



Members in the News

E-Value Mortgage recently celebrated its new location at 33920 US Highway 19, Suite 340, Palm Harbor. E-Value Mortgage is your one-stop real estate shop for mortgages, appraisals and title services. They provide 15-minute mortgage approvals, an on-staff attorney, and have a team of state-licensed and lender-approved appraisers bred for speed and excellent customer service. They are also the endorsed lender for Charles Rutenberg Realty with over 2,000 real estate agents.



(l/r) Jim White, Sales Manager; Bruno Skoczynski, President; Cindi Quint, Underwriting Manager; Rowen Suarez, Appraisal Manager; Floyd Pierson, Sales Manager; Dion DePaoli, Operations Manager

E-Value Mortgage, Inc.
33920 US Highway 19, Suite 340
Palm Harbor, FL 34684
(727) 725-0000
www.evaluemortgage.com

TLS Media, a media relations company, is opening a new office in Ybor City at 1726 E. 7th Avenue.

Company principal Tracey Sievertson is a former television reporter with 13 years of broadcast experience, including four years at the local ABC affiliate. In January of 2005, Sievertson launched TLS Media, specializing in media training and video production. More than 15 months later, the company has evolved into a full-service public relations firm with services including community relations programs, special events, spokesperson, press kits, crisis communications, grassroots advocacy and campaign management.



Tracey Sievertson, Principal of TLS Media

TLS Media
1726 E. 7th Avenue, Ybor City, FL
813-774-4778
www.tlsknowsmedia.com



(l/r) Tim Dow, Beach & Bay Realty; Karen Lucan, Beach & Bay Realty; Mark Stalker, Gannaway Builders; Guy Gannaway, Gannaway Builders; Anne Marie Dow, Beach & Bay Realty

Gannaway Builders, Inc. recently celebrated the unveiling of its new development, the *Palms of Redington Shores*. This development offers 28 new luxury tri-level townhomes, each with 2,500 square feet of living space and a choice of three or four bedrooms and three baths. Every townhome has a private, four-stop elevator featuring access to a rooftop patio and views of the gulf waters.

Since the incorporation of Gannaway Builders, Inc. in 1985, this Clearwater company has had a focus on providing

top quality service for new construction of condominiums/ townhomes and condo conversions, retail, churches, restaurants, and warehouse /industrial space.

Beach & Bay Realty, Inc. (La Concha Plaza)
20001 Gulf Boulevard, Suite 5
Indian Shores, FL 33785
(727) 399-8614
www.palmsofredingtonshores.com

Gannaway Builders, Inc.
2340 S.R. 580, Ste. W.,
Clearwater, FL 33763
(727) 726-2547
www.gannawaybuilders.com

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(l/r) John Doran, Clearwater Councilmember; Gary Esposito; Sara Esposito, Owner; Frank Hibbard, Clearwater Mayor; Carlen Petersen, Clearwater Councilmember; Jocie Rivera, CRCC

Scrub Tropics Uniforms
2547 Countryside Blvd., Ste. 3
Clearwater, FL 33761
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MONTHLY BUSINESS SPOTLIGHT

LOCAL COMPANY MAKING INSURANCE EASY

James Nichols knew what he wanted when he decided to take the plunge into entrepreneurship. As many entrepreneurs getting started, he wanted to be a part of something special - something he could call his own. It wasn't that being President of a successful local insurance company and helping it grow to more than 120 agents in just five years wasn't special - it just wasn't something he could call his own.

Now, more than 12 years later, Nichols is the President and Owner of Nichols Insurance, a thriving and growing insurance agency that serves more than 375 business clients throughout the state. Nichols Insurance is an employment benefits agency, writing health insurance for individuals and businesses. "We make insurance easy," says Nichols.

"Our niche is serving companies with four to 50 employees," says Nichols. "We're not afraid to talk to small companies with one, two, three, four, five or six employees." In fact, Nichols claims some of his biggest clients started as one and two employee companies. Nichols points out that many in the insurance industry will not write for such small companies because it's not profitable enough but he sees the value in serving them. "They provide a tremendous resource of referrals and they grow," says a smiling Nichols.



(l/r) (Standing) Marilyn Correale, Wanda Rivers, Sheryl Anfinson, Kerry Stagliano, Scott Putnam, Jim Arntz, Jim Cash, Jeff Roberts, Denise Freeman, Brent Carpenter (l/r) (Sitting) James J. Nichols and Nancy Nichols

Growing is something Nichols Insurance has done since it opened its doors in 1994. Now one of the largest writers of small group health insurance in the southeast United States, Nichols Insurance prides itself on providing great customer service. "We believe in customer service," expresses a passionate Nichols. "We probably spend a little more on overhead because of our attention to it but we also see the returns."

A great team and its ability to embrace technology have enabled Nichols Insurance to provide its customers with quick and comprehensive plans for health, dental, life, disability (short and long-term) and vision insurance. In addition, they also coordinate COBRA Administration, Section 125 Plans (pre-tax), Multi-site Plans, employee leasing, and handle all billing and claims resolutions. "We have a great group of dedicated people working for us," says Nichols.

A member of the Clearwater Regional Chamber since 2001, Nichols Insurance sees the value in being a Clearwater Regional Chamber of Commerce Member. "If you're going to be around for a while, you're crazy not to be a member of the Clearwater Regional Chamber," says Nichols.

To learn more about Nichols Insurance, please reference the following contact information.

Nichols Insurance
101 Philippe Parkway, Ste. 215
Safety Harbor, FL 34695
(727) 723-1111
www.usmedical.org

