnished.

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. It is priced at \$4,975,000, fully furnished.

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. It is priced at \$4,295,000, fully furnished.

In addition to the Cristale and the Calista, Stock has several additional homes available for immediate purchase.

The Atherton is a four-bedroom/four full-bath/two half-bath home with 4,554 square feet under air and nearly 7,000 total square feet, including two two-car garages. Charlotte Horvath of Soco Interiors was the mastermind behind the estate home's perfectly crafted design. It is priced at \$3,266,980, fully furnished.

The Aqualina is a four-bedroom/four full-bath/two half-bath home with 4,937 square feet under air and 7,469 total square feet, including a three-car garage, plus golf cart storage. Christina Villalonga, senior designer for Marc Michaels Interior Design, created the home's interior. It is priced at \$3,599,990, fully furnished.

The Normandy II is a four-bedroom plus study/four-and-a-half-bath home with 4,124 square feet under air and 6,034 total square feet, including three-car garage.

The home showcases an interior by Clive Daniel Home. It is priced at \$2,249,990, fully furnished.

The Ponte Vedra Grande is a four-bedroom plus study/four-and-a-half-bath home with 3,525 square feet under air and 5,116 total square feet including a three-car garage. KVS Designs was responsible for the interior design of the home. It is priced at \$1,799,990, fully furnished.

Florida Lifestyle Homes has an incredible move-in ready home available and it overlooks the golf course. The Casa Kam is a four-bedroom plus study/four-and-a-half-bath plan with 3,538 square feet under air and 5,984 total square feet, including a three-car garage. Unfurnished, it is priced at \$1,390,000.

For those looking to purchase a home in early 2018, McGarvey Custom Homes has two future inventory homes currently under construction.

The Beechwood is a four-bedroom plus

study/four-and-a-half-bath home with 4,076 square feet under air and 6,927 total square feet, including a side-entry, three-car garage. It is slated to be completed in early Spring. It is priced at \$3,400,000, including furnishings.

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. It is slated to be completed in February. It is priced at \$3,870,000, including furnishings.

A \$35,000 social membership is currently being offered with the purchase of any new home.

Visit Quail West today. 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, which is located on the right, just prior to the gatehouse. Online at [QuailWest.com](http://QuailWest.com). ■

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# Lely Resort has move in ready homes for the New Year: enjoy the lifestyle at the eight-time Community of the Year

As the holiday season nears, homebuyers at Lely Resort have the opportunity to purchase a new move-in ready home and enjoy the winter season in a beautiful new residence located within one of Naples most sought after addresses – Lely Resort.

Home to three spectacular championship golf courses, four clubhouses and the area's most comprehensive array of multi-family and single-family homes, it offers a superb lifestyle that has earned it no fewer than eight Community of the Year Awards from the Collier Building Industry Association.

Visitors to Lely Resort will also be able to bring holiday cheer to those in need through Stock's Open House, Open Hearts event, which concludes this Sunday. It benefits the 2017 Toys and Joys Holiday Toy Drive, an initiative of the Collier Building Industry Association for more than ten years.

The event brings holiday joy to 2,000 girls and boys in Southwest Florida each year. Share an unwrapped gift as you tour Lely Resort's beautiful models.

Stunning coach homes are available in Signature Club and Tasori, priced from just the mid-\$300s and furnished models are open.

The Tasori neighborhood is located within The Classics, a stunning gated enclave along one of Lely's three championship golf courses. It also features an array of beautiful lake and nature views along The Classics Championship Golf Course. Each coach home building offers four luxurious residences with the spacious feel of single-family homes.

The Venice II is a ground floor residence with 2,230 square feet under air and 3,005 total square feet, including the attached two-car garage. It is a two-bedroom, two and one-half bath great room style coach home offering an island-style kitchen, a large, flexible leisure room and a private courtyard in addition to a screened and covered lanai. Move-in ready homes are available for just \$352,025.

An on-site sales center is located in Signature Club. It showcases the coach home residences of both neighborhoods.

Signature Club has a beautiful private, gated entry with water features, beautiful landscaping and a stone entry monument. Each coach home building at Signature Club offers four residences. The neighborhood features an selection of amazing lake and golf course views across The Classics Championship Golf Course. The Wentworth is move-in ready and priced at only \$417,990.

For those who desire a twin villa or a single-family home, only a select few homebuyers will be able to take advantage of the Lakoya lifestyle. The neighborhood is near sell out with only five homes remaining.

Lakoya is a meticulously planned 242-acre enclave with sculptured landscaping, classical gardens, spectacularly choreographed fountains and elegant paved walking paths. It is surrounded by subtropical woodlands and The Classics 18-hole championship course, which features gentle undulations and tree-lined fairways.

Twin Villas are available in The Opal Series, a collection of four, single-story twin villa designs. They are priced from \$430,445.

Open, spacious and comfortable, the Capri provides its residents with an easy Florida lifestyle. It is a three-bedroom/two-bath twin villa home with 2,107 square feet under air and a total of 2,921 square feet, including an attached



two-car garage and a screened and covered lanai overlooking a beautiful pool and spa.

The home includes formal living and dining rooms with elegant tray ceilings and the third bedroom is convertible to a study. The island-style kitchen includes a large walk-in pantry and is creatively designed to maximize open space and create extra room for entertaining in the adjacent living and dining rooms. The main living area opens via stacked 8-foot tall sliding glass doors to the lanai.

From the Topaz Series, The San Remo III is a single-story great room style home featuring two bedrooms, two baths, plus a study, and a spacious master suite. The San Remo III offers homebuyers 1,809 square feet of living area in an open and breezy floor plan with plenty of space to enjoy a casual Florida lifestyle.

The great room opens to a very generous lanai and large pool and spa. The grand two-story foyer is adjacent to the study, which is the perfect place for the home office and quiet reading. A move-in ready model is available for \$618,685.

Lely Resort boasts Naples' most prestigious golf program. Homeowners live within steps of three championship golf courses designed by some of the greatest architects in the game – Robert Trent Jones Sr., Lee Trevino and Gary Player, as well as two spectacular golf clubhouses.

The Player's Club & Spa is an amazing 30,000 square foot club that is both elegant and highly functional for its members. It has earned a Sand Dollar Award for best clubhouse.

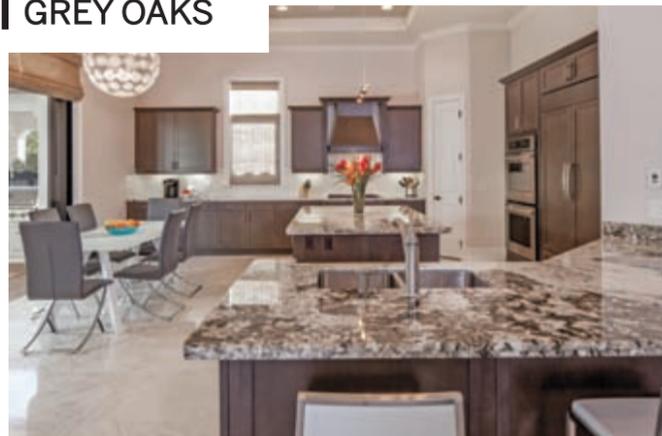
Lely Resort Realty is now located at 8038 Signature Club Circle Bldg 8-102, Naples, FL 34113. Visit [www.stockdevelopment.com](http://www.stockdevelopment.com) or call 239-793-2100. ■



Above: The Players Club & Spa. Tasori coach homes. The San Remo III. Lakoya twin villas. Left: Championship golf at Lely Resort.



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ADVERTORIAL

# Rooftop amenities take shape at Kalea Bay

## Tower 1 approaching sellout

As construction on Tower 1 nears completion, many of the building's amenities are ready for the first residents to arrive.

Furniture was recently delivered to the rooftop pool. Consisting of comfortable chaise lounges, dining tables and chairs, and plush conversation areas, the placement of each piece offers the perfect vantage point for breathtaking sunsets daily.

"Whether lounging poolside or enjoying the company of friends in our community room, the views from the rooftop can only be described as spectacular," stated Inga Lodge, Vice President of Sales & Marketing for Kalea Bay. "From here, residents can enjoy daily views of the Gulf of Mexico, several nature preserves and even two of the highest ranked beaches in the United States. There's not another place like it in Southwest Florida."

Additionally, the rooftop amenity area is home to a barbecue station and an open-air fitness center with a cantilevered roof that opens and closes.

"We had very high expectations for our 'sky amenities' and I must admit that those expectations have been exceeded on every level," she added.

The first residential tower at Kalea Bay, the gated, resort-lifestyle, high-rise community located on Vanderbilt Drive in North Naples, will be ready for occupancy by the end of the year and is currently more than 90 percent sold.

The approaching completion of its construction phase, as well as the near sellout of Tower 1, prompted Kalea Bay to release Tower 2 at the beginning of this year. 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.

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.

"Master suites, kitchens and main living areas in most units 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.

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



**Above:** Many of the rooftop amenities at Kalea Bay's first tower are completed, including the pool and furnished sun deck. **Left:** Dramatic views of the Gulf of Mexico and several nature preserves can be seen daily from Kalea Bay's unique perspective. **Below:** Kalea Bay residences have very open floor plans. **Bottom:** Kalea Bay's 88,000-square-foot main amenity center is due to open on January 5.

In addition to the tower's rooftop amenities, the residents of Kalea Bay will also enjoy the community's 88,000-square-foot club amenity center, which is due to open on January 5.

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

Kalea Bay's main amenity area is located on the north side of the large lake at the community's entrance. The clubhouse 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 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 4 Har-Tru tennis courts, as well as eight pickleball courts, and guest suites to accommodate overnight guests and family members.

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. The same holds true for its tennis program with the recent hiring of Nestor Nunez as Director of Tennis.

Kalea Bay's Inga Lodge and Lori Pheasant are also among the best in their industry. During the recent Sand Dollar Awards, sponsored by the Collier Building Industry Association, Lodge was named the Sales Manager of the Year and Pheasant took home the Sales Person of the Year award.

The three furnished models at Kalea

Bay, which are located in Tower 1, also received several prestigious Sand Dollar Awards in a multitude of categories including, two for Interior Design of the Year and two for Best Specialty feature. One of the models also won in the category Best Closet Design.

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. Call (239) 793-0110 or visit KaleaBay.com. ■

# Tiffany McQuaid

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### 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, Stonecrab 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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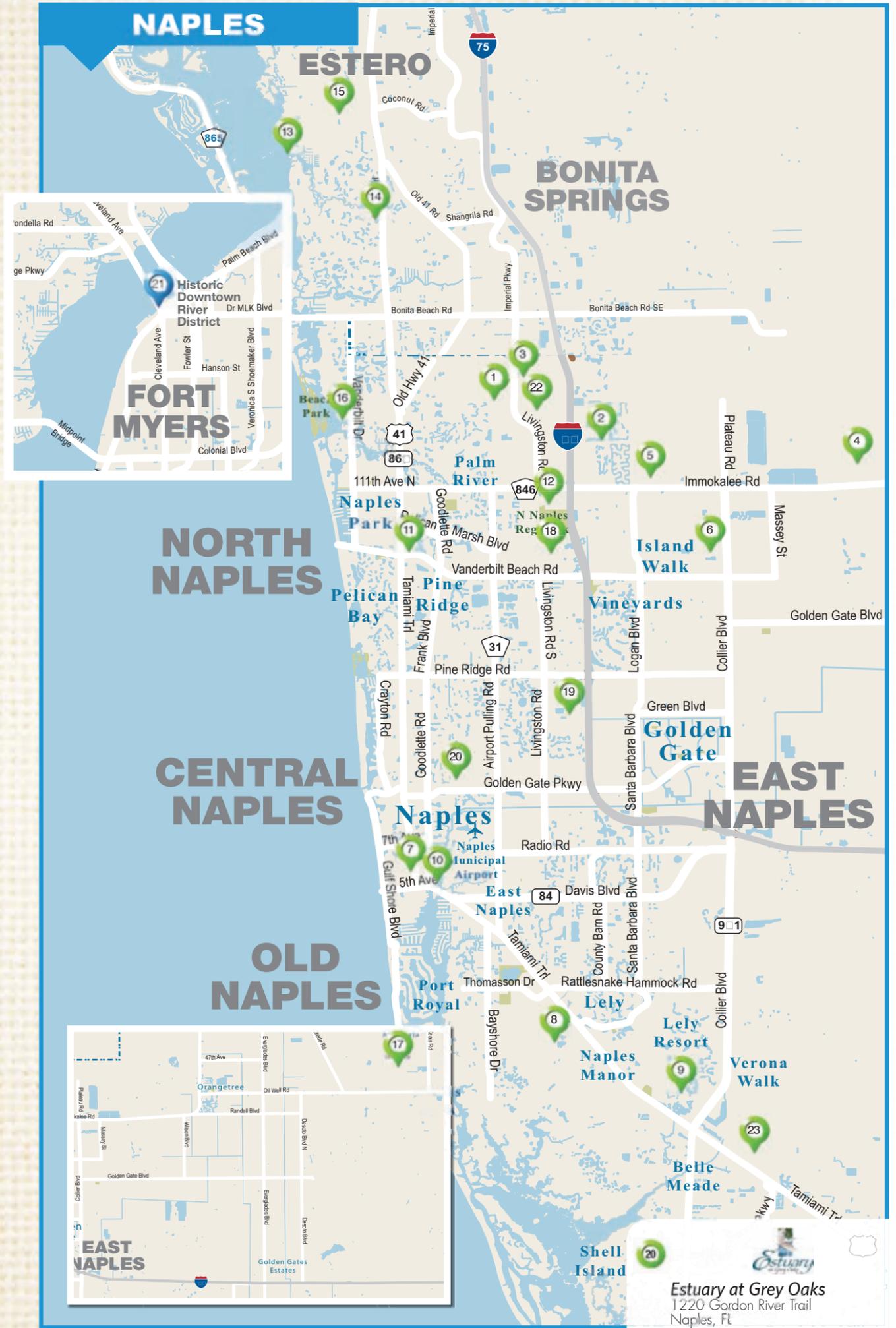




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**Quail West**  
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 239.592.1010  
[QuailWest.com](http://QuailWest.com)

**3**   
**Talis Park**  
 16980 Livingston Road  
 Naples, FL  
 239.449.5900  
[TalisPark.com](http://TalisPark.com)

**4**   
**Twin Eagles**  
 11330 Twin Eagles Boulevard  
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 239.352.8000  
[TwinEagles.com](http://TwinEagles.com)

**5**   
**Olde Cypress**  
 7276 Lantana Circle  
 Naples, FL  
 239.596.4794  
[OldeCypressLantana.com](http://OldeCypressLantana.com)

**6**   
**Raffia Preserve**  
 4075 Wolfe Road  
 Naples, FL  
 239.598.2370  
[raffiapreserve.wcocommunities.com](http://raffiapreserve.wcocommunities.com)

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**Naples Square**  
 100 S Goodlette-Frank Road  
 Naples, FL  
 239.228.5800  
[NaplesSquare.com](http://NaplesSquare.com)

**8**   
**The Isles of Collier Preserve**  
 5445 Caribe Avenue  
 Naples, FL  
 844.838.3392  
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**Lely Resort New Home Sales**  
 8038 Signature Club Circle, Bldg 8-102  
 Naples, FL  
 239.793.2100  
[stockdevelopment.com](http://stockdevelopment.com)

**10**   
**Mangrove Bay**  
 201 Goodlette Road South  
 Naples, FL  
 239.261.2200  
[MangroveBayNaples.com](http://MangroveBayNaples.com)

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**Residences at Mercato**  
 9123 Strada Place, Suite 7125  
 Naples, FL  
 239.594.9400  
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**13**   
**The Colony Golf & Bay Club**  
 4541 Coconut Road  
 Bonita Springs, FL  
 239.495.1300  
[TheColonyWCI.com](http://TheColonyWCI.com)

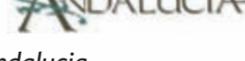
**14**   
**Seaglass at Bonita Bay**  
 26951 Country Club Drive  
 Bonita Springs, FL  
 239.301.4940  
[seaglassatbonitabay.com](http://seaglassatbonitabay.com)

**15**   
**Altaira**  
 4541 Coconut Road  
 Bonita Springs, FL  
 239.495.1300  
[AltairaWCI.com](http://AltairaWCI.com)

**16**   
**Kalea Bay**  
 13910 Old Coast Road  
 Naples, FL  
 239.793.0110  
[KaleaBay.com](http://KaleaBay.com)

**17**   
**Ave Maria**  
 5076 Annunciation Circle #104  
 Ave Maria, FL  
 888.841.3477  
[AveMaria.com](http://AveMaria.com)

**18**   
**Sienna Reserve**  
 14656 Reserve Lane  
 Naples, FL  
 239.643.4333  
[siennareservenaples.com](http://siennareservenaples.com)

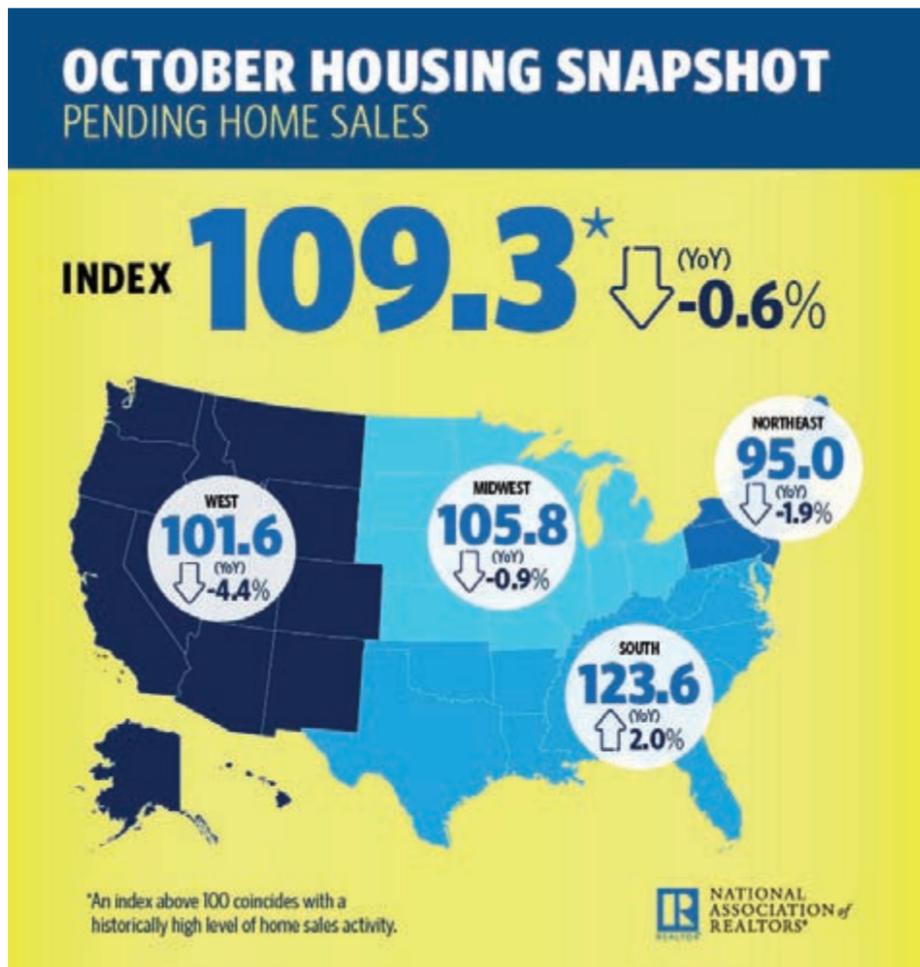
**19**   
**Andalucia**  
 1336 Andalucia Way  
 Naples, FL  
 239.304.8314  
[andalucianaples.com](http://andalucianaples.com)

**21**   
**ONE**  
 1300 Hendry Street  
 Fort Myers, FL  
 239.500.5294 EXT. 1  
[OneFitMyers.com](http://OneFitMyers.com)

**22**   
**Barrington Cove**  
 16168 Aberdeen  
 Naples, FL  
 239.225.2683  
[drhorton.com](http://drhorton.com)

**23**   
**Naples Reserve**  
 14885 Naples Reserve Circle  
 Naples, FL  
 239.732.1414  
[naplesreserve.com](http://naplesreserve.com)

**20**   
**Estuary at Grey Oaks**  
 1220 Gordon River Trail  
 Naples, FL  
 239.261.3148  
[estuaryatgreyoaks.com](http://estuaryatgreyoaks.com)



# NAR

From page 1

Existing inventory has decreased every month on an annual basis for 29 consecutive months, and the number of homes for sale at the end of October was the lowest for the month since 1999.

“Until new home construction climbs even higher and more investors and homeowners put their properties on the market, sales will continue to severely trail underlying demand,” Mr. Yun said.

With two months of data remaining for the year, he forecasts existing-home sales will finish at around 5.52 million,

which is an increase of 1.3 percent from 2016 (5.45 million). The national median existing-home price this year is expected to increase around 6 percent. In 2016, existing sales increased 3.8 percent and prices rose 5.1 percent.

The PHSI in the Northeast inched forward 0.5 percent to 95.0 in October, but is still 1.9 percent below a year ago. In the Midwest the index increased 2.8 percent to 105.8 in October, but remains 0.9 percent lower than October 2016.

Pending home sales in the South jumped 7.4 percent to an index of 123.6 in October and are now 2. percent higher than last October. The index in the West decreased 0.7 percent in October to 101.6, and is now 4.4 percent below a year ago. ■

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6960 SABLE RIDGE LANE



**BEACHWALK | \$569,000**  
790 REEF POINT CIRCLE



**PELICAN BAY**  
5815 GLENCOVE DRIVE #1201

**OVER 30 SALES  
IN 2016**

**JON PETER VOLLMER, PA**  
Broker Associate  
**239.250.9414**

jon.vollmer@premierair.com  
jonvollmer.premiersothebysrealty.com



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## RESIDENCES OF PELICAN ISLE

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III 206 - 2,862 SF - \$924,000

III 902 - 2,677 SF - \$994,400

III 204 - 3,096 SF - \$1,099,000

II 404 - 2,862 SF - \$1,219,000

III 506 - 2,862 SF - \$1,499,000

I 604 - 2,862 SF - \$1,339,000

III 702 - 2,677 SF - \$889,000

I 504 - 2682 SF - \$1,325,000

**MEDITERRA - BRENDISI**



3,200 Square Feet - \$789,000

**PELICAN BAY - INTERLACHEN**



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## Florida Weekly's OPEN HOUSE DIRECTORY | December 9 & 10

AREA	ADDRESS	PRICE	REAL ESTATE OFFICE	AGENT & PHONE NUMBER	HOURS
PORT ROYAL	3450 Rum Row	\$15,900,000	Premier Sotheby's International Realty	Paul Arpin 239.877.4450	Sunday 1-4pm
PORT ROYAL	1201 Galleon Drive	\$13,975,000	Royal Shell Real Estate	239.213.9100	Fri-Sun 1-4pm
PELICAN BAY - MYSTIQUE	6885 Pelican Bay Boulevard	Estates from \$3,000,000 to over \$7,000,000	Premier Sotheby's International Realty	Sales Office 239.598.9900	Mon-Sat 9am-5pm & Sun 12-5pm
PORT ROYAL	3333 Gin Lane	\$5,795,000	Premier Sotheby's International Realty	Gwen Tolson 847.208.2754	Sunday 1-4pm
OLD NAPLES	489 1st Avenue South	\$4,175,000	William Raveis	Dante DiSabato 239.537.5351	Sunday 1-4pm
OLD NAPLES	272 1st Avenue South	\$3,900,000	Premier Sotheby's International Realty	Gordie Lazich 239.777.2033 Mark Maran 239.777.3301	Sunday 1-4pm
GREY OAKS	1658 Chinaberry Court	\$3,150,000	John R Wood Properties	Emily K. Bua & Tade Bua-Bell 239.595.0097	Sunday 1-4pm
GREY OAKS	2919 Indigobush Way	\$2,895,000	John R Wood Properties	Emily K. Bua & Tade Bua-Bell 239.595.0097	Sunday 1-4pm
OLD NAPLES	422/424 3rd Street South	\$2,500,000	Premier Sotheby's International Realty	Sherry Irvin 239.825.2786	Sunday 1-4pm
PARK SHORE	4705 Villa Mare Lane	\$2,499,000	Premier Sotheby's International Realty	Shirlene Elkins 239.777.9574	Sunday 1-4pm
OLD NAPLES	596 6th Avenue North	\$2,498,000	Premier Sotheby's International Realty	Aysim Eserdag 239.404.6891	Sunday 1-4pm
GREY OAKS - ESTUARY AT GREY OAKS	1220 Gordon River Trail	From \$2,495,000	Premier Sotheby's International Realty	Call 239.261.3148	Mon-Sat 9am-5pm & Sun 12-5pm
THE MOORINGS	475 Putter Point Drive	\$2,295,000	John R Wood Properties	Emily K. Bua & Tade Bua-Bell 239.595.0097	Sunday 1-4pm
PELICAN BAY - GROSVENOR	6001 Pelican Bay Boulevard #1702	\$2,225,000	Premier Sotheby's International Realty	Frank Pezzuti 239.216.2445	Sunday 1-4pm
VANDERBILT BEACH	101 Connors	\$2,195,000	Gulf Breeze Real Estate	Sue Myhelic 239.216.6444	Sunday 1-4pm
COQUINA SANDS	595 Coral Drive	\$1,895,000	Premier Sotheby's International Realty	Heather Hobrock 239.370.3944	Sunday 1-4pm
MEDITERRA - BELLEZZA	14906 Bellezza Lane	\$1,569,000	Royal Shell Real Estate	Dru & Greg Martinovich 239.325.3505	Sunday 1-4pm
QUAIL WEST	28582 La Caille Drive	\$1,500,000	John R Wood Properties	Emily K. Bua & Tade Bua-Bell 239.595.0097	Sunday 1-4pm
LIVINGSTON WOODS	6681 Sandalwood Lane	\$1,439,000	Premier Sotheby's International Realty	Kathryn Tout 239.250.3583	Sunday 1-4pm
QUAIL WEST	4649 Idylwood Lane	\$1,395,000	John R Wood Properties	Emily K. Bua & Tade Bua-Bell 239.595.0097	Sunday 1-4pm
GREY OAKS	2289 Residence Circle	\$1,390,000	John R Wood Properties	Emily K. Bua & Tade Bua-Bell 239.595.0097	Sunday 1-4pm
RESIDENCES AT MERCATO	9123 Strada Place #7125	From \$1,325,000	Premier Sotheby's International Realty	Sales Office 239.594.9400	Mon-Sat 10am-6pm & Sun 12-6pm
KALEA BAY	Wiggins Pass & Vanderbilt Drive	\$1,300,000	Wilson & Associates	Inga Wilson 239.793.0110	Mon - Sat 10am - 5pm & Sun 12pm - 5pm
LELY RESORT - LAKOYA	6457 Costa Circle	\$1,045,000	Premier Sotheby's International Realty	Michelle Thomas 239.860.7176	Sunday 1-4pm
VANDERBILT BEACH - THE DUNES	300 Dunes Boulevard #1102	\$1,019,900	Gulf Breeze Real Estate	Sue Myhelic 239.216.6444	Sat & Sun 1-4pm
PELICAN BAY - BAY VILLAS	501 Bay Villas Lane	\$1,010,000	Premier Sotheby's International Realty	Melinda Gunther 239.297.2155	Sunday 1-4pm
PARK SHORE - SURFEDGE	4001 Gulf Shore Boulevard North #1407	\$998,500	Premier Sotheby's International Realty	Gordie Lazich 239.777.2033 Mark Maran 239.777.3301	Sunday 1-4pm
MEDITERRA	16807 Cabreo Drive	\$949,000	John R Wood Properties	Emily K. Bua & Tade Bua-Bell 239.595.0097	Sunday 1-4pm
TIBURON - CASTILLO	2805 Tiburon Boulevard #102	\$792,000	Premier Sotheby's International Realty	Priscilla Diaz 413.221.4615	Sunday 1-4pm
COVE TOWERS - CARIBE	425 Cove Tower Drive #1002	\$725,000	Premier Sotheby's International Realty	Tatyana Sallee 239.293.5017	Sunday 1-4pm
IMPERIAL GOLF ESTATES	1948 Imperial Golf Course Boulevard	\$615,000	Royal Shell Real Estate	Loretta Young, Team LaVita 239.450.5022	Saturday 1-3pm
PELICAN BAY - SANCTUARY	5950 Pelican Bay Boulevard #123	\$585,000	Premier Sotheby's International Realty	Annette Villano 239.248.6798	Sunday 1-4pm
THE ORCHARDS	7554 Citrus Hill Lane	\$529,900	Premier Sotheby's International Realty	Erik David Barber 323.513.6391	Sunday 1-4pm
HERITAGE BAY	10416 Heritage Bay Boulevard	\$529,900	Premier Sotheby's International Realty	Joe Garabed 239.571.5700	Sunday 1-4pm
BLACK BEAR RIDGE	7235 Acorn Way	\$499,000	Premier Sotheby's International Realty	Linda Scaglia 239.206.0169	Sunday 2-4pm
CAMDEN LAKES	16116 Camden Lakes Circle	\$464,000	John R Wood Properties	Emily K. Bua & Tade Bua-Bell 239.595.0097	Sunday 1-4pm
VINEYARDS - AUGUSTA FALLS	1107 Augusta Falls Way	\$459,000	Gulf Breeze Real Estate	Sue Myhelic 239.216.6444	Wednesday 1-4pm
CALUSA BAY	6927 Satinleaf Lane #202	\$339,000	John R Wood Properties	Emily K. Bua & Tade Bua-Bell 239.595.0097	Sunday 1-4pm
NAPLES PARK	601 109th Avenue North	\$399,000	John R Wood Properties	Emily K. Bua & Tade Bua-Bell 239.595.0097	Sunday 1-4pm
PELICAN MARSH - CLERMONT	1570 Clermont Drive #M-201	\$389,000	Premier Sotheby's International Realty	Terri Moellers 239.213.7344	Sunday 1-4pm
VALENCIA LAKES	2764 Orange Grove Trail	\$370,000	Premier Sotheby's International Realty	Charlina McGee 239.770.1911	Sunday 1-4pm
MARBELLA LAKES	6525 Monterey Point #204	\$369,900	Premier Sotheby's International Realty	Mary Anastos 239.331.8273	Sunday 1-4pm
WINDING CYPRESS	7183 Live Oake Drive	\$359,000	Premier Sotheby's International Realty	James Bates 239.961.3973	Sunday 1-4pm
NAPLES PARK	690 101st Avenue North	\$319,000	Gulf Breeze Real Estate	Sue Myhelic 239.216.6444	Friday 1-4pm
BERMUDA BAY	15495 Cedarwood Lane #206	\$299,000	Gulf Breeze Real Estate	Sue Myhelic 239.216.6444	Sun & Wed 1-4pm
HUMTINGTON LAKES	6770 Huntinton Lakes Circle #103	\$239,000	Gulf Breeze Real Estate	Sue Myhelic 239.216.6444	Thursday 1-4pm
CYPRESS WOODS GOLF & C.C.	2820 Cypress Trace Circle # 2012	\$219,000	Gulf Breeze Real Estate	Sue Myhelic 239.216.6444	Saturday 1-4pm
BONITACAL PLACE	4510 Botanical Place Circle #105	\$209,000	Premier Sotheby's International Realty	Charles Piacente Cole 239.963.5560	Sunday 2-4pm
TURTLE LAKE	225 Turtle Lake Court #212	\$149,000	Gulf Breeze Real Estate	Sue Myhelic 239.216.6444	Wednesday 1-4pm
<b>Bonita Springs</b>					
AREA	ADDRESS	PRICE	REAL ESTATE OFFICE	AGENT & PHONE NUMBER	HOURS
BONITA BAY - LAUREL RIDGE	26342 Augusta Creek Court	\$1,099,000	Royal Shell Real Estate	Gary, Jeff & Becky Jaarda 239.273.4596	Sunday 1-4pm
BONITA BAY - LAUREL RIDGE	3071 Laurel Ridge Court	\$925,000	Royal Shell Real Estate	Mike Fagan, The Fagan Team 239.340.5455	Sunday 1-4pm
PALMIRA GOLF CLUB - VILLA TUSCANY	14101 Ventanas Court	\$750,000	Premier Sotheby's International Realty	Catherine Bordner 239.560.2921	Sunday 1-4pm
BONITA BAY	25961 Nesting Court #101	\$539,000	Royal Shell Real Estate	Cathy Lieberman & Cindy Reiff 239.777.2441	Sunday 1-4pm
SPANISH WELLS	9832 Alhambra Lane	\$495,000	Royal Shell Real Estate	Jim Griffith, The Boeglin Team 239.322.2409	Sunday 1-4pm
VASARI COUNTRY CLUB - ALTESSA	28590 Altessa Way #102	\$479,900	Premier Sotheby's International Realty	Brian Nelson 239.572.2903	Sunday 1-4pm
VILLAGE WALK	28061 Quiet Water Way	\$477,000	Premier Sotheby's International Realty	Jon Peter Vollmer 239.250.9414	Sunday 1-4pm
PELICAN LANDING - HERON GLEN	3518 Heron Glen Court	\$474,500	Premier Sotheby's International Realty	Pam Umscheid/Stephanie Coburn 239.691.3541	Sunday 1-4pm
PALMIRA GOLF & CC	14071 Tivoli Terrace	\$419,000	Royal Shell Real Estate	The Bordner Team 239.989.8829	Sunday 1-4pm
VANDERBILT LAKES	28616 Clinton Lane	\$409,000	Royal Shell Real Estate	Sue Ellen Mathers 239.877.2726	Sunday 1-4pm
VASARI COUNTRY CLUB	28473 Altessa Way	\$322,900	Gulf Breeze Real Estate	Sue Myhelic 239.216.6444	Friday 1-4pm
<b>Estero</b>					
AREA	ADDRESS	PRICE	REAL ESTATE OFFICE	AGENT & PHONE NUMBER	HOURS
THE BROOKS - BANYAN COVE	22310 Banyan Hideaway Drive	\$1,249,000	Premier Sotheby's International Realty	Roxanne Jeske 239.450.5210	Sunday 1-4pm
THE COLONY - FLORENCIA	23850 Via Italia Circle #105	\$745,000	Royal Shell Real Estate	Fentiman-Ekovich Group 239.370.7715	Sunday 1-4pm
BELLE LAGO	8709 Largo Mar Drive	\$499,900	Premier Sotheby's International Realty	Gerard Arsenault 508.951.5185	Sunday 1-4pm

Call 239.325.1960 to be included in Florida Weekly's OPEN HOUSE DIRECTORY

# 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](http://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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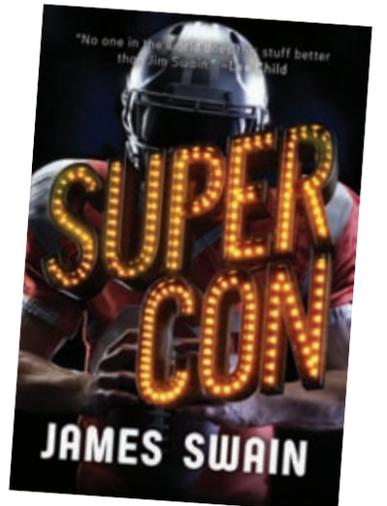
COURTESY PHOTO

## INSIDE



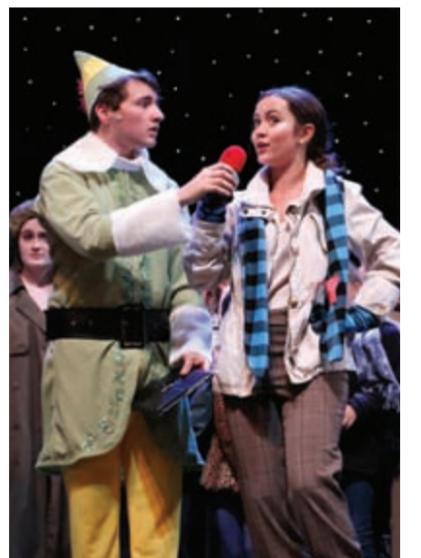
### All in good taste

Starting the new season with the Chaine, and more to-dos around town. **C25-27** ▶



### A high-energy ride

Book reviewer Phil Jason says the newest from James Swain scores plenty of thrills. **C2** ▶



### Elfin magic

KidzAct of The Naples Players brings Buddy to life. **C5** ▶

# On SERAPHIC FIRE

Vanderbilt Presbyterian Church a heavenly venue for music that's out of this world

BY IVAN SELIGMAN  
Florida Weekly Correspondent

**I**F YOU CAN ATTEND JUST ONE VOCAL concert this year, buy your tickets now for "A Seraphic Fire Christmas" at 7 p.m. Thursday, Dec. 14. It's the first of five Seraphic Fire performances on the VPC calendar through April.

The Grammy Award-nominated cho-

SEE SERAPHIC, C4 ▶

## Bestselling novelists headline Nick Linn lectures

SPECIAL TO FLORIDA WEEKLY

Friends of the Library of Collier County brings four *New York Times* bestselling novelists to town for the 15th annual Nick Linn Lecture Series. Tickets are on sale now.

The series begins Monday, Jan. 15, with Dorothea Benton Frank, whose most recent book, "Same Beach, Next Year,"



BENTON

debuted at No. 4 on the *New York Times* Bestseller List. A bewitching story of marriage, love, family and friendship, the story returns the author, who now lives in New York, to her South Carolina roots.

Christina Baker Kline, author of the *New York Times* No. 1 bestseller "The Orphan Train," headlines the series on Monday, Feb. 5. Ms. Kline's newest book, "A Piece of the World," delves into



KLINE

the complex woman and real-life muse Andrew Wyeth portrayed in his 1948 masterpiece "Christina's World." The author lives near New York City and on the coast of Maine.

Monday, March 12, brings Gregg Hurwitz, *New York Times* bestselling author of 17 thrillers, most recently "Nowhere Man," to the podium. His novels have been shortlisted for



HURWITZ

SEE LECTURES, C23 ▶

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## FLORIDA WRITERS

### Super Bowl scam and fix threaten master con man



■ **“Super Con” by James Swain. Thomas & Mercer, 376 pages. Trade paperback, \$15.95.**



SWAIN

James Swain has long been the king of mystery fiction that deals in magic, gambling and graft. His newest series, featuring Billy Cunningham, entices readers with insider information on Las Vegas, the gambling industry and the myriad ploys of cheaters. The moral premise of the series is that the gambling industry is by its very nature corrupt. The odds are against us whenever we step into casino.

The sounds of coins jingling in the slot machines, along with the occasional large payoffs at the roulette wheels and the blackjack tables, whet the appetites of both the naive and the addicted. If casinos only exist to take our money, it seems fair enough for there to be specialists in the gaming arts who are there to take the casinos' money.

Among such confidence men, Billy

is the top dog. Clever, usually cautious and a shrewd reader of human nature, he has an effective crew of subordinates who can execute his plans to rip off one or another casino income source. He can create big winnings at the card tables, manipulate the slots and, in the case of this caper, design a plan for wind-fall payoffs in sports betting.

This time out he's going to fix the betting strategy for the Super Bowl so that huge winnings come his way. For this momentous payoff, he needs allies who will share in the execution, the risks and the profit. His plans are compromised, however, by Broken Tooth, a Chinese crime boss who has leverage on Billy and wants him to assure the Super Bowl's outcome through rigging the game, which is a quite different matter from rigging the betting.

Readers will enjoy the various scams and devices that allow the desired cheating to be accomplished. They will enjoy Mr. Swain's descriptions that allow them the feeling they are part of this unfamiliar world with its secrets and codes of conduct. They will get to know the members of Bill's crew, the major figures from other crews with whom he associates and the sometimes shady figures who police the gambling industry, supposedly on behalf of the public.

Billy is at the center of a project in which all the details are held in a deli-



murders another who has gone rogue, the situation becomes more complicated.

But the greatest complication is the re-entry of Maggie Flynn, the love of his life, into the dangerous world from which she had extricated herself by keeping away from Billy. With a career as an actress near at hand and a reunification with her estranged adult daughter in full bloom, the former grifter is at a crossroads. Is there something left of the old Maggie to draw her to Billy? Can acts of will turn a course of many years in a new direction?

The chapters focused on Maggie's fears and aspirations give “Super Con” a different kind of life and urgency than the chapters focused on the business of foiling the casinos. The author's risks in this are many, the foremost being an attack on the shoddy ethics of the National Football League's ownership and players.

This exciting novel is full to the brim with centers of interest, inter-sections of thought and action and emotions that deliver a high-energy ride. ■

— Phil Jason, Ph.D., United States Naval Academy professor emeritus of English, is a poet, critic and freelance writer with 20 books to his credit, including several studies of war literature and a creative writing text.

cate balance. There is little room for error, and way too much is at stake. As the days leading up to the Super Bowl go by, the suspense grows higher and higher. Billy is trying to orchestrate the game so that he doesn't end up dead or in jail. In fact, he'd like it to end with Broken Tooth being the one in jail.

When one of Billy's crewmembers

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# Jewish Book Festival has one more December program, three in January

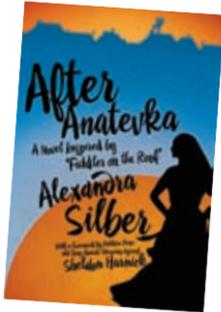
BY PHIL JASON

Florida Weekly Book Critic

The third annual Collier County Jewish Book Festival, a project of the Jewish Federation of Collier County in cooperation with the Jewish Book Council, continues Sunday evening, Dec. 10. Actress Alexandra Silber, the author of "After Anatevka - A Novel Inspired by 'Fiddler on the Roof,'" will discuss her historical story about what happens to the iconic characters invented by Sholem Aleichem after the final curtain. She will blend musical stylings with spoken words from her book in a theater-like setting beginning at 7 p.m. at the Hilton Naples.



SILBER



Soldiers"). Amid the chaos and hell of the emerging Holocaust, a small group of German soldiers shepherded Rebbe Joseph Isaac Schneersohn and his Hasidic followers out of Poland on a dangerous and circuitous path to America.

■ 1 p.m. Wednesday, Jan. 24, at Temple Shalom: Meet Pam Jenoff ("The Orphan's Tale") and Gavriel Savit ("Anna and the Swallow Man"). Ms. Jenoff's inventive novel, based on true stories, tells of a German circus that becomes the home and refuge of two young women. Ms. Savit imagines Krakow in 1939, when young Anna, her father taken by the Nazis, meets a mysterious, somewhat magical fellow whom she follows through the most dangerous situations.

■ 1 p.m. Monday, Jan. 29, at the Hilton Naples: Sitcom writer Susan Silver talks about "Hot Pants in Hollywood: Sex, Secrets & Sitcoms." The afternoon also includes Joan Rivers' biographer, Leslie Bennetts ("Last Girl Before Freeway").

The festival continues on Feb. 14 and 26, March 7 and 16 and April 9. For more information, including how to order tickets online, visit [www.jewishbook-festival.org](http://www.jewishbook-festival.org). To order tickets by phone, call the Jewish Federation of Collier County at 263-4205. ■

— In addition to his weekly reviews of books by Florida authors (see page C2), Phil Jason serves as co-chair of the Collier County Jewish Book Festival.

The festival continues through April with programs that include solo presenters, two authors matched by a common theme (the authors sharing the bill do not co-present or share the stage, but provide back-to-back presentations) and one event with three debut novelists. Here's the January lineup:

■ 1 p.m. Monday, Jan. 8, at the Naples Conference Center: In his "Angels in the Sky," Robert Gandt relates "How a Band of Volunteer Airmen Saved the New State of Israel." It's popular history at its best, David-and-Goliath all over again.

Mr. Gandt is paired with Bryan Mark Rigg ("The Rabbi Saved by Hitler's

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# SERAPHIC

From page 1

ral and orchestral group has an angelic power and beauty, with otherworldly deep basses, smooth tenors and soaring sopranos weaving uplifting solos, choruses and graceful bodies in a Medieval-styled majestic purity that gives goose bumps with its visual and emotional effects.

The group started in 2002 with singers from the University of Miami and musicians from New World Symphony orchestral academy in Miami Beach. Once finished with their studies, the artists dispersed across the U.S. Today the Seraphic Fire diaspora has a roster of 40 orchestral musicians and 75 singers. The number and the performers vary from concert to concert, depending on the requirement of the work and the artists' personal schedules. Thirteen singers will perform at VPC on Dec. 14.

Seraphic Fire generally performs in churches because of the unique acoustics and the intimacy such spaces create between audience and artists. (Performance halls can be too large, too "live" or reverberant, or "dead" due to much carpet and drapery.) This season, the group gives 30-plus concerts in nine South Florida venues, as well as numerous concerts across the country.

This is the third year that Naples churches have been on the group's touring itinerary. For last year's Christmas program at VPC, more than a dozen angelic voices sang English carols and timeless Gregorian chants. In the darkened church, each singer held a candle and became part of a choral ballet, moving slowly, gracefully and like clockwork — even breathing in sync — from the stage and then circling around the entire sanctuary.

The resulting "surround sound" was breathtaking for all in attendance. We didn't just hear the music, we felt it, losing track of the outside world as we were transported back centuries in time.

That is the hallmark of every Seraphic Fire performance.

As founder Patrick Dupré Quigley notes: "Seraphic Fire doesn't just perform concerts, they create experiences."

Mr. Quigley believes people go to concerts not just to listen, but also "to see and hear people make music." To that end, he says, "We want people to see the process of music making and also to see the love that every member of the ensemble has for the particular music we are doing."

"There's an immense amount of artistic and emotional investment by every member of the ensemble. We collaborate with people who visually and artistically are not treating music as a 'gig,' but as a chance to create something stellar, some-



COURTESY PHOTO  
**Founder Patrick Dupré Quigley with members of Seraphic Fire in the background.**

thing otherworldly, and something that people can't get from a movie or CD.

"In the end, Seraphic Fire's overriding passion is for live music making, and our audience is invested in that idea."

Aptly named "Parables of Passion, Seraphic Fire's series of engagements at VPC this season continues as follows:

■ 7 p.m. Thursday, Jan. 18 (6 p.m. pre-concert lecture): David Lang's Pulitzer Prize-winning "The Little Match Girl Passion" — With deeply moving music and libretto, this contemporary allegory is a Bach-styled Passion piece based on the icy Hans Christian Anderson fairy tale. It draws on Renaissance polyphony, with 13 voices accented by occasional hand bells and percussion.

■ 7 p.m. Thursday, Feb. 15: Mendelssohn's arrangement of J.S. Bach's St. Matthew Passion — This monumental retelling of the crucifixion is presented by two orchestras and two choirs. The arrangement brought Bach out of obscurity as a serious composer, and the revival of his works has continued to this day.

■ 7 p.m. Thursday, March 15: Brahms' Liebeslieder (Love Songs) Waltzes — With one piano played simultaneously by two players and accompanied by extremely complex vocals, this concert is an amalgam of what choral music in a house or salon might have sounded like in the late 1800.

■ 4 p.m. Sunday, April 15: "Passio," the masterwork by living legend composer Arvo Pärt based on the Passion according to St. John — Concluding Seraphic Fire's Parables of Passion series, this work, 70 minutes long and performer without a break, has the somewhat minimalistic voicing that is Mr. Pärt's unique style. The acoustic purity of the church's sanctuary will make for an otherworldly musical experience, as a 21-voice choir offsets the soloists and four musicians whose instruments sound almost like human voices.

Tickets are \$58 for "A Seraphic Fire Christmas" and \$46 for each of the



COURTESY PHOTO  
**Seraphic Fire in a performance at St. Sophia Greek Orthodox Cathedral in Miami.**

remaining "Parables of Passion" concerts. They can be purchased at [www.seraphicfire.org](http://www.seraphicfire.org).

## More church music

Vanderbilt Presbyterian Church presents a spiritually powerful array of concerts this holiday season, including two noontime Advent concerts and an afternoon Christmas choir concert. After the holidays, there are five additional Sunday afternoon concerts on the schedule.

It's well worth a visit, even to just to see the exquisite, newly renovated sanctuary and to hear the magnificent new organ sing from its 3,850 pipes.

Organist James Cochran, Ph.D., VPC director of music and resident organist and chorus director for the Naples Philharmonic, as well as VPC parishioners and musical performance lovers throughout the community are over the moon with the 22-ton Lively-Fulcher organ. Four years in the making — and likely to play beautifully for centuries to come — it has more than 60 stops, or "voices," that can imitate violins, oboes, piccolos and even the human voice.

The 4 p.m. Sunday, Dec. 10, program is a choir Christmas concert with nine Biblical lessons, each with a congregational hymn and a chorale anthem or solo. The VandeReaders group reads the Scriptures before each of the musical selections.

The concert at noon Wednesday, Dec. 13, features a trio from the Naples Philharmonic. Cellist Eric Dochinger and violinists James Zhang and Sania Whitaker will perform Vivaldi's F Major Trio Sonatas.

And at noon Wednesday, Dec. 20, Mr.

Cochran will perform a recital of seasonal organ music.

Here's the schedule of 2018 Sunday afternoon concerts (all are at 4 p.m.):

■ Jan. 28: Featuring David Higgs, chairman of the Eastman School of Music Organ Department and a world-renowned organ virtuoso, will perform the dedication concert for the new organ.

■ Feb. 18: A hymn festival led by iconic organist Fred Swann.

■ March 11: A concert to benefit the homeless in Collier County, featuring pianist Jodie DeSalvo and violinist Glenn Basham with Mr. Cochran at the organ.

■ March 18: John Rutter's jubilant and powerful "Gloria," with brass, timpani, organ and choir.

■ April 8: Three winners of the annual Cochran Prize from the Eastman School of Music.

There is no charge for the Advent noontime concerts or the Sunday afternoon performances at VPC. Freewill offerings are welcome. ■

**in the know**

**'Parables of Passion'**

- >> **What:** Seraphic Fire concerts
- >> **Where:** Vanderbilt Presbyterian Church, Naples
- >> **When:** Dec. 14, Jan. 18, Feb. 15, March 15 and April 15
- >> **Cost:** \$46-\$58
- >> **Info:** [www.seraphicfire.org](http://www.seraphicfire.org)
- >> **Watch:** For a glimpse of what the concerts are like, search for Seraphic Fire on YouTube.

**Santa is at Stevie's! Wednesday, Dec 6, 6-8pm**  
\*A child under 12 eats free when ordering from the Kiddie menu with the purchase of a non-special priced item from the menu. One free kids meal with the order of one adult entrée.

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PATRICE SHIELDS / COURTESY PHOTO  
 Brian Boland, Preslie True, Christian Ziegler, Lexi Holt, Hadley Miller, Julia Anne McPhail and Nabil Eustache in "Elf The Musical Jr."

## The Sudgen welcomes a holiday 'Elf'

The Naples Players youth actors are helping Buddy find his father this holiday season, when the company's KidzAct troupe presents "Elf The Musical Jr." on select dates through Dec. 11 at the Sugden Community Theatre. The modern-day musical comedy classic is based on actor Will Ferrell's Buddy the Elf character in the film "Elf."

"Elf The Musical Jr." features songs by Tony Award-nominees Matthew Sklar and Chad Beguelin and book by Tony Award-winners Thomas Meehan and Bob Martin.

"Everybody is having so much fun with this show," Craig Price, director of the KidzAct production, says. "Just like the movie, it's a total joy to experience — but with more music."

The story followed the orphaned Buddy, who mistakenly crawls into Santa's bag of gifts and ends up at the North Pole. The would-be elf grows up unaware that he is actually a human — until his enormous size and poor toy-making abilities cause him to realize the truth.

With Santa's permission, Buddy

embarks on a journey to New York City to find his birth father and discover his true identity. Then, faced with the harsh reality that his father is on the naughty list and his half-brother doesn't even believe in Santa, Buddy sets out to win over his new family and help New York remember the true meaning of Christmas. ■

### in the know

#### 'Elf The Musical Jr.'

- >> **Who:** KidzAct of The Naples Players
- >> **Where:** The Sugden Community Theatre
- >> **When:** 2 p.m. Saturday, Dec. 9, and 7 p.m. Sunday and Monday, Dec. 10-11
- >> **Cost:** \$20 (\$10 for students and educators)
- >> **Info:** 263-7990 or [www.naplesplayers.org](http://www.naplesplayers.org)
- >> **More:** KidzAct offers year-round performing arts classes for ages 3-18. Aspiring actors and actresses are invited to audition Dec. 13-14 for spring productions of "Joseph and the Amazing Technicolor Dreamcoat" and "The Taming of the Shrew." Call 434-7340, ext. 127, for an audition appointment or for more information.

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## WHAT TO DO, WHERE TO GO

## THEATER

**Elf: The Musical** – By KidzAct of The Naples Players on select dates through Dec. 11 at the Sugden Community Theater. 263-7990 or [www.naples-players.org](http://www.naples-players.org). See story on page C5.

**Miracle on 34th Street** – By The Naples Players through Dec. 23 at the Sugden Community Theater. Sensory-friendly performance at 7:30 p.m. Tuesday, Dec. 12. 263-7990 or [www.naples-players.org](http://www.naples-players.org). See review on page C10.

**Erma Bombeck: At Wit's End** – By The Marco Players through Dec. 17 at The Marco Players Theater. 1089 N. Collier Blvd. 642-7270 or [www.themarco-players.com](http://www.themarco-players.com).

**Leading Ladies** – By Gulfshore Playhouse through Dec. 10 at The Norris Center. 755 Eighth Ave. S. 866-811-4111 or [www.gulfshoreplayhouse.org](http://www.gulfshoreplayhouse.org).

**Disgraced** – By Florida Repertory Theatre through Dec. 10 in the ArtStage Studio Theatre, 2268 Bay St., Fort Myers. 332-4488 or [www.floridarep.org](http://www.floridarep.org).

**A One-Man Christmas Carol** – By Theatre Conspiracy at 8 p.m. Dec. 15-16 at the Alliance for the Arts, 10091 McGregor Blvd., Fort Myers. 939-2787 or [www.ArtInLee.org](http://www.ArtInLee.org).

**The Last Night of Ballyhoo** – By Florida Repertory Theatre through Dec. 17 in the historic Arcade Theatre, 2268 Bay St., Fort Myers. 332-4488 or [www.floridarepeducation.org](http://www.floridarepeducation.org).

**Jingle ARRGH the Way** – By Broadway Palm Children's Theatre on select dates through Dec. 24. 1380 Colonial Blvd., Fort Myers. 278-4422 or [www.BroadwayPalm.com](http://www.BroadwayPalm.com).

**A Tuna Christmas** – By the Off Broadway Palm Theatre through Dec. 25. 1380 Colonial Blvd., Fort Myers. 278-4422 or [www.broadwaypalm.com](http://www.broadwaypalm.com).

**A Christmas Story** – By Broadway Palm Theatre through Dec. 25. 1380 Colonial Blvd., Fort Myers. 278-4422 or [www.broadwaypalm.com](http://www.broadwaypalm.com).

**Flamingo Court** – By The Marco Players Jan. 3-21 at The Marco Players Theater. 1089 N. Collier Blvd. 642-7270 or [www.themarco-players.org](http://www.themarco-players.org).

**Me & My Girl** – By TheatreZone Jan. 11-21 at G&L Theatre. 13275 Livingston Road. 424-9500 or [www.theatrezone-florida.com](http://www.theatrezone-florida.com).

**A Streetcar Named Desire** – By The Studio Players Jan. 12 - Feb. 4, at the Golden Gate Community Center. 4701 Golden Gate Parkway. 398-9192 or [www.thestudioplayers.org](http://www.thestudioplayers.org).

**Charles Ives Take Me Home** – By The Naples Players Jan. 17-Feb. 11 at Sugden Community Theater. 263-7990 or [www.naplesplayers.org](http://www.naplesplayers.org).

## THURSDAY 12.7

**Pups in the Garden** – Put your favorite pooch in the car (don't forget the leash) and head to Naples Botanical Garden for canine-friendly hours from 3-5 p.m. (also 9-11:30 a.m. Sunday and 8-11 a.m. Tuesday). Free for garden members and their dogs; regular admission for humans plus \$9.95 for their dogs. [www.naplesgarden.org](http://www.naplesgarden.org).

**Kayak Tour** – Delnor-Wiggins Pass State Park hosts a guided kayak tour through Wiggins Pass and Water Turkey Bay at 9:30 a.m. Free with park entry fee, but reservations required. 597-6196 or [www.floridastateparks.gov](http://www.floridastateparks.gov).



Put on your dancing boots and enjoy some good old-fashioned country music courtesy of the Ben Allen Band from 6-9 p.m. Thursday, Dec. 7, under the stars at Mercato. [www.mercatoshops.com](http://www.mercatoshops.com)

**Ike-Who?** – FGCU's Renaissance Academy hosts a workshop in the Japanese floral design technique of ikebana from 1:30-4:30 p.m. at the university's Naples campus. \$30 for members, \$40 for others. 1010 Fifth Ave. S. 434-4737 or [www.fgcu.edu](http://www.fgcu.edu).

**Free Concert** – The Ben Allen Band performs at Mercato from 6-9 p.m. 254-1080 or [www.mercatoshops.com](http://www.mercatoshops.com).

**Downtown Christmas** – Fifth Avenue South hosts its 44th annual Christmas Walk & Tree Lighting with performance troupes, music, the tree lighting at Sugden Plaza and more from 5-8 p.m. Free. 692-8436 or [www.fifthavenuesouth.com](http://www.fifthavenuesouth.com).

**Free Concert** – The Reckless Saints and duo HankWoji and Eileen Kozloff perform at 6 p.m. at Lovers Key State Park. [www.friendsoflovesskey.org](http://www.friendsoflovesskey.org).

## FRIDAY 12.8

**Take a Hike** – CREW Land & Water Trust leads a guided walk focused on mosquitos and their role in the local ecosystem from 9 a.m. to noon. \$15-\$25. 657-2253 or [www.crewtrust.org](http://www.crewtrust.org).

**Grand Opening** – Orchard Supply Hardware hosts a grand opening celebration with giveaways, a scavenger hunt, kids crafts, gardening demonstrations and more from 10 a.m. to 6 p.m. today through Sunday, Dec. 10. 1000 Immokalee Road. 659-5210 or [www.osh.com](http://www.osh.com).

**Lifelong Learning** – Naples Botanical Garden hosts a talk about natural home and body care from 10 a.m. to noon. \$35 for members, \$40 for others. 643-4737 or [www.naplesgarden.org](http://www.naplesgarden.org).

**Night Lights in the Garden** – Naples Botanical Garden kicks off its annual holiday light display from 6-9 p.m. Festivities continue on select dates through Jan. 3. \$5-\$25. 643-4737 or [www.naplesgarden.org](http://www.naplesgarden.org).

**Blues Concert** – Chicago-based Lil' Ed & The Blues Imperials perform at 8 p.m. at Centers for the Arts Bonita Springs. \$25-\$30. 10150 Bonita Beach Road. 495-8989 or [www.artcenterbonita.org](http://www.artcenterbonita.org).

**Funny Guy** – Steve Trevino performs tonight and Sunday, Dec. 10, at Off The Hook Comedy Club. 2500 Vanderbilt Beach Road. 389-6901 or [www.offthehookcomedy.com](http://www.offthehookcomedy.com).

## SATURDAY 12.9

**To Market, To Market** – Third Street South hosts a farmers market from 7:30-11:30 a.m. 434-6533 or [www.thirdstreetsouth.com](http://www.thirdstreetsouth.com).

**Shake it, Baby** – The Naples Players host Cabernet & Cabaret, where guests can learn the fundamentals of burlesque dancing while enjoying some vino from 6-8 p.m. at Sugden Community Theater. \$35 for members, \$55 for others. 262-7990 or [www.naplesplayers.org](http://www.naplesplayers.org).

**Boats on Parade** – The Marine Industries Association of Collier County hosts its annual Christmas Boat Parade through Naples Bay from 6:15-8:30 p.m. [www.miacc.org](http://www.miacc.org).

**Art Show** – Naples Artcrafters hosts a juried fine art and craft show from 10 a.m. to 4 p.m. at Cambier Park. [www.naplesartcrafters.com](http://www.naplesartcrafters.com).

**Met Live** – Paragon Pavilion screens a live Metropolitan Opera performance of Humperdinck's "Hansel & Gretel" at 12:55 p.m. \$18-\$24. 833 Vanderbilt Beach Road. 596-0008 or [www.paragon-theaters.com](http://www.paragon-theaters.com).

**Naples Rocks** – Nineties hitmakers Sugar Ray headlines "Naples is Rockin'," a post-Irma relief fundraiser, from 5-10 p.m. at the corner of Fifth Avenue South and Goodlette-Frank Road. 300-4880 or [www.paradisecoast.com](http://www.paradisecoast.com).

## SUNDAY 12.10

**Santa in the Sand** – Friends of Lovers Key hosts an afternoon of lunch, games and prizes with Santa from 1-4 p.m. at Lovers Key State Park. Admission is park entry fee and donated toy. Reservations required. 708-359-0466 or [fjgreenwood@gmail.com](mailto:fjgreenwood@gmail.com).

**Slam Dunk** – The Harlem Globetrotters bring their basketball wizardry to Germain Arena at 3 p.m. 948-7825 or [www.germainarena.com](http://www.germainarena.com).

**Throwback Cinema** – Silverspot Cinema at Mercato screens "The Polar Express" (2004) at 2 and 7 p.m. A young boy embarks on a magical adventure to the North Pole aboard the Polar Express and learns about friendship, bravery and the meaning of Christmas. \$9.50-\$16. 592-0300 or [www.silverspot.net](http://www.silverspot.net).

## MONDAY 12.11

**American Schindler** – The Holocaust Museum & Education Center of Southwest Florida presents a program about Varian Fry, who undertook missions in France that led to the rescue more than 20,000 Jews while working for a private relief organization, from 10 a.m. to noon. Free, but reservations requested. 4760 Tamiami Trail N. 263-9200 or [www.holocaustmuseumswfl.org](http://www.holocaustmuseumswfl.org).

**Art History** – FGCU's Renaissance Academy hosts a lecture about the life and art of Peter Paul Rubens from 1:30-3 p.m. at the Brooks Commons Club. \$20 for members, \$25 for others. 9930 Coconut Road, Bonita Springs. 434-4737 or [www.fgcu.edu](http://www.fgcu.edu).

**Films for Film Lovers** – Centers for the Arts Bonita Springs screens "Frances Ha" (2012) at 7 p.m. A story about a New York woman who apprentices for a dance company and throws herself headlong into her dreams, even as their possibility dwindles. \$10. 10150 Bonita Beach Road. 495-8989 or [www.artcenterbonita.org](http://www.artcenterbonita.org).

## TUESDAY

**Take A Hike** – CREW Land & Water Trust leads free guided walks through its marsh trails from 9 a.m. to noon. 4600 Corkscrew Road. 657-2253 or [www.crewtrust.org](http://www.crewtrust.org).

**Venetian Spectacle** – Decorated boats ply the waters around Villages on Venetian Bay for the annual Christmas Boat Parade from 5-8 p.m. Free. 7200 Gulfshore Blvd. N. 261-6100 or [www.venetianvillage.com](http://www.venetianvillage.com).

**Tradition** – As part of Palm Cottage's Ten Days of Christmas educational program, guests can learn about Southwest Florida holiday traditions at 5:45 and 6:45 p.m. Free for members, \$13 for others. 137 12th Ave. S. 261-8164 or [www.napleshistoricalsociety.org](http://www.napleshistoricalsociety.org).

**Elves on Parade** – The Fifth Avenue South Christmas Parade processes down Third Street South and Fifth Avenue South from 6-8 p.m. 692-8436 or [www.fifthavenuesouth.com](http://www.fifthavenuesouth.com).

## WEDNESDAY 12.13

**Take A Hike** – CREW Land & Water Trust leads a free guided walk through its bird rookery swamp trail from 9 a.m. to noon. 1295 Shady Hollow Blvd. 657-2253 or [www.crewtrust.org](http://www.crewtrust.org).

**Brass Concert** – Naples Chamber Brass performs holiday selections at 7:30 p.m. at the David and Cecile Wang Opera Center. \$10-\$50. 2408 Linwood Ave. 775-2800 or [www.capacenter.org](http://www.capacenter.org). See story on page C1.

## COMING UP

**Turtle Time** – Delnor-Wiggins Pass State Park hosts a presentation on gopher tortoises at 9:30 a.m. Thursday, Dec. 14. Free with park entry fee. 597-6196 or [www.floridastateparks.gov](http://www.floridastateparks.gov).

**Dinner with the Artists** – Naples Art Association pairs painter Michael Monroe and chef Bob Schultz of Creative Catering Naples for a before-your-eyes collaboration Thursday evening, Dec. 14. \$130 per person, \$250 per couple. 585 Park St. 262-6517 or [www.naplesart.org](http://www.naplesart.org).

**All About That Bass** – More than 70 musicians playing tubas, euphoniums and more perform Christmas favorites at Fifth Avenue South's annual Tuba Christmas at 6:30 p.m. Thursday, Dec. 14, at Sugden Plaza. 692-8436 or [www.fifthavenuesouth.com](http://www.fifthavenuesouth.com).

**Choral Concert** – Symphonic Chorale of Southwest Florida and the Symphony Orchestra of Southwest Florida present a holiday pops concert from 7:30-10 p.m. Thursday, Dec. 14, at St. Leo The Great Catholic Church in Bonita Springs. 28290 Beaumont Road. 560-5695 or [www.symphonicchorale.org](http://www.symphonicchorale.org).

# WHAT TO DO, WHERE TO GO

**Pop Tenor and Flamenco** – Vergina restaurant presents pop tenor and classical flamenco guitarist Ghaleb in shows at 7 and 9 p.m. Friday, Dec. 15. \$10. Reservations required. 700 Fifth Ave. S. 659-7008 or [www.verginarestaurant.com](http://www.verginarestaurant.com).

**O Tenenbaum** – Naples Historical Society hosts a presentation on the history of tree décor at 5:45 and 6:45 p.m. Saturday, Dec. 16, and Tuesday, Dec. 19, at Palm Cottage. Free for members, \$13 for others. 137 12th Ave. S. 261-8164 or [www.napleshistoricalsociety.org](http://www.napleshistoricalsociety.org).

**Tenor Christmas** – Silverspot Cinema screens a Christmas concert performed by The Three Tenors with the Vienna Children's Choir at 7:30 p.m. Monday, Dec. 18. \$20. 592-0300 or [www.silverspot.net](http://www.silverspot.net).

**Free Film** – Mercato screens "National Lampoon's Christmas Vacation" on the lawn at 5:45 p.m. Tuesday, Dec. 19. 254-1080 or [www.mercatoshops.com](http://www.mercatoshops.com).

**Holy Undies!** – Artis—Naples hosts the touring production of Broadway's "The Book of Mormon" Tuesday through Sunday, Dec. 19-24. 597-1900 or [www.artisnaples.org](http://www.artisnaples.org).

**Christmas Tunes** – Naples Historical Society hosts a presentation and demonstration on how the Victrola played an important role in holiday celebrations at 5:45 p.m. and 6:45 p.m. Wednesday, Dec. 20. Free for members, \$13 for others. 137 12th Ave. S. 261-8164 or [www.napleshistoricalsociety.org](http://www.napleshistoricalsociety.org).

**Cast A Net** – Delnor-Wiggins Pass State Park hosts a lesson on cast netting at 9:30 a.m. Thursday, Dec. 21. Free with park entry fee. 597-6196 or [www.floridastateparks.gov](http://www.floridastateparks.gov).

**Christmas Reading** – Naples Historical Society hosts a reading of "A Visit from St. Nicholas" by Clement Clarke Moore beside the fireplace at 5:45 p.m. and 6:45 p.m. Friday, Dec. 22, at Palm Cottage. Free for members, \$13 for others. 137 12th Ave. S. 261-8164 or [www.napleshistoricalsociety.org](http://www.napleshistoricalsociety.org).

**Gather 'Round** – Naples Historical Society hosts a presentation on favorite Christmas recipes from years past at 5:45 p.m. and 6:45 p.m. Saturday, Dec. 23, and a sing-along at 8 p.m. Free for members, \$13 for others. 137 12th Ave. S. 261-8164 or [www.napleshistoricalalso-ciety.org](http://www.napleshistoricalalso-ciety.org).

**Stingray Shuffle** – Delnor-Wiggins Pass State Park hosts a presentation on local stingrays and how to keep from getting stung at 9:30 a.m. Thursday, Dec. 28. Free with park entry. 597-6196 or [www.floridastateparks.gov](http://www.floridastateparks.gov).

**Noble Ape** – Comedian Jim Gaffigan performs at 7:30 p.m. Thursday, Dec. 28, at Germain Arena. 948-7825 or [www.germainarena.com](http://www.germainarena.com).

**Light It Up** – City of Naples celebrates the new year with a fireworks display off the Naples Pier from 7:30-8 p.m. Sunday, Dec. 31. 213-1000 or [www.naplesgov.com](http://www.naplesgov.com).

**Art ALIVE** – The galleries and studios of Naples Art District north of Pine Ridge and west of Airport-Pulling roads welcome visitors from 5-8 p.m. Wednesday, Jan. 3. More than 40 professional artists will showcase their recent works and demonstrate their medium. Free. Look for the magenta and white flags. 289-5070 or [www.naplesartdistrict.com](http://www.naplesartdistrict.com).

**Free Concert** – Nikki Talley performs Americana music from 6-9 p.m. Thursday, Jan. 4, at Mercato. 254-1080 or [www.mercatoshops.com](http://www.mercatoshops.com).



■ Downtown lights up at the 44th annual **Christmas Walk & Tree Lighting Ceremony** from 5-8 p.m. Thursday in front of the Sugden Community Theatre on Fifth Avenue South.

— [www.fifthavenuesouth.com](http://www.fifthavenuesouth.com)



■ **Naples Botanical Garden** turns the switch on its annual **Night Lights in the Garden** from 6-9 p.m. Friday. The evening includes games for the kids and live music by Patchouli & Terra Guitarra. Festivities continue on select dates through Jan. 3.

— [www.naplesgarden.com](http://www.naplesgarden.com)



## #LAUGH IT OFF

■ Comedian **Jim Gaffigan** takes the stage at 7:30 p.m. Thursday, Dec. 28, at Germain Arena.

— [www.germainarena.com](http://www.germainarena.com)



■ The band **Sugar Ray** takes the stage to raise money for Hurricane Irma's hardest hit victims at "Naples is Rockin'" from 5-10 p.m. Saturday at the corner of Fifth Avenue South and Goodlette-Frank Road. Local artists Casey Weston and Zac Brown tribute band 20Ride are also on the program.

— [www.paradisecoast.com](http://www.paradisecoast.com)



■ Paragon Pavilion screens a live Metropolitan Opera performance of Engelbert Humperdinck's "**Hansel & Gretel**" at 12:55 p.m. Saturday.

— [www.paragontheaters.com](http://www.paragontheaters.com)

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## WHAT TO DO

**Masterworks** – Naples Philharmonic performs works by Beethoven, Faure and Ravel with featured pianist Yefin Bronfman at 8 p.m. Thursday through Saturday, Jan. 4-6, at Artis—Naples. 597-1900 or www.artisnaples.org.

**Art in the Park** – Members of Naples Art Association sell their creations from 10 a.m. to 4 p.m. Saturday, Jan. 6, at Cambier Park. 262-6517 or www.naplesart.org.

**Art Show** – Naples Art Association hosts its annual New Years Art Show with goods from over 250 artists and artisans from around the country from 10 a.m. to 5 p.m. Saturday and Sunday, Jan. 6-7, down Fifth Ave. S. 262-6517 or www.naplesart.org.

**Spooftacular** – The Capital Steps returns to Artis—Naples at 8 p.m. Monday, Jan. 8, to lampoon the U.S. political system with hilarious songs and skits. 597-1900 or www.artisnaples.org.

**Pops** – Artis—Naples screens “Casa-blanca” while the Naples Philharmonic performs Max Steiner’s famous score Tuesday through Saturday, Jan. 9-13. 597-1900 or www.artisnaples.org.

**Jazz Concert** – Jazz Simpatico and Bob Zottola & Company performs with vocalist Michelle Amato at 7:30 p.m. Wednesday, Jan. 10, at the Wang Opera Center. \$10-\$50. 2408 Linwood Ave. 775-2800 or www.capacenter.org.

**Holocaust Lecture** – The Holocaust Museum & Education Center of Southwest Florida hosts a lecture entitled “Thank You for the Bomb, Mr. Hitler,” from 10 a.m. to noon Thursday, Jan. 11, at Hodges University. \$12 per lecture, \$60 for the series. amay@hodges.edu or 598-6153.

**Art Show** – Naples Artcrafters hosts a juried fine art and craft show from 10 a.m. to 4 p.m. Saturday, Jan. 13, at Cambier Park. www.naplesartcrafters.com.

**For the Birds** – Rookery Bay Environmental Learning Center hosts Festival of Birds with over 40 guided field trips, onsite programs and activities, boat tours, lectures and more Friday through Sunday, Jan. 12-14. \$5-\$15, field trips priced separately.

**Oldies but Goodies** – Dick Fox’s Golden Boys featuring Frankie Avalon, Fabian and Bobby Rydell perform at 8 p.m. Saturday, Jan. 13, at Seminole Immokalee Casino. \$70. (800) 218-0007 or www.moreinparadise.com.

**Free Concert** – Naples Concert Band performs at 2 p.m. Sunday, Jan. 14, at Cambier Park. 263-9521 or www.naplesconcertband.org.

**The Sound of Silence** – Art Garfunkel performs selections from his collaboration with Art Garfunkel, as well as his solo compositions at 7 p.m. Sunday, Jan. 14, at Artis—Naples. 597-1900 or www.artisnaples.org.

**Les Beaux Arts** – Opera Naples hosts a chamber concert featuring violinist and New York Philharmonic Orchestra concertmaster Frank Huang at 7:30 p.m. Tuesday, Jan. 16, at the David and Cecile Wang Opera Center. \$20-\$59. 2408 Linwood Ave. 963-9050 or www.operanaples.org.

**Broadway Show** – The traveling production of “An American in Paris” stops by Artis—Naples Tuesday through Sunday, Jan 16-21. 597-1900 or www.artisnaples.org.



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# WHERE TO GO



**Artis—Naples** hosts the touring production of Broadway's "The Book of Mormon" Tuesday through Sunday, Dec. 19-24. 597-1900 or [www.artisnaples.org](http://www.artisnaples.org).

**Coffee, Tea & Broadway** – TheatreZone presents show tunes and Broadway standards with a continental breakfast from 10:30 a.m. to noon on Wednesday, Jan. 17. \$35. 13275 Livingston Road. 424-9500 or [www.theatrezone-florida.com](http://www.theatrezone-florida.com).

**Zoo Lecture** – Naples Zoo hosts a lecture about Florida's bear population with Mike Orlando, assistant coordinator for Florida Fish and Wildlife Conservation Commission's bear management program, from 6-8 p.m. Thursday, Jan. 18. Free for members. \$10 for others. 262-5409 or [www.napleszoo.org](http://www.napleszoo.org).

**Very Verdi** – Performers from Gulfshore Opera perform works by Giuseppe Verdi at 7 p.m. Friday, Jan. 19, at Rose History Auditorium. \$45-\$60. 529-3925 or [www.gulfshoreopera.org](http://www.gulfshoreopera.org)

**Jazz Concert** – Dan Miller and Lew Del Gatto Quintet perform the music of George Gershwin at 7:30 p.m. Friday, Jan. 19, at the Wang Opera Center. \$10-\$50. 2408 Linwood Ave. 775-2800 or [www.capacenter.org](http://www.capacenter.org).

**Art ALIVE** – The galleries and studios of Naples Art District north of Pine Ridge and west of Airport-Pulling roads welcome visitors from 11 a.m. to 4 p.m. Saturday, Jan. 20. More than 40 professional artists will showcase their recent works and demonstrate their medium. Free. Look for the magenta and white flags. 289-5070 or [www.naplesartdistrict.com](http://www.naplesartdistrict.com).

**Through Their Eyes** – GenShah SWFL hosts a presentation on how descendants of Holocaust survivors can preserve their family stories at 5 p.m. Sunday, Jan. 21, and 10 a.m. Monday, Jan. 22, at the Holocaust Museum & Education Center of Southwest Florida. \$18, reservations required through check sent to the museum. Please specify the desired session. 4670 Tamiami Trail N. 262-9200 or [www.holocaustmuseumswfl.org](http://www.holocaustmuseumswfl.org).

**Surf's Up** – Jan & Dean's Beach Party featuring Dean Torrence performs favorite California hits from the 1960s at 8 p.m. Tuesday and Wednesday, Jan. 23-24, at TheatreZone's G&L Theater. \$50-\$75. 13275 Livingston Road. 424-9500 or [www.theatrezone-florida.com](http://www.theatrezone-florida.com).

**Dance** – Miami City Ballet performs choreography by Balanchine and Robbins to music by Chopin, Tchaikovsky and Stravinsky at 8 p.m. Tuesday, Jan. 23, at Artis—Naples. 597-1900 or [www.artisnaples.org](http://www.artisnaples.org).

**Holocaust Lecture** – The Holocaust Museum & Education Center of Southwest Florida hosts a lecture entitled "Perfume, Powder, Lotion and Beauty," from 10 a.m. to noon Thursday, Jan. 25, at Hodges University. \$12 per lecture, \$60 for the series. [amay@hodges.edu](mailto:amay@hodges.edu) or 598-6153.

**A Taste of Opera** – Gulfshore Opera hosts a dinner with performances of popular melodies and opera scenes at 6:15 p.m. Thursday, Jan. 25, at Colony Bay Club. \$125. 5200 Pelican Colony Blvd. 529-3925 or [www.gulfshoreopera.org](http://www.gulfshoreopera.org).

**Chickee Chat** – Collier County Supervisor of Elections Jennifer Edwards leads a presentation about the 30 years she has spent managing local elections from 11 a.m. to noon Friday, Jan. 26, at Palm Cottage. Free for members, \$8 for others. 137 12th Ave. S. 261-8164 or [www.napleshistoricalociety.org](http://www.napleshistoricalociety.org).

**Masterworks** – Naples Philharmonic performs works by Mozart, Schoenberg and Lahar with featured vocalist Karita Matilla at 8 p.m. Friday and Saturday, Jan. 26-27. 597-1900 or [www.artisnaples.org](http://www.artisnaples.org).

**Met Live** – Paragon Pavilion screens a live Metropolitan Opera performance of "Tosca" at 12:55 p.m. Saturday, Jan. 27. 833 Vanderbilt Beach Road. \$18-\$24. 596-0008 or [www.paragonthaters.com](http://www.paragonthaters.com).

**Bluegrass Concert** – Balsam Range combines elements of jazz, country, gospel, swing and old-time mountain music at a performance scheduled for 5 p.m. and 7:30 p.m. Sunday, Jan. 28, at Artis—Naples. 597-1900 or [www.artisnaples.org](http://www.artisnaples.org).

**Pops** – Vocalist Ellis Hall takes a musical journey through the sounds of Ray Charles, Motown and more Tuesday through Saturday, Jan. 30-Feb. 3 at Artis—Naples. 597-1900 or [www.artisnaples.org](http://www.artisnaples.org).

**Vocal Tour of France** – Gulfshore Opera's resident artists perform French opera classics at 7 p.m. Wednesday, Jan. 31, at Artis—Naples. 529-3925 or [www.gulfshoreopera.org](http://www.gulfshoreopera.org).

## FLORIDA FESTIVALS

**Art Basel** – Art Basel Miami Beach happens Dec. 7-10 at the Miami Beach Convention Center. \$60 per day or \$130 for four days. 1901 Convention Center Drive, Miami Beach. [www.artbasel.com/miami-beach](http://www.artbasel.com/miami-beach).

**Music & Art** – The OFF Weekend Music & Arts Festival takes place Dec. 9-10 at Historic Virginia Key Beach Park in Miami. Featuring nationally known contemporary, indie rock and rap music acts. \$75-\$235. 4020 Virginia Beach Drive, Miami. [www.offweekend.com](http://www.offweekend.com).

**Food & Wine** – The 11th annual Palm Beach Food and Wine Festival takes place Dec. 14-17. \$85-\$185 per meal. [www.pbfoodwinefest.com](http://www.pbfoodwinefest.com). ■

— Email calendar listings and high-resolution photos to Lindsey Nesmith at [lnesmith@floridaweekly.com](mailto: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.

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## ARTS COMMENTARY

## 'Miracle on 34th Street' fizzles as a musical at the Sugden

nancySTETSON  
nstetson@floridaweekly.com



"Miracle on 34th Street" is a classic story of believers versus cynics.

Originally, it was a movie about the real Santa coming to Macy's Department Store in New York City's Herald Square and being committed to an institution for believing he's Santa Claus. A lawyer then has to prove that he's not insane, that he is the real Santa.

The 1947 movie tugged on heart-strings and earned four Oscars.

In 1963, Meredith Wilson — the man best known for giving us "The Music Man" and "The Unsinkable Molly Brown" — adapted the film into a Broadway musical called "Here's Love." And that's the show The Naples Players are presenting through Dec. 23 at the Sugden Community Theatre through Dec. 23.

Despite some very strong performances by individual actors, this production as a whole just doesn't work. Actors rehearse and rehearse, and then say the theater fairy sprinkles magic dust on a show to make it all come together.

Somehow, the magic is missing from this production.

Jim Heffernan plays Santa — or Kris Kringle — and he is perfect for the role. Amiable and disarming, he could make even the most diehard cynic believe in Santa. He's loveable and authentic, not sickeningly sweet or sentimental. He is the undisputed star of this show.

Isabella Antunes plays Susan, a 9-year-old girl who doesn't believe Santa exists. Her single mother, Doris Walker (Elizabeth Marcantonio), has raised Susan to be a clear-eyed realist who doesn't believe in fairy tales or Santa. ("I don't believe in anything I can't see, smell, taste or touch," Susan declares.) But Doris works for Macy's, and it's she who meets Kris Kringle and hires him to be Macy's Santa. A lawyer neighbor, Fred (Bret Poulter), meets Susan and takes her to the Macy's Thanksgiving Parade and later on to Macy's itself, to meet the real Santa. He



Jim Heffernan as Santa.

also brings her to a playground in Central Park and sings a song to her. It's a bit of a stretch to believe that an adult man could take a self-possessed, street-wise child to so many places alone. It strains credulity and is more than a little creepy.

When Doris and Fred eventually meet, they clash but are also oddly attracted to each other. Unfortunately, there isn't any chemistry between the actors. The banter doesn't click. And it doesn't help that Mr. Poulter sings a song to Ms. Marcantonio in which he keeps calling her "little girl," though she's a grown woman and a very competent executive at Macy's. There also seems to be a wide age gap between the two actors.

Ms. Marcantonio is good in her role as Doris, but it's difficult to get a handle on Mr. Poulter's Fred. Is he a wise guy? Are we supposed to like him? Is he inept or inexperienced as a lawyer? It's difficult to warm up to him. Doris might be better off on her own, you feel.

Brad Brenner blusters as an angry Mr. Macy, and Jack Weld provides comic relief as a high-strung store employee.

Unfortunately, it all just doesn't connect. It's almost as if the cast rehearsed



Elizabeth Marcantonio, Brad Brenner, Kevin Keneally, Jack Weld and Scott Davis.

individually instead of as an ensemble.

The large orchestra, which is mostly brass and woodwinds, is situated onstage, not in the pit, but I'm not sure why. They're not acknowledged by the actors and don't take part in any of the scenes.

But they do give the musical a full, rich sound.

Adolpho Blaire's direction is uneven. The staging ranges from brilliant to muddled. The opening scene of parade-

goers attending the Macy's Thanksgiving Parade has some clever staging, showing us various angles of the crowd. But the courtroom scenes in Act II have Fred making his case to the judge while standing with his back to him for almost the entire time.

The choreography, also by Mr. Blaire, seems belabored. There's a lot of high-stepping marching and twirling about, but it doesn't feel like spontaneous motion, as if these characters just *have* to start dancing in order to express themselves.

There are some nice little touches, such as the use of an A&P grocery bag, but everyone pronouncing Doris's name like Midwesterners instead of New Yorkers grated on my ears every time because it wasn't authentic.

If you're familiar with the songs from "The Music Man," it's interesting to listen to the songs Mr. Wilson wrote for "Miracle on 34th Street." There's a tune in which some of the lyrics are spoken ("Plastic Alligator") just like "Rock Island," and another with unmistakable barbershop quartet harmonies, though not as blatant as "Lida Rose." There's even a song about a state ("My State, My Kansas") just like the one he wrote for "The Music Man," though in that show it was "Gary, Indiana."

The show does include the classic "It's Beginning to Look a Lot Like Christmas," which Mr. Wilson wrote, though it's sung in counterpoint with "Pinecones and Hollyberries."

"Miracle on 34th Street" is a plea for love instead of cynicism and commercialism during the holidays.

Mr. Heffernan wins me over as Santa and makes a believer out of me, but the tissues I brought for surreptitious tears remained unused. ■

COURTESY PHOTOS

in the know

### 'Miracle on 34th Street: The Musical'

- >> **Who:** The Naples Players
- >> **When:** Through Dec. 23
- >> **Where:** The Sugden Community Theatre
- >> **Cost:** \$45
- >> **Info:** 263-7990 or [www.naplesplayers.org](http://www.naplesplayers.org)

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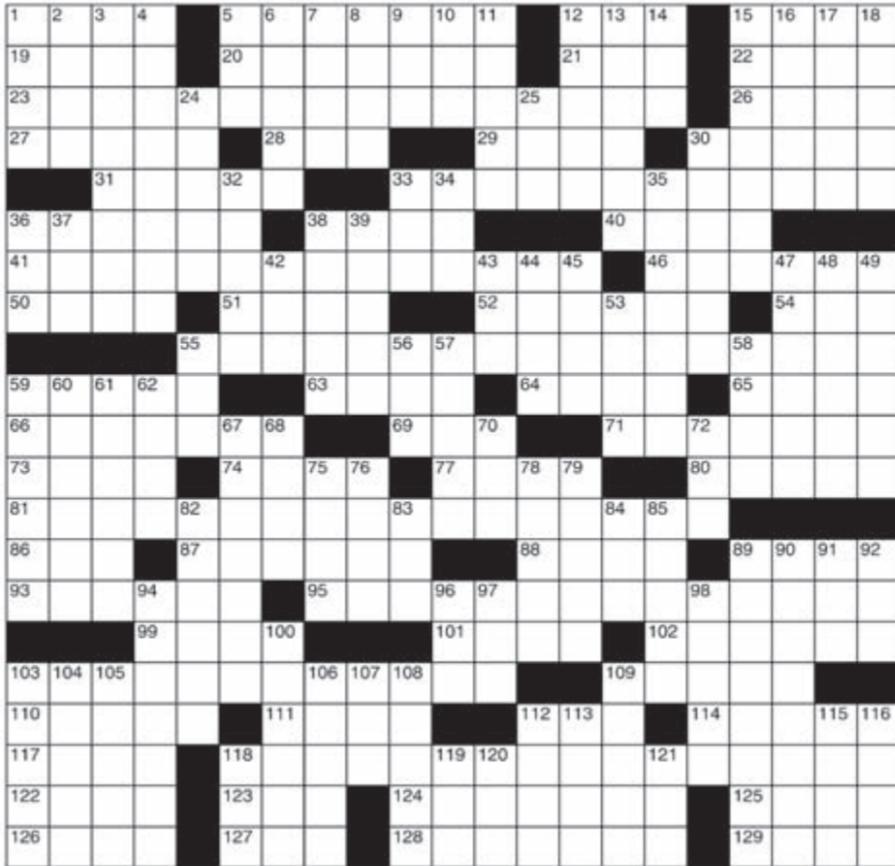
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# PUZZLES

## STICKING TO THE GOAL



- ACROSS**
- 1 Roman god with a bow
  - 5 Knolling craft
  - 12 Move like a kangaroo
  - 15 Overquick
  - 19 Be a wanderer
  - 20 Moral
  - 21 Actress Gasteyer
  - 22 Comical Kett
  - 23 Jack London novel
  - 26 Dumbfound
  - 27 Flynn of films
  - 28 Prone (to)
  - 29 Big name in credit cards
  - 30 Cake coater
  - 31 Writer Verno
  - 33 Easy targets to attack
  - 36 Lacking a musical key
  - 38 Writer Bellow with a Nobel
  - 40 Mystery novelist — Stanley Gardner
  - 41 Relative of soul
  - 46 Infuse with oxygen
  - 50 Sphagnum, e.g.
  - 51 Cookie with a "Thins" line
  - 52 One-masted sailboats
  - 54 Chic, '60s-style
  - 55 Really, really quick
  - 59 Drive off
  - 63 Pretty low grades
  - 64 "That is — ask"
  - 65 "Picnic" playwright William
  - 66 With 13-Down, giant in internet
  - 69 Sports org. with the eight teams featured in this puzzle
  - 71 Trip to a rain forest, maybe
  - 73 Vicious
  - 74 Eban of Israel
  - 77 Foreboding
  - 80 Shimon of Israel
  - 81 2011 Jim Carrey comedy
  - 86 Head sweller
  - 87 Tie up again, as shoes
  - 88 Don't skip, as an event
  - 89 Oaf's cry
  - 93 Waters off Eritrea
  - 95 2007-13 pickup truck model
  - 99 Clearasil treats it
  - 101 Designer Saarinen
  - 102 Old TV tube
  - 103 Be engulfed in fire
  - 109 Ate
  - 110 Writer Bret Easton —
  - 111 Know — fact
  - 112 Actor's help
  - 114 The blahs
  - 117 Rake feature
  - 118 Hawaiians and Tongans
  - 122 Tennis' Lendl
  - 123 TV producer
  - 124 In a very angry way
  - 125 Film'dom's — Lund Laszlo
  - 126 Bird setting
  - 127 Sinuous fish
  - 128 Viliy
  - 129 Gambol
- DOWN**
- 1 Johnson of "Laugh-In"
  - 2 Comic actor Jay
  - 3 Elates
  - 4 Tells in detail
  - 5 Ex-Giant Ott
  - 6 Gazetteer shelfmate
  - 7 Hew
  - 8 Falling-out
  - 9 Masquerade
  - 10 — jongg
  - 11 Chosen few
  - 12 Papa Doc's place
  - 13 See
  - 14 66-Across
  - 15 Hero, often
  - 16 Top-floor storage site
  - 17 Reeked
  - 18 With 56-Down, surfs like a pro
  - 24 God, in Islam
  - 25 Clever type
  - 30 Most lazy
  - 32 "St. — Fire" (1985 film)
  - 33 Hero in a deli
  - 34 Fluish, say
  - 35 Shown with explicit detail
  - 36 It has biceps
  - 37 However, informally
  - 38 Golf's Sam
  - 39 — of one's own medicine
  - 42 Dog cry
  - 43 Naval vessel abbr.
  - 44 Fitzgerald of song
  - 45 Loam, e.g.
  - 47 Key of "Für Elise"
  - 48 Mouth organ
  - 49 Lawn care tools
  - 53 Eye creepily
  - 55 — Baba
  - 56 See
  - 18-Down
  - 57 "... woman who lived in —"
  - 58 Evening, casually
  - 59 Rear-ending car, e.g.
  - 60 Arise
  - 61 Natural legume case
  - 62 Cube maker Rubik
  - 67 Peninsula northeast of Boston
  - 68 Brother in Genesis
  - 70 Pre-O trio
  - 72 Mil. missions
  - 75 Bric-a —
  - 76 Yiddish writer Sholem
  - 78 Actress Samantha
  - 79 Italian for "new"
  - 82 Summary
  - 83 16th letter
  - 84 "Don't make — habit"
  - 85 Nick of "Warrior"
  - 89 Potato chip topping
  - 90 Singer Helen or actor Jerry
  - 91 Univ. award
  - 92 Envision
  - 94 Wise
  - 96 22nd letter
  - 97 "Indubitably"
  - 98 "Grease" actress Eve
  - 100 Erase
  - 103 Gain entry
  - 104 Drab color
  - 105 Forelimb bones
  - 106 Close-by
  - 107 "Exodus" protagonist
  - 108 Don's group
  - 109 Cuts down, as a tree
  - 112 Refer to
  - 113 Tech support seeker
  - 115 Bear, celestially
  - 116 "By Jove!"
  - 118 Adolescent leader?
  - 119 Taxing org.
  - 120 Beret, e.g.
  - 121 Senate vote

SEE ANSWERS, C11 ▶

## HOROSCOPES

**SAGITTARIUS (November 22 to December 21)** Your artistic talents not only help you express yourself these days, but they also set up a line of communication between you and someone very special.

**CAPRICORN (December 22 to January 19)** It's fine to appreciate the importance of "proper form" for doing things. But relax a bit in order to allow newcomers on the project to feel less intimidated by you.

**AQUARIUS (January 20 to February 18)** Use your boundless reserve of optimism to persuade others to work with you to resolve a difficult workplace problem before it can ruin your holiday fun.

**PISCES (February 19 to March 20)** You brim over with self-confidence as you begin to tackle a new challenge. And, before you know it, you're not alone: Others have taken the plunge with you.

**ARIES (March 21 to April 19)** Make

a start on that new workplace challenge. But get more information before you find yourself too deeply involved without knowing in which direction you should go.

**TAURUS (April 20 to May 20)** You might find things becoming tedious as your schedule slows down for the holidays. Use this time to get information about a possible post-New Year job change.

**GEMINI (May 21 to June 20)** The creative Twin finds outlets for her or his ideas in the early part of the week. The practical Twin takes it a step further and rallies support to turn the ideas into reality.

**CANCER (June 21 to July 22)** It's time to stop being intimidated by someone's negative behavior. Start taking positive steps on your own to help strengthen your position down the line.

**LEO (July 23 to August 22)** Look closely at that so-called golden opportunity. Best to be a cautious Cat who

approaches things slowly, than one who pounces without knowing where you'll land.

**VIRGO (August 23 to September 22)** Your apology can resolve that personal situation before it overshadows the holidays. You'll feel better, even if you're only partly to blame for what happened.

**LIBRA (September 23 to October 22)** Avoid overtaxing yourself, even if your energy levels are high and you feel that you can do it all. Best to pace yourself so you won't run yourself down before the holidays.

**SCORPIO (October 23 to November 21)** Your sense of humor helps get you through a stressful period. Some of your quick quips can take the edge off any remaining negativity being aimed at you.

**BORN THIS WEEK:** You have a highly-defined sense of commitment to others. You would make a fine social worker. ■

## 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

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SEE ANSWERS, C11 ▶



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COURTESY PHOTOS

Bob Zottola, left, and Michelle Amato perform "The Sweet Sounds of Jazz" for CAPA on Wednesday, Jan. 10.

## Get into the spirit with 'Holiday Brass'

The Spectrum Series of concerts presented by CAPA, the Cultural and Performing Arts Center, continues with "Holiday Brass" by Naples Chamber Brass at 7:30 p.m. Wednesday, Dec. 13, at the David and Cecile Wang Opera Center. Naples Chamber Brass brings to the stage a lively holiday spirit with Aaron McCalla, principal tuba; Matthew Sonneborn, principal trumpet; Liam (William) Day, assistant principal trumpet; Tracy Leonard, assistant principal horn; and Michael Zion, principal trombone.



Next up in the CAPA season is a concert in the Jazz & Blues Series. "The Sweet Sounds of Jazz" will feature Jazz Simpatico with Bob Zottola & Company and vocalist Michelle Amato on Wednesday evening, Jan. 10. Mr. Zottola has played jazz trumpet with Benny Goodman, Peggy Lee, Frank Sinatra, Charlie Barnet, Gerry Mulligan, Maynard Ferguson and Chick Corea, among others. Ms. Amato trained at the University of

Miami School of Music and has toured or recorded with Cirque de Soleil, Quincy Jones, Jon Secada, Liza Minnelli, Al Green, Sandi Patty, Jon Hendricks, Donna Summer, Michael McDonald, Celia Cruz and Rita Marley.

The Jazz & Blues Series brings "The Magic of George Gershwin" to life with the Dan Miller-Lew Del Gatto Quintet on Friday evening, Jan. 19. Mr. Miller has toured as a trumpet player and recorded with Harry Connick Jr., Wynton Marsalis, Maynard Ferguson, Woody Herman and Tom Jones. Mr. Del Gatto played saxophone with the Saturday Night Live Band and has toured and recorded with Frank Sinatra, Aretha Franklin, The Rolling Stones and Buddy Rich.

Tickets to CAPA's Spectrum Series and Jazz & Blues Series concerts are \$40 for adults, \$50 for VIP seating and \$10 for students/children. Order yours by calling 775-2800 or by visiting [www.CAPACenter.org](http://www.CAPACenter.org). ■

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**EXPIRES 12/20/17**

## Serious artwork on display, for sale in 'This Art is for the Birds'

Marco Island Center for the Arts invites snowbirds and year-rounders alike to view the work of the center's clay guild artists on exhibit in "This Show is for the Birds" through Tuesday, Dec. 26, in the center's Lauritzen & Rush Galleries. An opening reception takes place from 5:30-7 p.m. Tuesday, Dec. 12.

The annual "Art of the Clay Guild" exhibit started in 2010 as a holiday show. This year's exhibition includes works by more than a dozen guild artists. From traditional to contemporary, from funky decorative arts to functional ware, the 200-plus pieces are available for purchase, so bring your shopping list (more than 30 bird-themed pieces will please the ornithologists on your list).

"These are one-of-a-kind gifts for the one-of-a-kind person," guild member and exhibit chair Janet DeAnna says. "This is the very best work from guild members." All of the works are hand-built and wheel-thrown, she adds, and functional items are nontoxic and food-, oven- and dishwasher-safe.

Also at the center, works by Naples printmaker Josey Prior are on display and for purchase in La Petite Galerie. Ms. Prior's artwork is inspired by what grows and lives around her home.

The 2017-2018 exhibition season at the Marco Island Center for the Arts is supported by a community grant from Walmart. Admission to the Dec.



COURTESY PHOTO

A birdhouse by Dawn Henderson is among the works by Marco Island Clay Guild members on exhibit and for sale in the Lauritzen & Rush Galleries at the Marco Island Center for the Arts.

The opening reception is free, but a \$10 donation is suggested. Regular hours at the center at 1010 Winterberry Drive are 9 a.m. to 4 p.m. Monday-Friday. For more information, call 394-4221 or visit [www.marcoislandart.org](http://www.marcoislandart.org). ■

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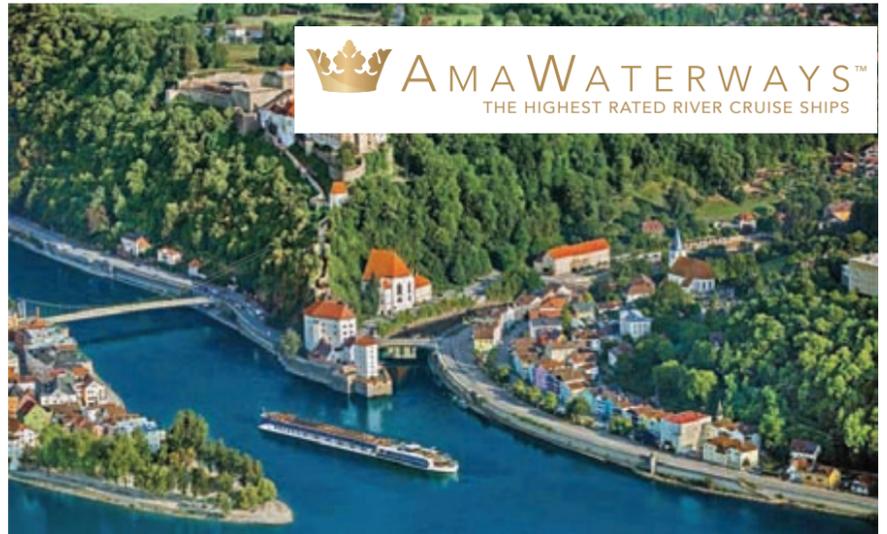
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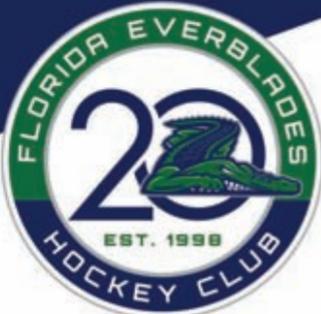
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### The Man Who Invented Christmas ★★

(Dan Stevens, Christopher Plummer, Jonathan Pryce) It's the story of how Charles Dickens (Stevens) wrote "A Christmas Carol" and in doing so established many of the Christmas traditions and sentiments we still hold dear today. At least, that's what it thinks it's about. It really doesn't do any of that well, and as a result plays like a lump of coal in your stocking. Rated PG.

### Justice League ★★★1/2

(Gal Gadot, Ben Affleck, Jason Momoa) Batman (Affleck) and Wonder Woman (Gadot) bring in new recruits to help them fight off an alien bad guy intent on taking over the world. It starts slow, but some levity in the second half makes it enjoyable. Rated PG-13.

### The Disaster Artist ★★★★★

(James Franco, Dave Franco, Seth Rogen) Hollywood failures and friends Tommy (James Franco) and Greg (Dave Franco) decide to make their own film, "The Room," which inadvertently becomes a cult classic as one of the worst movies ever made. Funny without being mean-spirited, it's a great movie about the making of a terrible movie. Rated R.

### Daddy's Home 2 ★★★

(Mark Wahlberg, Will Ferrell, Mel Gibson) Co-dads Dusty (Wahlberg) and Brad (Ferrell) have their own fathers (Gibson and John Lithgow) come to town for Christmas, which leads to family chaos. It's notably funnier than its 2015 predecessor, and is the perfect way to get in the

Christmas spirit this year. Rated PG-13.

### Thor: Ragnarok ★★★1/2

(Chris Hemsworth, Mark Ruffalo, Cate Blanchett) Thor (Hemsworth) and Hulk (Ruffalo) must save Thor's home planet of Asgard from the villainess Hela (Blanchett). The action and visual effects are top notch, and best of all, it's hilarious from start to finish. Rated PG-13.

### Wonderstruck ★★★1/2

(Julianne Moore, Millicent Simmonds, Oakes Fegley) In separate storylines set 50 years apart (1927 and 1957), deaf 12-year-olds (Simmonds and Fegley) in New York City search for what they feel their lives are missing. Strong performances, great visuals and masterful direction from Todd Haynes ("Carol") make this one of the nicest and most fulfilling movie experiences of the year. Rated PG.

### Suburbicon ★1/2

(Matt Damon, Julianne Moore, Oscar Isaac) In a perfect 1950s American town, a home invasion kills Gardner's (Damon) wife (Moore), leaving him with his son (Noah Jupe) and sister-in-law (Moore again) to care for. There's much more to the story than that, but it doesn't matter because nothing about this movie is in the least bit entertaining. Rated R.

### Only The Brave ★★★

(Miles Teller, Josh Brolin, Jeff Bridges) Firefighters in Arizona bond and battle wildfires in this dramatic true story of the Granite Mountain Hotshots. It's not perfect, but it's moving enough to do the real people justice. Rated PG-13. ■



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# LATEST FILMS

## 'Three Billboards Outside Ebbing, Missouri'

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punchdrunkmovies.com



★★★★★

### Is it worth \$10? Yes

In many ways, "Three Billboards Outside Ebbing, Missouri" defies description, and that's a good thing. Part dark comedy, part drama, it challenges expectations and convention and is richly better because of it. It's Oscar season, and if you're looking for a title likely to be on people's lips over the next few months, look no further.

Frances McDormand stars as Mildred, a bitter woman with little hope for improvement. She has a right to be angry: Her ex-husband Charlie (John Hawkes) used to beat her and now has a 19-year-old girlfriend (Samara Weaving). More importantly, Mildred's daughter (Kathryn Newton) was burned, raped and murdered seven months ago and the assailant is still free.

Frustrated, and no longer capable of holding in her searing emotional pain, Mildred has an idea: Utilize the three unused, dilapidated billboards in her town to send a stern message to Police Chief William Willoughby (Woody Harrelson), who has made little progress on the murder investigation.

Surprisingly, writer/director Martin McDonagh's movie is about a lot more than a murder investigation and incompetent police. In fact, Chief Willoughby isn't incompetent at all.

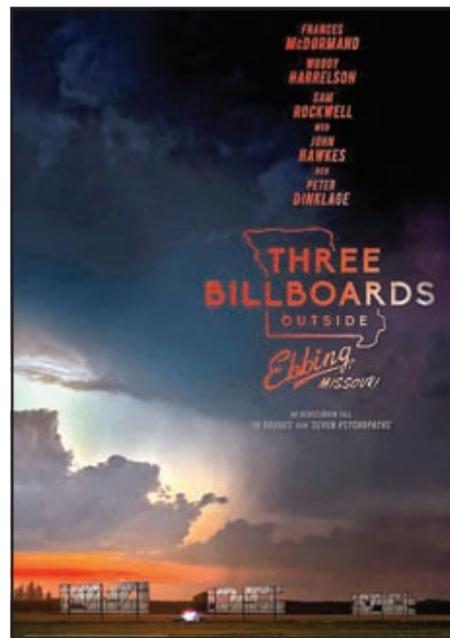
One of the real pleasures of this film is the way the story unfolds in wildly unexpected ways, with each scene brimming with sharp writing and terrific performances.

For example, there's a scene in which Mildred comes home to find her son Robbie (Lucas Hedges) sitting with Father Montgomery (Nick Searcy). The father is there to ask Mildred to take the billboards down because by this point the town has rallied against her (I told you the movie defies convention). He gives her a nice speech and reasons well, saying sympathetic things about plot points that are not essential to reveal here. Mildred retorts with a stern ferocity that only an actress the caliber of McDormand could muster. Mildred doesn't yell, but she does use the Bloods

and Crips from L.A. gang life as part of her rationale. By the end, even if you don't agree with her you wouldn't dare disagree with her.

I predict another Oscar nomination is likely in McDormand's near future. If so, it will be her fifth nomination (she won for " Fargo " in 1996).

The supporting cast is excellent as well, including Harrelson, Hawkes, Peter Dinklage as Mildred's sort of love interest and Sam Rockwell as a racist momma's boy cop. They all per-



fectly understand the pitch and tone of McDonagh's script and are proficient at both the humorous and dramatic moments. It's unlikely you will see a finer ensemble this year. Rockwell in particular stands out because his character has a larger arc than any other.

More than anything, "Three Billboards Outside Ebbing, Missouri" has personality. McDonagh's direction is notably accomplished for a man making only his third feature film: The pacing is steady and sure, the story twists are legit surprises, and the dark humor is laugh-out-loud funny without being morbid. This is one of the best movies of the year. ■

Did you know? >> **Ebbing, Mo., is a fictional town;** the film was shot on location in western North Carolina.

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# CELEBRITY EXTRA

## Sarah Jessica Parker is back in 'Divorce'

BY CINDY ELAVSKY

**Q:** I've really gotten into Sarah Jessica Parker's comedy on HBO called "Divorce." Can you tell me if it will be back for another season?

— Barb T.

**A:** The 10-episode second season of "Divorce" premieres Jan. 14 at 10 p.m. If you're not familiar with the series, "Sarah Jessica Parker and Thomas Haden Church star in this biting comedy series from creator Sharon Horgan about the lows and lower lows of a very long divorce," according to HBO. Joining the cast this season are Steven Pasquale as a love interest for Sarah's Frances, and "Ugly Betty" star Becki Newton is coming aboard as Jackie, a successful realtor who will be a new squeeze for Thomas' Robert.



HBO

PARKER

**Q:** For years, I've been hearing that there is going to be a sequel to "The Incredibles," but it's been so long, it feels like it might not be happening. Can you give me any info about that?

— Katie S.

**A:** It's been 13 years since "The Incredibles" captured the hearts of so many adults and children alike, and it's about to make its mark on a new generation. The computer-

animated Pixar superhero film — which starred the voices of Craig T. Nelson, Holly Hunter and Samuel L. Jackson — will be back with a follow-up, appropriately titled "Incredibles 2," which is due to hit theaters June 15.

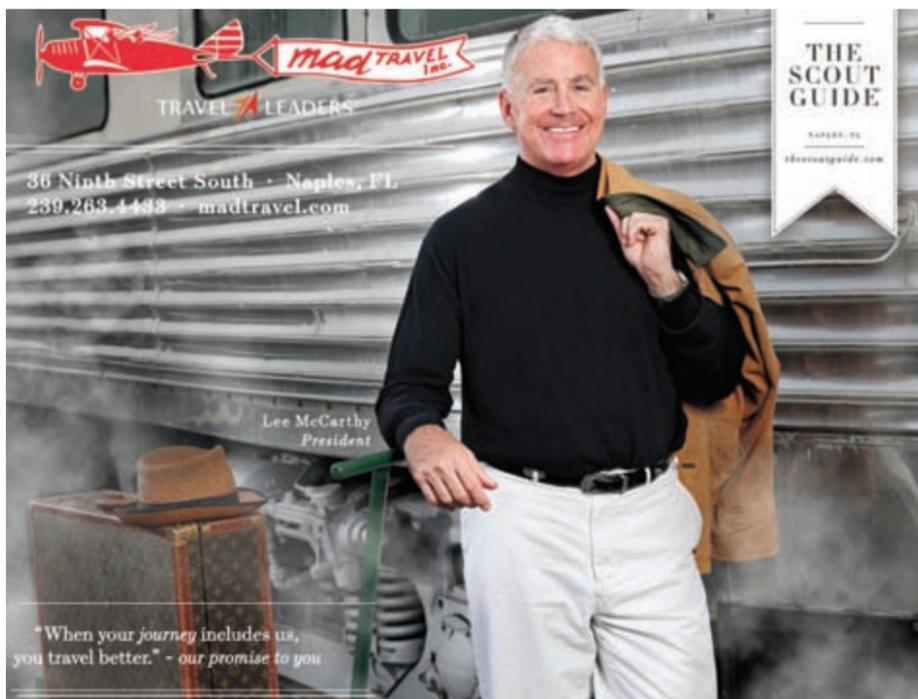
Craig, Holly, Samuel, et al., are reprising their roles and, according to Pixar, the sequel picks up right where the first one left off, with the Parr family about to face off with The Underminer (voiced by Pixar favorite John Ratzenberger). "Incredibles 2" will focus on Helen Parr (Holly), also known as Elastigirl, while her husband Bob (Craig) remains at home to watch their children, Violet, Dash and Jack-Jack. The family struggles to maintain normal lives while they remain unaware of Jack-Jack's powers. However, they, along with Frozone (Samuel), soon will have to battle a new villain with a sinister plot.

**Q:** Can you tell me when the Golden Globes will air? I feel like it's coming up soon.

— Marc J.

**A:** The "75th Annual Golden Globe Awards" is set to air live coast to coast on Sunday, Jan. 7, from 8-11 p.m. on NBC. Late-night host/comedian Seth Meyers will be the emcee of the annual gala, which has always been known as the more "fun" awards show. ■

— Write to Cindy at King Features Weekly Service, 628 Virginia Drive, Orlando, FL 32803; or email her at letters@cindyelavsky.com.



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**THURSDAY, DEC. 7, 9 P.M.**  
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Rare archival footage from the Borge family vault enhances this memorable retrospective. Rita Rudner narrates.

**FRIDAY, DEC. 8, 8:30 P.M.**  
**Washington Week**

Journalists weigh in on the issues of the week at this PBS roundtable.

**SATURDAY, DEC. 9, 9 P.M.**  
**Celtic Women - Homecoming: Ireland**

Celebrate the timeless emotion of Ireland's centuries-old heritage in this live concert filmed in Dublin.

**SUNDAY, DEC. 10, 8 P.M.**  
**Ethan Bortnick: Generations of Music**

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**MONDAY, DEC. 11, 8 P.M.**  
**Rick Steves Special European Christmas**

Rick and his gang bring home an intimate look at how diverse cultures celebrate Christmas.

**TUESDAY, DEC. 12, 10 P.M.**  
**Roy Orbison Black and White Night 30**

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Victor Borge, Dec. 7

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# LECTURES

From page 1

numerous literary awards, graced top ten lists and have been published in 30 languages. Hurwitz is also a screenwriter, TV producer and comic book writer. He lives in Los Angeles.

The 2018 Nick Linn Lecture Series ends Monday, March 26, with Adrianna Trigliani, whose 17 titles have been published in



TRIGIANI

36 countries. Her latest, "Kiss Carlo," brings the reader into a story of an Italian American family on the cusp of change. Ms. Trigliani is also a playwright, television writer/producer and award-winning filmmaker for her novel "Big Stone Gap." She is a cofounder of the Origin Project, an in-school writing program that serves more than 1,000 students in Appalachia. She lives in Greenwich Village with her family.

All four lectures include lunch at noon and a book signing after the 1 p.m. lecture in the Grand Lawn Pavilion at The Ritz-Carlton Golf Resort. Series tickets are available for Friends of the Library of Collier County members and range from \$250 to \$500. Individual tickets, with limited availability, can be purchased by calling 262-8135 or online at [www.collier-friends.org](http://www.collier-friends.org). ■

## Nonfiction series in its fifth year

For the fifth year, Friends of the Library of Collier County has engaged three nonfiction authors to discuss their works over breakfast at the Country Club of Naples.

The 2018 series begins **Monday, Jan. 22**, with maritime and adventure writer **Michael Tougias**, co-author of "So Close to Home," the story of the Downs family during WWII.

**Monday, Feb. 26**, brings **Larry Goldstone** to talk about his newest book, "Going Deep: John Phillip Holland and the Invention of the Attack Submarine." As told by Goldstone, Mr. Holland's life soars with a singular achievement and ends, as genius often does, in near obscurity.

The series ends, **Monday, March 19**, with **Del Quentin Wilber**, the author of "Rawhide Down." Ronald Reagan was just 70 days into his first term of office when he was shot by John W. Hinckley Jr. Mr. Wilber's book tells the full, fascinating story of a historical moment when the nation faced a crisis.

Tickets for the series are \$125 for Friends members and \$155 for others; single tickets are \$45 and \$55. Continental breakfast begins at 9 a.m. and the programs start at 9:30 a.m.

For tickets or more information, call Marlene Kern at 262-8135, email [mkern@collier-friends.org](mailto:mkern@collier-friends.org) or visit [www.collier-friends.org](http://www.collier-friends.org). ■



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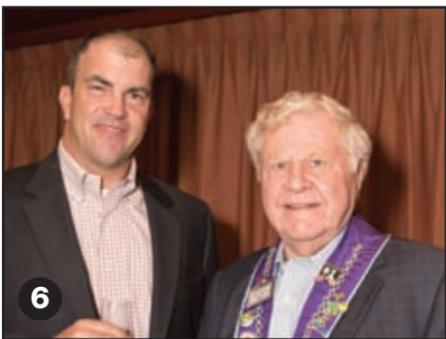
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# SOCIETY

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- 4. Maurica Hurley, Roger Weatherburn Baker and Joan McDougall
- 5. Scott Frazier, Renee Osborne and John Osborne
- 6. Scott Frazier and Ray Ankner
- 7. Ian Reece and Margot Hickson
- 8. Louise Ost and Larry Ost

HANA SNAJDROVA / 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](mailto:cpierce@floridaweekly.com).



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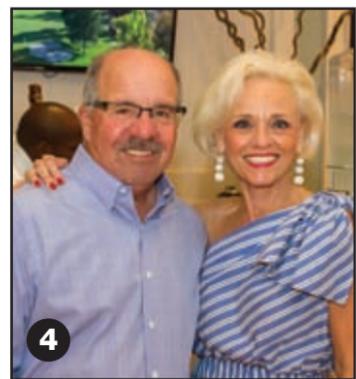
# SOCIETY

## National Philanthropy Day with the Association of Fundraising Professionals



1. Lois Castronova and Philip Castronova
2. Tracy Connelly and Cherry Smith
3. Joann Talano, Rob Moher, Kate Talano, James Talano, Joan Talano and Jim Talano
4. Arnold Lerner, Eva Freeman and Maureen Lerner
5. Barbara Evans and Katherine Caskey
6. Aaron Lapp and Brenda Wagner

## Fifth annual 'Uncorked' at Mediterra to benefit Youth Haven



1. Giselle Calleja and Jorge Calleja
2. Doug Masch, Carrie Masch, Bruce Winters and Susan Winters
3. Meredith Curley, Erin Brahms, Evelyn McKoan, Lisa Fenda Wallace, Danielle Dejthai and Jennifer Michetti
4. Denis Cardarella and Suzanne Cardarella
5. Jacqueline Balandra, Jessica Santella and Autumn Speicher
6. PNC Bank representatives with Allen Papp of Darioush Winery

PEGGY FARRIN / FLORIDA WEEKLY

VICKI BAKER / FLORIDA WEEKLY

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# SOCIETY

## The eighth annual Sip 'n' Sample at Village Shops for Friends of Foster Children Forever



1. Jami Young, Nancy Goldszak and Debbie Lageman
2. Alisa Pavlick, Adriane Orion and Elisabeth Trujillo
3. Andrea Deane, Mark Gabel, Alexandra Gabel and Andy Deane
4. Lynn Grewe, Karen Barnes and Val Shedd
5. James Steven Farnsworth, Kathy Vanoot and
6. Jim Henderson, Nan Henderson and Joel Henderson
7. Caroline Richards, Bill Richards, Craig Eichler, Pam Eichler and Rob Boreham
8. Erica Meile, Kylee Neville and Lilia Roche
9. Juliette Lysiak and Karole Davis



Anthony Vernieri and Shawn Vernieri

SUE HUFF / COURTESY PHOTOS

Florida Weekly welcomes submissions for the Society pages from charity galas and fundraising events, club meetings and other to-dos around town.

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WOW!

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WOW!

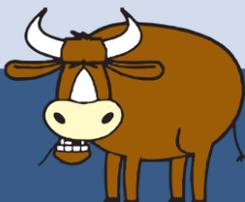
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# THE DISH

**The Dish:** Tuna Nachos

**The Place:** Burntwood Tavern Mercato

**The Price:** \$13

**The full menu:** www.burntwoodtavern.com

Even though it's right across the street from the office, I had yet to visit Burntwood Tavern in Mercato when my friend suggested we meet there for lunch. The center's enormous Christmas tree was going up steps from the restaurant's dining patio, and the intermittent buzz of a couple of chainsaws prompted us to seek a table indoors. No problem.

I enjoyed perusing the menu and considered several dishes before settling on the Tuna Nachos. A few minutes later, I was happily tucking into tender chunks of sashimi tuna tossed gently with avocado salsa and cilantro cream (I asked that the scallions be held) and served atop a line of crisp wontons. The tuna was perfect. The avocado salsa was mild but very tasty, and the cilantro cream was just right — not too heavy, and full of fresh cilantro flavor. (The cilantro cream showed up again in the dish just under Tuna Nachos on the menu. The Chicken Quesadilla for \$10 sounded yummy, with grilled peppers and onions tossed in an "oven-dried tomato vinaigrette." I will be going back to try it.)

My friend, who was not new to Burntwood Tavern, had what he called his usual: the \$12 Avocado Chicken Flatbread, with grilled chicken, tomato,



Tuna Nachos



Avocado Chicken Flatbread

bacon, avocado salsa and peppercorn ranch dressing. As did I, he cleaned his plate. ■

— Cindy Pierce  
cpierce@floridaweekly.com

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# CUISINE NEWS

■ **HB's On the Gulf at The Naples Beach Hotel & Golf Club** has a new winter menu with dishes including spicy baby octopus; whole lionfish with pickapeppa sauce; beef steamed buns; and vegetarian items like hen of the woods black rice risotto and gochujan Korean barbecue with vegetables and kimchi. 435-5737 or [www.naplesbeach-hotel.com](http://www.naplesbeach-hotel.com).

■ **21 Spices by Chef Asif** hosts The **Great Hope Gala** to benefit the Maasha Aasha Foundation and victims of Hurricane Maria in Puerto Rico on Tuesday evening, Dec. 12. Guests will enjoy a buffet of Indian specialties, Bollywood dancing, a henna artist, bindi applications, guest speakers, raffles, prizes, auctions and more. \$70. Tickets can be purchased by searching "Great Hope Charity Gala Event" at [www.eventbrite.com](http://www.eventbrite.com). 4270 Tamiami Trail S. 919-8830 or [www.21spicesdining.com](http://www.21spicesdining.com).



COURTESY PHOTO

**New seasonal offerings at Bonefish Grill include Rheas Norwegian salmon topped with lump crab, sautéed spinach and lime-tomato garlic sauce. 1500 Fifth Ave. S. 417-1212 or [www.bonefishgrill.com](http://www.bonefishgrill.com).**

■ **Tony's Off Third** hosts cookie-decorating workshops with pastry chef Lexie Verbruggen from 6-8 p.m. Thursday, Dec. 14, and Saturday, Dec. 16. Guests will leave with a box of 10 decorated cookies and Ms. Verbruggen's favorite sugar cookie recipe. \$50. 1300 Third St. S. 262-7999 or [www.tonysoffthird.com](http://www.tonysoffthird.com).

■ **Applebee's** locations in Southwest Florida host "**Breakfast with Santa**" to support the the U.S. Marine Corps' Toys for Tots program from 8:30-10:30 a.m. Saturday, Dec. 16. Guests will enjoy breakfast, photos with Santa, raffles, prizes and more. \$10. Reservations required. 5082 Airport-Pulling Road. 434-7744 or [www.applebees.com](http://www.applebees.com).



■ **The Dock at Crayton Cove** hosts its annual **Dickens Fest** from 4:30-9 p.m. Saturday, Dec. 16. With an appropriate nod to the ghost of Dickens past and an eye toward the future of special traditions at The Dock, the evening includes Victorian-style Christmas delights, costumed servers, a screening of "A Christmas Carol" and themed dishes like Bah-Humbug Bisque with Puff Pastry and Jacob Marley's Dickens of a Turducken. Seating is on a first-come, first-served basis. 845 12th Ave. S. 263-9940 or [www.dockcraytoncove.com](http://www.dockcraytoncove.com).

■ **Crave Culinaire** offers holiday catering for pick-up or delivery from 10 a.m. to 4 p.m. Sunday, Dec. 24, and pick-up only from 10 a.m. to 4 p.m. Monday, Dec. 25. Dishes include cured salmon with traditional condiments, sage-brined turkey breast, sous vide

beef tenderloin and much more, all sold in 1-pound increments. Deadline for orders is 3 p.m. Saturday, Dec. 22. 13240 Tamiami Trail N. 292-1529 or [www.craveculinaire.com](http://www.craveculinaire.com).

■ Tickets are available now for **Project HELP's 21st annual Chocolate Extravaganza** that takes place from 6-9 p.m. Saturday, Jan. 20, at Hodges University. In addition to providing a smorgasbord of chocolate treats, organizers will have heavy hors d'oeuvres, wine, dancing, costume contests and more. \$95. 2655 Northbrook Drive. 272-7227 or [www.projecthelpnaples.org](http://www.projecthelpnaples.org).

■ 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.goodlifepnaples.com](http://www.goodlifepnaples.com) – Appetizers & Small Plates: Friday, Dec. 8 (\$65); French Bistro Night Deaux: Thursday, Dec. 14 (\$69).

**Sur La Table**, 9501 Strada Place, Mercato; 598-1463 or [www.surlatable.com](http://www.surlatable.com) – Chinese Takeout at Home: Thursday, Dec. 7 (\$79); Holiday Tapas Party: Thursday, Dec. 8 (\$69); Spectacular Spanish Paella: Friday, Dec. 8 (\$69); Great Gnocchi at Home: Friday, Dec. 8 (\$69); Date Night Chef's Table Favorites: Friday, Friday, Feb. 8 (\$79); Cookie Decorating Workshop: Saturday, Dec. 9 (\$69); Perfect Pizza from Scratch: Saturday, Dec. 9 (\$69); Date Night Chef's Table Favorites: Saturday, Dec. 9 (\$79); Decadent Holiday Favorites: Sunday, Dec. 10 (\$69); Knife Skills 101: Sunday, Dec. 10 (\$59); Best of New Orleans: Sunday, Dec. 10 (\$69); Spectacular Spanish Paella: Monday, Dec. 11 (\$69); Seasonal Sheet Pan Dinners: Monday, Dec. 11 (\$69); Homemade Pasta Workshop: Monday, Dec. 11 (\$69); Knife Skills 101: Tuesday, Dec. 12 (\$59); Holiday Tapas Party: Tuesday, Dec. 12 (\$69); Chinese Takeout at Home: Tuesday, Dec. 12 (\$69); Festive French Macarons: Wednesday, Dec. 13 (\$69); Spectacular Spanish Paella: Wednesday, Dec. 13 (\$69). ■

— Email food and dining news to Lindsey Nesmith at [lnesmith@floridaweekly.com](mailto:lnesmith@floridaweekly.com).

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# VINO

## The bottle that did it for me



Maybe some of the Kiwis from the South Island would argue with this, but to my mind, the New Zealanders have taken the art of making Sauvignon Blanc completely over the top. Now, it's true that many of the SBs from that part of the world are a bit predictable and similar in their flavor profile, but there's still plenty of variety in the various producers and regions.

Let's go back a bit. I've written in the past that people who become passionate about wine (maybe not to the point where they become wine writers and educators, but...) have had an epiphany somewhere along the way. Someone pours you a glass of something, you taste it, and say, "Holy moley, I never knew anything could taste like that." You are transformed ... and pretty much lost forever.

For my wife Debi and I, it was a glass of Cloudy Bay Sauvignon Blanc from Marlborough, New Zealand, back in 1995. Life changing, and I'm serious about that. However, when I looked back over my previous columns, I was shocked — shocked, to discover that I had never written about this particular varietal. Let's correct that omission right now.

First, the Sauvignon Blanc grape is pretty much native to the Loire Valley in France, and grown at the eastern end of the river, primarily around the villages of

Pouilly and Sancerre. It's made in many styles. Visit one winery, and all the wine is resting in oak barrels. Go to the winery across the street, and there's not a stick of wood anywhere; everything is stainless steel.

Typically, characteristics of this refreshing white wine include grapefruit, pineapple, hay, maybe some lychee and gooseberry, and often a whiff of what we politely call pipi du chat. As strange as that may sound, the slight aroma of what Scruffy does in the litterbox is very much part of the aroma profile of many Sauvignon Blancs. To be a bit less coarse about it, most critics refer to that particular aroma as "boxwood." Strangely enough, it works.

Nevertheless, this is a wine that pairs incredibly well with a wide range of dishes, especially if they involve seafood. I have formulated what I call the "lemon law." If you can put lemon on it, you can drink Sauvignon Blanc with it. This is especially true of shellfish, and even more so during the current stone crab season. If you want a treat, just buy a few pounds of claws and wash them down with a bottle of New Zealand's finest. The flavors of the New Zealand wines are very much up front and, well, pretty obvious. The notes of grapefruit, pineapple and citrus mentioned above are



Priest Ranch



unmistakable, and hit you as soon as you put your nose in the glass. Not necessarily a bad thing.

My favorite New Zealand producers are Cloudy Bay (of course), Villa Maria, Nobile, Oyster Bay and Kim Crawford. The Cloudy Bay runs around \$35 a bottle, but the other brands are more economical.

Meanwhile, enjoy some of our latest selections.

**Priest Ranch Sauvignon Blanc Napa Valley 2016 (\$22)** - While this Sauvignon Blanc is a product of Napa Valley, it follows the characteristic (and delicious) flavor profile of those that hail from New Zealand. There is a pronounced aroma of boxwood on the nose. Peach schnapps, tutti-frutti and

**Grgich Hills cabernet needs time.**

pineapple follow along on the palate. As with many wines made from this varietal, enjoy it with seafood and shellfish. WW 90.

**Grgich Hills Estate Cabernet Sauvignon Napa Valley 2014 (\$72)** - A blockbuster that's going to need a few years to really show its stuff. It's deep inky purple, promising an extracted, full-bodied style. Raspberry aromas on the nose, along with other mixed red and black fruits. The palate comes through with black plum, graphite, red and black cherry, and clove. This wine is a baby, and will benefit greatly from a few more years in the bottle or several hours in a decanter. WW 93.

### Ask the Wine Whisperer

**Q:** Where does the word "sommelier" come from?

— Derrick L., Port Charlotte

**A:** The word, which is used to describe someone who is knowledgeable about wine and often controls the wine collection in a restaurant, comes from "saumaliier," a Provençal word that originally meant a pack-animal driver, but came to signify a butler, or someone in charge of provisions. ■

— Jerry Greenfield is *The Wine Whisperer*. He is creative director of Greenfield Advertising Group and wine director of the international Direct Cellars wine club. His book, "Secrets of the Wine Whisperer," is available through his website. Read his other writings at [www.winewhisperer.com](http://www.winewhisperer.com).

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"A lot of people think that they're invincible. That 'it's not going to happen to me, it's going to happen to everybody else but me,'" —Cpl. Darrel Kehne with the Collier County Sheriff's Office in an NBC2 Investigative report about "DUI Hotspots" in SWFL

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# CUISINE

## Kitchen brings colorful, casual dining to Fifth Avenue South



**karenFELDMAN**  
cuisine@floridaweekly.com

It was sad to see the space where Mangrove Café operated for a quarter-century sit silent and empty on a street known for its life and vibrancy.

But a little less than a year after the longtime fixture departed, Kitchen put up its cheerful white- and yellow-striped awning, created a bright farmhouse feel in the dining rooms and opened its doors — for breakfast, lunch and dinner every day.

It's a formidable undertaking to deliver three very different meals and do all of them well.

There are omelets, pancakes, oatmeal and baked goods for brunch; burgers, sandwiches, avocado toast and steak and eggs for lunch; and a more wide-ranging menu for dinner.

Appetizers are eclectic: deviled eggs with millionaire's bacon, fried calamari, bourbon shrimp, burrata, tacos and lobster bisque as well as an assortment of salads and flatbread pizzas.

Entrees include pastas, seafood and, for carnivores, steaks, pork chops, burgers and chicken.

What is surprising about the menu is that for a restaurant on this stylish avenue of trendy restaurants, there are no surprises. Burrata, bisque, fried calamari, crab cakes, lasagna, chicken Parmesan, blackened grouper, seared tuna — these are ubiquitous items found on the menus of multiple chain restaurants and not what I'd expect from an establishment in a high-rent, highly creative district like Fifth Avenue.

Nonetheless, there are those who like dishes that can be described in 10 words or fewer — no foams, no fusion, nothing deconstructed.

That's OK if that familiar fare is properly seasoned and cooked. At Kitchen the night we dined there, however, the results were inconsistent here.

A seafood salad (\$16) contained a fresh mix of octopus, mussels in the shell, shrimp, Kalamata olives, crisp green beans and tender potatoes in a light but well-balanced vinaigrette. It was a generous portion, enough for two of us to share.

Conversely, the bourbon shrimp (\$16), described as coming with a house-made



A fig burger comes with blue cheese and caramelized onions and, of course, French fries.



Simply grilled salmon is accompanied by grilled asparagus and mashed potatoes.



Grandma Kitchen's Lasagna features house-made Bolognese sauce.



Cheesecake is one of the desserts served at Kitchen.

bourbon glaze, contained no discernable bourbon. Both of my companions and I worked hard at finding some and we all arrived at the same conclusion: the brownish glaze was insipid.

We had a similar range of experiences with the entrees.

The fig burger (\$18) was a 10-ounce patty of Angus beef topped with blue cheese, caramelized onions and fig jam. It was cooked to order and tasted good, which it should for the price. The French fries that accompanied the burger were hot, crisp and just salty enough. This all-American dish was a winner.

Grandma Kitchen's Lasagna (\$20) had a box around it on the menu, indicating it was a house specialty, according to our sweet and accommodating server. It came in a bowl and was the flattest lasagna I've encountered. The layers of pasta were whisper thin, with not much cheese except for a thin layer on the top. The best part was the Bolognese sauce — and it was bland.

And then there was the simply grilled salmon (\$26). When you serve something simply grilled, it should at least be properly cooked. This poor fillet was

dry and overcooked. It also appeared to be devoid of seasoning. The only parts of this dish worth eating were the grilled asparagus and the mashed potatoes, both of which were excellent. They were not, however, worth \$26.

A \$10 wedge of cheesecake was about average.

That's how I'd describe the restaurant's wine list as well, featuring two proseccos (the poor man's sparkler) but no cava or champagne, a relatively few whites and little choice among reds. There were two super Tuscans, for example, priced at \$64 and \$65. Why not offer one that's an upgrade rather than two that are interchangeable?

As mentioned earlier, our server, Irma, was accommodating and apologetic. She was new and was trying hard to make sure we had a pleasant experience. She had a little trouble opening our wine, because she'd been shown how to open a bottle for the first time that day. We didn't mind that — everyone has to learn sometime — and she worked hard to make sure we were happy.

Meanwhile, at a table behind us, I heard a man complain to his server that

he'd ordered a cocktail and his date had ordered a glass of wine and they had not received them. Later, they sent back her potatoes, saying they were not fully cooked.

Although the tables outdoors were mostly occupied, the two dining rooms were sparsely populated, which is not a good sign on a Saturday night.

As we were awaiting our desserts, the servers began to clear the empty tables and push them all to the side of the room. Our server explained they were going to have a party with a DJ so they were getting ready. It was not yet 8:30 and, according to the Facebook post, the party wasn't starting until 9:30. Meanwhile, the few people who were attempting to eat felt as if we were being given the bum's rush.

Although there were bright spots throughout our meal at Kitchen, the overall experience was disappointing, particularly for the prices charged. It's only been open for a couple of months so I'm hoping the problem is that the staff hasn't quite found its rhythm.

Nonetheless, Kitchen needs to come up with a recipe for success and then execute it. ■

### in the know

**Kitchen Restaurant**  
878 Fifth Ave. S., Naples;  
315-4571

**Ratings:**  
**Food:** ★★½  
**Service:** ★★★½  
**Atmosphere:** ★★½

- >> **Hours:** Breakfast 8:30-11 a.m., lunch 11 a.m. to 2:45 p.m., dinner 3 p.m. to closing every day
- >> **Reservations:** Accepted
- >> **Credit cards:** Accepted
- >> **Price range:** Appetizers/salads, \$8.50-\$18; entrees, \$16-\$34
- >> **Beverages:** Full bar
- >> **Seating:** Banquettes and conventional tables inside, tables out on front sidewalk
- >> **Specialties of the house:** Simply prepared (mostly) American fare
- >> **Volume:** Low to moderate
- >> **Parking:** On the street
- >> **Website:** www.kitchennaples.com

★★★★★ **Superb**  
★★★★ **Noteworthy**  
★★★ **Good**  
★★ **Fair**  
★ **Poor**

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Specials good from December 7-9, 2017. Lobster prices subject to change without notice. Please call for pricing.

**Hours:** Sun-Thu 11am-9pm • Fri-Sat 11am-9:30pm

### CHEF BILL'S LUNCH SPECIALS • SERVED 11-4

**Stir Fry Special – \$11**  
Bay scallops & baby shrimp sautéed with fresh vegetables finished in a sweet teriyaki glaze served over rice

**Baked Haddock Caprese – \$13**  
Topped with sliced tomatoes, mozzarella cheese and basil served with rice and veggies

**Burger & Lobster – \$15**  
Our homemade Angus burger grilled and topped with fresh lobster meat, lettuce, tomato and onions served with a pickle and fries

**Super Saver Lunch Specials**  
• Ratatouille Salad –\$8 • SEgg Salad Roll Up –\$7  
• Hawaiian Flatbread –\$8

### SUNDAY & WEDNESDAY FEATURE • SERVED ALL DAY

**Twin Lobsters –\$23.99** 2 one-pound Maine lobsters served with corn on the cob and drawn butter

### CHEF BILL'S WEEKLY FEATURES • SERVED ALL DAY

**Surf & Turf Dinner For 2 –\$99.99**  
32oz Bone in Tomahawk steak served with 2 one-pound Maine lobsters served with chowder, salad, baked potato and veggies

**Twin Lobsters –\$31.99**  
Two one-pound Maine lobsters served with a cup of NE clam chowder, corn on the cob and drawn butter

**Lobster Dinner For 2 –\$109.99**  
Two 2½-pound Maine lobsters served with chowder, salad, corn on the cob and baked potatoes

### WINTER DINING DEALS

**Sundays**  
(All Day; Bar & Dining Room)  
Twin lobsters w/corn on the cob & drawn butter –\$23.99

**Martini Mondays**  
(All Day; Bar & Dining Room)  
Kettle One, Stolli, Smirnoff and Tito's Martinis –\$6  
Turkey Dinner served with mashed potatoes, gravy, vegetables, stuffing, cranberry sauce and a slice of apple pie –\$14.99

**Tuesdays**  
(After 4pm; Bar & Dining Room)  
Prime Rib Night - It's not just on Friday & Saturdays  
Our famous 16oz Prime Rib served with a salad, potato and vegetable \$18.99 while it lasts  
Add a 4oz lobster tail for \$10

**Wednesdays**  
(All Day; Bar & Dining Room)  
Twin lobsters w/corn on the cob & drawn butter –\$23.99

**Thursdays**  
(All Day; Bar & Dining Room)  
Surf & Turf Special  
One 1 pound Maine lobster w/6oz filet served with chowder, corn on the cob and baked potato \$26.95

**Lunch Special**  
(Sunday–Thursday; Dining Room)  
Order any lunch entrée & get a second lunch entrée (\$15 or less) for half price. (Must present this ad to receive the discount)

**Winter Wine Special**  
(Sunday–Thursday; All Day)  
20% off all bottles of wine on our wine list



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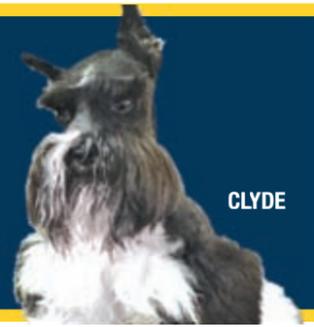
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**Ft. Myers Contemporary Estate Home**  
This is a two story estate home has been totally re-modeled.  
**\$1,699,000**  
1-866-657-2300 800FM022494.

**CAPE CORAL**



**Large Estate Home**  
Panoramic basin & canal views from everywhere within this large estate home.  
**\$1,149,900**  
1-866-657-2300 800CC065572.

**CAPE CORAL**



**Direct Access**  
Enjoy spectacular sunsets from your pool overlooking wide intersecting canals with direct access to the river and gulf!  
**\$715,000**  
1-866-657-2300 800CC062602.

**CAPE CORAL**



**3/2 Direct Gulf Access Pool, Lift, Turnkey Home**  
Enjoy the Florida lifestyle w/this beautiful direct gulf access pool home. Dock w/lift. \$160,000 of upgrades turnkey.  
**\$650,000**  
1-866-657-2300 800CC043143.

**CAPE CORAL**



**Well Maintained Gulf Access-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.

**CAPE CORAL**



**Endless Water Views**  
3 bedroom 3 bath Gulf access pool home. Master bedroom looks out across the water and has remodeled master bath!  
**\$588,500**  
1-866-657-2300 800CC063037.

**FORT MYERS**



**Smugglers Cove Condo On Beach**  
Just listed Smuggler's Cove condo. This "Best on the Beach" condo is an investors dream with rentals of \$2100 a week.  
**\$545,000**  
1-866-657-2300 800FM066161.

**CAPE CORAL**



**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.  
**\$539,000**  
1-866-657-2300 800CC014769.

**BONITA SPRINGS**



**New Construction**  
Craftsmanship & upgrades throughout this home. Complete open concept design with soaring ceilings. 3 bedroom 2.5 baths.  
**\$529,900**  
1-866-657-2300 800CC063493.

**FORT MYERS**



**Waterfront Pool Home**  
Beautifully updated waterfront pool home located in Caloosa Yacht & Racquet Club!  
**\$489,900**  
1-866-657-2300 800CC070301.

**FORT MYERS**



**Lakefront Pool Home**  
Custom lakefront Ravenna pool home located on Rosalinda in award winning community of Paseo!  
**\$475,000**  
1-866-657-2300 800CC068027.

**CAPE CORAL**



**Sailboat Access**  
Sailboat access pool home with over 2300 sqft. of living area. 4/2 with updated kitchen and bathrooms.  
**\$474,900**  
1-866-657-2300 800CC070553.

**ESTERO**



**Pool Home in Bella Terra**  
5/3 pool home with 3 car garage in the Bella Terra community. 24 Hour guard gated community.  
**\$455,000**  
1-866-657-2300 800BS048975.

**CAPE CORAL**



**Wide Intersecting Canal Views**  
1,664 sqft with 3 bedrooms/2 baths and a beautiful pool and spa. Located in the desirable Sands Blvd area.  
**\$449,900**  
1-866-657-2300 800CC060224.

**CAPE CORAL**



**Southern Exposure Direct Sailboat Access Pool Home**  
Walking distance to Cape Coral Beach and Boat House. Home is located in very popular Yacht club area. Beautiful Views!  
**\$449,000**  
1-866-657-2300 800CC063813.

**NORTH PORT**



**4/2/2 Pool Home on a Saltwater Canal in PGI**  
Come and see this well maintained 4 bed 2 bath 2 car garage Pool home on a saltwater canal.  
**\$429,900**  
1-866-657-2300 800CH243546.

**CAPE CORAL**



**Location - Location - Location**  
Large 3/2 waterfront pool home on intersecting canal with gulf access!  
**\$419,999**  
1-866-657-2300 800CC051719.

**CAPE CORAL**



**SW Cape Gulf Access Luxury**  
Gulf access southern exposure 4/2/2 in highly desired SW Cape Coral. Oversized solar heated pool.  
**\$419,900**  
1-866-657-2300 800FM017821.

**ESTERO**



**Corkscrew Shores**  
Beautiful new home at Corkscrew Shores 2/2/2 + sun-room. Located in Estero. Low HOA fees! Resort style living!  
**\$401,000**  
1-866-657-2300 800BS068379.

**CAPE CORAL**



**Beautiful Gulf Access Pool Home**  
Don't miss this one. Everything is done! Beautifully landscaped!  
**\$399,900**  
1-866-657-2300 800LE058779.



### CAPE CORAL



**Location - Location - Location**  
Location, location, location! Amazing SW single family home. 4 beds 3 and a half bath pool home 3 car garage.  
**\$398,900**  
1-866-657-2300 800FM061492.

### LABELLE



**Beautiful River Front Property**  
Beautiful 3 bedroom 2 bath 1 car garage plus den home is on the Caloosahatchee River.  
**\$398,500**  
1-866-657-2300 800LE015662.

### CAPE CORAL



**Waterfront Home**  
One of the largest waterfront home in SE Cape at almost 1/2 acre! 3/2 all tile with a pool and spa for relaxing!  
**\$397,900**  
1-866-657-2300 800CC063935.

### FORT MYERS



**Tanglewood Neighborhood**  
Charming 4 bedroom home in the Tanglewood neighborhood with extra garage and parking for your boat and/or RV!  
**\$395,000**  
1-866-657-2300 800CC046062.

### CAPE CORAL



**Spectacular 4-5 Bed, Den, Pool Home, Whole Home Upgrades**  
Custom home with over \$100,000 in upgrades, from whole house generator, & RO, dream kitchen & laundry with LG appliances.  
**\$385,900**  
1-866-657-2300 800CC038198.

### 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



**Prestigious Area & Home**  
Whiskey Creek home own this lovely 2,344 sqft 3/2.5 bath pool home.  
**\$359,000**  
1-866-657-2300 800FM052079.

### CAPE CORAL



**Large 4/3 Pool Home**  
Southern exposure great SW Cape Coral location; All assessments are paid! Almost 2,300 sqft and well maintained!  
**\$349,900**  
1-866-657-2300 800CC067395.

### CAPE CORAL



**Pool Home on almost 1/2 Acre Fresh Water Canal**  
4 Bedrooms, 2 bath, pool with integrated spa on almost 1/2 Acre Lot. Backyard is fenced. Built in 2006.  
**\$339,000**  
1-866-657-2300 800CC044789.

### NORTH FORT MYERS



**Vacation Year Round in this Resort**  
Beautiful designer golf course front pool.  
**\$337,500**  
1-866-657-2300 800FM062232.

### ESTERO



**Upgrades Galore in Villa Palmeras**  
Upgrades, upgrades, upgrades! Best value in Villa Palmeras. Beautifully upgraded and maintained 3/2/2.  
**\$334,900**  
1-866-657-2300 800FM058322.

### 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.

### 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



**Great Location and a Great Home**  
Great southern exposure pool home in a highly desired part of town. Assessments paid!  
**\$305,000**  
1-866-657-2300 800CC065327.

### BONITA SPRINGS



**Centrally Located Home with Spacious Backyard**  
2/2 Single family home plus a 2-car garage. Living in nature - lots of privacy but close to everything. A must see!  
**\$299,900**  
1-866-657-2300 800FM063820.

### LEHIGH ACRES



**Pool Home on 1.5 Acres**  
Completely renovated pool home on 1.5 acres, gourmet kitchen, great master suite, storage shed, fenced yard.  
**\$290,000**  
1-866-657-2300 800LE064710.

### FORT MYERS



**Open! Bright! Updated 3 Beds! 2 Baths!**  
Beds\*2 Updated baths\*New floors\*New Granite\*New A/C\* + more\*Community pool\*Club house\*Workout room & more\*Gorgeous home  
**\$290,000**  
1-866-657-2300 800FM059104.

### PORT CHARLOTTE



**Beautiful Lake Home South Western Exposure**  
Southwestern exposure pool home in desirable Deep Creek Community. 3 bedrooms, 2 baths with 2 car garage. Sold turnkey!  
**\$286,000**  
1-866-657-2300 800CC038179.

### CAPE CORAL



**Luxurious Pool Home**  
3/2 Pool home in SW Cape Coral with stunning upgrades.  
**\$285,000**  
1-866-657-2300 800CC047178.

### CAPE CORAL



**Captivating Home w/a Beautiful Private Pool**  
3 Bedrooms + den utilized as a fourth bedroom, 2 baths, 2 car garage.  
**\$279,999**  
1-866-657-2300 800LE056011.

### FORT MYERS



**Golfers Paradise**  
3/2 with beautiful views of the golf course and lake!  
**\$279,900**  
1-866-657-2300 800CC070049.

### FORT MYERS



**Perfection Personified**  
2 bedroom 2 bath + den with formal living room and dining room.  
**\$279,000**  
1-866-657-2300 800FM064377.

### CAPE CORAL



**Tiki Bar**  
3 bedroom 2 bath pool home with an outdoor kitchen and tiki bar!  
**\$275,000**  
1-866-657-2300 800CC062450.

### FORT MYERS



**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.  
**\$265,000**  
1-866-657-2300 800FM043001.



# Call 866-657-2300



### CAPE CORAL



**Beautiful Cape Coral 3 Bed 2.5 Baths**  
Den, lots of kitchen cabinets with breakfast bar, pool with plenty of room for entertaining.  
**\$259,900**  
1-866-657-2300 800CC064501.

### FORT MYERS



**Key West Style Home**  
Enjoy the many conveniences this 3 bed 2 bath home in the established community of Parker Lakes.  
**\$250,000**  
1-866-657-2300 800FM066689.

### FORT MYERS



**Rare Top Floor End Unit Veranda Condo on Golf Course**  
Championship golf course close to beach and Sanibel! Best view - upgraded.  
**\$249,900**  
1-866-657-2300 800FM071128.

### PUNTA GORDA



**Deep Creek Beauty**  
3/2/2 Pool home with over 2200 sqft of Florida living. Large living room leading to great outdoor living.  
**\$249,900**  
1-866-657-2300 800CH241061.

### ESTERO



**Water View villa at Estero**  
Lovely 2 bed 2 bath+ den beautiful view in Fairway Bend Village at the Vines.  
**\$249,900**  
1-866-657-2300 800FM062675.

### CAPE CORAL



**3/2 Pool Home-Fantastic Location-Southern Exposure**  
Tons of open space & lighting with gorgeous high ceilings. Brand new carpet in bedrooms, freshly painted, over sized lot.  
**\$244,999**  
1-866-657-2300 800CC049780.

### FORT MYERS



**Gorgeous Single Family Home**  
3 bed 2 bath 2 car Gar. New kitchen With New bath. \*New A/C\* Soaring!  
**\$235,000**  
1-866-657-2300 800FM070822.

### CAPE CORAL



**Nice Corner Pool Home**  
Affordable clean pool home in SW Cape Coral. Brand new tile flooring throughout; Updated bathrooms. All assessments paid.  
**\$229,900**  
1-866-657-2300 800CC053679.

### ESTERO



**1st Floor. Million Dollar View**  
1st Floor coach home!!!!!!  
**\$229,000**  
1-866-657-2300 800FM011094.

### FORT MYERS



**3 Bed/2 Bath Carriage Home-Colonial Country Club**  
Serene preserve and lake view! 3 Bed/2 bath, 1857 sqft carriage home in prestigious Colonial Country Club.  
**\$225,000**  
1-866-657-2300 800FM069332.

### FORT MYERS



**Whiskey Creek 3/2 Spacious Villa**  
Rare opportunity to own the biggest and best! 3 bed/2 bath villa with the largest floorplan, over 1700 sqft under air.  
**\$225,000**  
1-866-657-2300 800FM070968.

### CAPE CORAL



**3+1/2 Pool Home in SW Cape Coral**  
Great opportunity to own a pool home - just needs some cosmetic updates and love.  
**\$224,900**  
1-866-657-2300 800CC060991.

### CAPE CORAL



**One & Half Story on Fresh Water Canal**  
One & Half story with huge master suite. Open family room dining room adjacent to kitchen.  
**\$219,900**  
1-866-657-2300 800CC065134.

### LEHIGH ACRES



**Beautiful 3+ Den/2/3 in Twin Lake Estates**  
You have plenty of cabinets in this spacious kitchen with new refrigerator, dishwasher and stove along with a pantry closet.  
**\$210,000**  
1-866-657-2300 800LE055619.

### PORT CHARLOTTE



**Very Nice Pool Home 3/2/2**  
Beautiful good size pool to enjoy in this 3/2/2 amenities like golfing, fishing, & tennis and boating in this area.  
**\$204,900**  
1-866-657-2300 800CH243142.

### CAPE CORAL



**4/3/2 Home in Desirable SW Cape**  
4 bed 3 full bath 2 car garage, huge backyard with lots of fruit tree's.  
**\$203,900**  
1-866-657-2300 800CC062398.

### LEHIGH ACRES



**2214sqft home-3 Bed-2 Bath w/Den-Gated Community**  
This 2214sqft home has 3 bed, 2 bath and a spacious den located on a .30 of an acre in the gated community of Shadow Lakes.  
**\$199,999**  
1-866-657-2300 800LE044047.

### PORT CHARLOTTE



**Beautifully Modern 3 Bedroom 2 Bath Home**  
Fish from your own backyard in this beautifully updated pool home on a freshwater canal in a quiet neighborhood.  
**\$199,900**  
1-866-657-2300 800CH245239.

### NORTH PORT



**3/2/2 Pool Home in North Port Easy Access to I-75**  
Ready 3 bed 2 bath 2 car garage pool home on 2 lots! This home features tile in the main living areas and carpet.  
**\$199,900**  
1-866-657-2300 800CH245814.

### CAPE CORAL



**Close to Shopping**  
3/2 Cape Coral home conveniently located close to shopping, dining and beaches!  
**\$195,991**  
1-866-657-2300 800CC064684.

### FORT MYERS



**Wyldeewood Lakes 3 Bed Villa**  
Spacious and inviting. Discover Wyldeewood Lakes in prestigious Whiskey Creek. 3 Bed/2 bath/2 car garage Cedar model.  
**\$194,000**  
1-866-657-2300 800FM065237.

### 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.

**#1**  
**CENTURY 21 IN THE STATE OF FLORIDA**

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**MAKING DREAMS COME TRUE!**

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**SEARCH OVER 550 HOME & LOT LISTINGS!**  
**C21SUNBELT.COM**

**CALL 866-657-2300 TO SCHEDULE YOUR SHOWING!**



### LEHIGH ACRES



**Beautiful 3 Bed 2 Bath Den in Quiet Neighborhood**  
This lovely home features 3 bedrooms plus a den 2 bathrooms and a two car garage, tile floor through out the entire home.  
**\$185,900**  
800LE070872.  
1-866-657-2300

### LEHIGH ACRES



**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 its one of the few w/pool.  
**\$184,900**  
800LE046907.  
1-866-657-2300

### FORT MYERS



**Location - Location - Location**  
Beautiful vintage home in great shape. Don't let the age fool you, this home needs nothing.  
**\$175,000**  
800LE065775.  
1-866-657-2300

### ESTERO



**Estero Condo in Osprey Cove**  
Great furnished 2/2 ready for it's next owner. This is a well kept 2nd floor unit with carport.  
**\$165,000**  
800FM065562.  
1-866-657-2300

### CAPE CORAL



**55+ Community Condo - Sailboat Access - SE Cape Coral**  
3/2 condo in a 55+ community with sailboat access in Cape Coral.  
**\$159,000**  
800CC023780.  
1-866-657-2300

### ARCADIA



**Income Producing Duplex**  
Furnished duplex sitting on three lots.  
**\$154,900**  
800CH241498.  
1-866-657-2300

### 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**  
800CC076869.  
1-866-657-2300

### PORT CHARLOTTE



**3/2/1 with a Great Floorplan**  
Many new items including brand new air conditioner, new hot water heater, new front entry door with smart key lock.  
**\$149,900**  
800CH243016.  
1-866-657-2300

### PORT CHARLOTTE



**Great Family Home**  
3/2 lovely location home  
**\$149,000**  
800CH242382.  
1-866-657-2300

### LABELLE



**Great Family Home**  
Great home for a growing family, close to schools and shopping. This 3/2 has plenty of room for everyone. Family friendly.  
**\$143,999**  
800FM060135.  
1-866-657-2300

### 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**  
800CH241922.  
1-866-657-2300

### FORT MYERS



**1st Floor Condo in Desirable Brookshire Community**  
2 bedroom 2 bath 1st floor condo in desirable Brookshire Community! Location Location!!  
**\$138,900**  
800FM053503.  
1-866-657-2300

### LEHIGH ACRES



**Beautiful Villas of Bethany Trace**  
2 Bedroom, 2 bath, with den/office and 2 car garage with screen enclosure. City water and sewer.  
**\$129,900**  
800LE061530.  
1-866-657-2300

### LEHIGH ACRES



**Great Location! Non-Gated/Non HOA Community**  
Located in central Lehigh this neighborhood is conveniently located close to shopping, public parks, transportation & place of worship.  
**\$129,900**  
800LE041180.  
1-866-657-2300

### LEHIGH ACRES



**Best Bargain You Will Ever Find in Lehigh Acres**  
This home is the best bargain you will ever find in Lehigh Acres. Two bedrooms (one at 26x22 feet).  
**\$126,950**  
800FM063553.  
1-866-657-2300

### FORT MYERS



**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 Slough Preserve.  
**\$123,900**  
800FM043561.  
1-866-657-2300

### CAPE CORAL



**Location, Location, Location**  
First floor 2/2 w/gulf access canal in SW Cape Coral.  
**\$121,900**  
800FM059614.  
1-866-657-2300

### CAPE CORAL



**Nice End Unit Townhome**  
The least expensive end unit townhome on the market! Perfect for owner occupants or a renting!  
**\$114,900**  
800CC069486.  
1-866-657-2300

### FORT MYERS



**Investment Potential**  
Solid well maintained home with great investment potentials.  
**\$99,600**  
800CC062876.  
1-866-657-2300

### NORTH FORT MYERS



**55+ Community**  
Furnished 2 bedroom 1 1/2 bath in pet friendly section of Laurel Estates.  
**\$45,000**  
800CC071372.  
1-866-657-2300

