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# ShotoSite ORLANDO



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**1- CLEAN CAUSE:** Libby's Legacy Breast Cancer Foundation scrubbed cars for cash at a fundraiser March 3. PHOTO BY MARK CADY

**2- MBA TEAM:** Mikeal Audebert, MBA executive director, networked with Michael Wallman, MBA board member, at the Metropolitan Business Association's March networking social at AesthetiMED. PHOTO BY MARK CADY

**3- DRIVING FORCE:** Nicole Salzman, left and marketing director for Sport Subaru on Colonial Drive, stands near a car the dealership donated to Judy's Pet Rescue. PHOTO BY MARK CADY

**4- STATELY ADDRESS:** Orlando mayor Buddy Dyer, left, shook hands with a city police officer at the mayor's 2012 State of the City address, Feb. 29 at the UCF College of Medicine at Lake Nona. PHOTO COURTESY CITY OF ORLANDO

**5- SPRING BREAK TWIST:** UCF students volunteered with West Care Georgia to conduct free youth HIV testing in Downtown Orlando, sponsored by LGBTQ Services and VolunteerUCF. PHOTO COURTESY UCF LGBTQ SERVICES

**6- PASS THE CHILI:** The Yes Deer Chili Company's mascot made the rounds among the hundreds who attended a chili cook-off March 3 at Blue Jacket Park. PHOTO BY ELIZABETH MCCARTHY

**7- INCOMING!:** Sabrina "Ellen Degenerate" Napolitano (far left) braced for impact from Becca "T-Bex" Fisher at the Orlando Psycho City Derby Girls March 11 game at Semoran Skateway. PHOTO COURTESY PHANTOM PHOTOGRAPHICS

**8- OUR VOICE:** Danny Humphress presented city commissioner Patty Sheehan with Equality Florida's "Voice for Equality" award at the Equality Florida Winter Mixer, held March 8 in Humphress' home. PHOTO BY TOM DYER



## Business In The Parks

Jeremy Sloane, chairman of the board of directors for **Community Coordinated Care For Children, Inc. (4C)**, is pleased to announce the appointment of **Patricia E. Frank** as president



PATRICIA FRANK

and CEO of the charitable organization. Frank will assume the position after this month's retirement of Colleen Gallagher, who has been with the 4C since 1984. Frank joined 4C in 1994 and currently serves as the vice president and chief financial officer. She will be the agency's fourth president and CEO in its almost 45 years of operation. Frank has a bachelor's degree in accounting from the University of Central Florida and a master's in business administration from the Crummer Graduate School of Business at Rollins College.

Elizabeth Villegas, vice president at **Kuykendall Gardner Risk & Insurance Brokers**, was recently appointed to the board of directors for the Winter Park Chamber of Commerce. Elizabeth has been with Kuykendall Gardner, where



ELIZABETH VILLEGAS

she is an insurance broker, since 2004. Elizabeth is a graduate of the W.P. Chamber's Leadership Winter Park Class XXII. She received a bachelor's degree from Wellesley College, where she received a bachelor's degree in economics. In addition, she is a member of the Winter Park Community Foundation Advisory Board.

**Florida Frame House** recently celebrated the opening of their new location at 10000 Sylvania Avenue in Winter Park. Owner **Baxter Matthews** was the seventh month of 58 years of operation. For more information please visit [floridaframehouse.net](http://floridaframehouse.net)

**Marisa Worley** has been hired as the director of development at **A Gift For Teaching**, Central Florida's primary provider of school supplies that enable children to dream, create and experience success in school and life. Worley has held several development and public relations leadership roles in the community for the past decade, including those at the Florida Theatrical Association



MARISA WORLEY

and Massey Communications. Most recently, she served as the senior director at the Winter Park Chamber

**Michael S. Wallman** has been named chairman of the SAC (School Advisory Council) committee at **Glenridge Middle School** in Orlando, FL. The SAC committee assists the principal in developing a school improvement plan and evaluating the results of the plan in order to help students achieve success.



MICHAEL S. WALLMAN

**Catherine D'Amico**, an award-winning real estate broker/sales associate with 24 years of experience, primarily in Winter Park, has rejoined **Fannie Hillman + Associates** where she previously served nine productive years (1998-2006) in that same capacity. Recognized as an Award of Excellence Realtor by Award of Excellence Realtor.com and by Five Star Professional



CATHERINE D'AMICO

Over 800 scouts, scouters, and family members gathered at the annual Central Florida Council Recognition Banquet to award **William E. Ruffier**, managing partner of the Orlando based personal injury firm **Dellecker Wilson King McKenna Ruffier & Sos**, with the prestigious



BILL RUFFIER

NESA outstanding Eagle Scout Award (NOESA). The NOESA award is granted by the local council's NESA committee to Eagle Scouts who have devoted a lifetime to their profession, avocation, community, and beliefs, at great sacrifice to themselves and their families. Mr. Ruffier has held several leadership positions within the Boy Scouts of America, including positions on the Central Florida Council Executive Board. He has been instrumental in fostering spiritual growth and leadership skills among Orlando's young men for many years.

**Heart of Florida United Way (HFUW)**, Central Florida's most comprehensive health and human services agency, has appointed **Danielle Orchard** as its new senior director of donor relations. In this role, her responsibilities include the overall





# Miami-Dade Gay and Lesbian Chamber hosts business expo

by Michael North  
U/Miami News Service  
Tuesday Oct 14, 2008



Michael S. Wallman and Uiane Lim wanted clients; Uli Schackmann wanted underwriters. All three headed Oct. 4 to the Miami Mart Airport Hotel where the Miami-Dade Gay and Lesbian Chamber of Commerce tried to make their wishes come true.

The occasion was the chamber's first business and community expo designed to place buyers, sellers and products all in the same location, said Steve Adkins, the chamber's executive director.

Expo Explore, he said, "provides visibility for the chamber and its members, drives business to vendors and provides education to anyone wanting the opportunity."

Businesses from a variety of different industries - from financial planners and photographers to psychologists and insurance salesmen - were on hand, allowing chamber members to promote their products and services to each other and to the public at large.

"Picking up clients would be great," said Wallman, who attended the expo to reinforce his business' presence in the community. His company, Wallman Financial Group, based in downtown Miami, offers financial planning to primarily alternative families.

Lim represented ActionCOACH, a worldwide firm designed to act as "a personal trainer for small businesses." The Miami branch educates small business owners in delegation techniques so that they do not become too overloaded with various tasks.

Schackmann compared the expo to the Miami Book Fair, referring to the professionalism on display from organizers and vendors.

She was representing WLRN Public Radio and Television, and aimed to bring in new members, and persuade business corporations to become underwriters for WLRN. She also came to share information about the impending switch to high definition television in February.

With close to 400 members, the Miami-Dade Gay and Lesbian Chamber of Commerce is the largest nonprofit organization in the country for gay and lesbian businesses.

Chamber members were offered sizeable discounts for members to participate. Single booths were priced at \$50 while nonmembers were charged \$300, which included chamber membership valued at \$250.

An extensive breakfast table, cocktail reception and festive music greeted participants at the Miami Mart, 711 NW 72nd Ave., where they also could take part in a series of educational seminars that ranged from leadership coaching to social networking to issue advocacy.

Larry Hughes' booth was flooded with bumper stickers, placards, brochures and T-shirts promoting SAVE Dade's efforts to defeat Amendment 2, a statewide ballot measure that would ban gay marriage by specifying that marriage is a union between a man and a woman.

"SAVE focuses on fighting discrimination in Miami," Hughes said. "Amendment 2 not only discriminates against the LGBT community but also against heterosexual communities as well," he said.

While expo organizers anticipated that more than 1,000 people and 500 exhibitors would attend, only about 200 came out, Adkins said. And instead of 500 exhibitors, there were 82.

A stormy day didn't help attendance, Adkins said, still calling the event a great experience.

"The weather kept the crowd low but the people there were there to do business, exchange contact information and generate new business," he said. "The main goal of trade shows is to expand your business base and I think booth participants were able to accomplish that," said Adkins.

Wallman, the financial advisor, said he was glad he participated.

"The expo allowed me to entrench my business' visibility in the community; it helped to support and reaffirm my commitment to the community," Wallman said. "I absolutely would come again. It was their first time and they did a fine job."

Adkins said he sees the chamber's first expo effort as a stepping stone to future expos.

"This is our first event," he said. "We do plan on having one every year. We are planning on having a panel consisting of various participants to discuss the good things and the things that we can improve. We also plan on issuing a survey online to deliver the best experience for next year."



## Community Events

# Pass the Shrimp: Bilingual is In

*"...this event is SIPA's largest fundraiser for the year and by all early accounts, the 2007 Gran Paella was a great success."*

by Madame Foo

Over 250 people braved the weather Saturday March 24th to meet and rub elbows with the Consul General of Spain, Santiago Cabanas Ansoreña, his wife Sol and other dignitaries at the Consul's personal residence. The fundraising event was for the SIPA organization, which stands for the Spanish International Parents Association, was well attended notwithstanding the rain that attempted to thwart partygoers that evening. It seems that if you have a great event and are able to eat great paella, drink and dance, any good tent will do. A Gran Paella it was.

But the event was much more than just a great party. SIPA is a non-profit parent organization that supports the Spanish International Studies Program and serves as an overlay to the five schools in Miami-Dade County that enjoy the program: Sunset Elementary, Carver Middle, Coral Way K-8, Ada Merritt K-8 and Ponce Middle Schools. SIPA works with the Spanish Consulate and the Spanish Minister of Education to help guide the program and coordinate with the Spanish lead teachers on behalf of the students. This program begins in elementary school and continues through high school; the International Charter High School is being considered for expansion due to the huge success of the program.

The SIPA organization has provided funding for the students in the form of curriculum-enriching materials, such as textbooks, periodicals, Spanish dictionaries,

maps as well as computers. It has also provided funding for Hispanic Heritage Programs, cultural programs and field trips. Lastly, this organization has helped fund scholarships for the Fifth grade trip to Spain, which is not only a cultural experience but also allows the students to attend school with local students in Madrid, Spain.

Do not think twice about the next time you wonder what is the Spanish word for peacock [pavo real] or what is the product of 12,000 times 2 [doce mil por dos= veinte y cuatro mil], just know that if your child is in the Spanish program, he will know, so just ask him. Because in Miami and all other hubs to Spanish speaking countries will appreciate that your child will know the words and their meaning too. It is to our advantage that these programs continue to succeed and expand even further.

The rain subsided to allow SIPA president, Mike Wallman, an opportunity to share what the program meant to him and his family who relocated to Miami from New York. Consul General Cabanas thanked the many guests and showed his support of the program and led the way to the Ministry of Education's presentation of awards to several high performing students. The evening continued with the raffle of additional gifts while sipping Bacardi imbibes.

So this event is SIPA's largest fundraiser for the year and by all early accounts, the 2007 Gran Paella was a great success. In speaking with Andrea Leal, a SIPA board member and chair of the event, she indicated that she "was very pleased with the turnout, the support from the sponsors of the event, including the many silent auction donors, as well as the Principals and Assistant Principals and other teachers that came out to attend." Mrs. Leal also praised her fellow board members and the teamwork that helped to bring this event to fruition. 2006 served as the pre-cursor for this year and yes, planning has definitely begun to make the 2008 Gran Paella even better. Well, maybe someone should talk with mother nature in advance, just in case.





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## THE BEST OF ALL WORLDS

Leading the Miami-Dade Gay and Lesbian Chamber of Commerce gives Steve Adkins an opportunity to exercise his business savvy, and just be himself.



Promoting Diversity: Steve Adkins is playing a key role in expanding the Miami-Dade Gay and Lesbian Chamber of Commerce.

**AFTER 17 YEARS** in California as a successful financial professional, Steve Adkins needed a change. A drastic change, to use his own words.

So in 1999 he moved to Florida and bought a B&B, the Jefferson House on Miami Beach. The move meant Adkins was finally able to live openly – beyond the constraints of the ultra-conservative banking world – as a gay man. And that turned out to be a good...no, make that a great thing for the gay and lesbian business community in South Florida.

Fast-forward to 2006: Adkins is president of the Miami-Dade Gay and Lesbian Chamber of Commerce, and under his guidance this past year the organization has grown into the largest non-profit gay and lesbian business organization in the county.

"Fourteen months ago, we had 80 members. Now there are almost 400," Adkins says. Initially a volunteer at the organization, Adkins watched it take shape through the melding of the Miami Network – a group of professional gay business owners – and a similar group called the South Beach Business Guild. The two joined forces to become the Chamber in 1999, but there was still a lot of work to do.

"It took three to four years to form a new identity, and we diversified all across Miami-Dade County," Adkins says. "But soon it became quite apparent that if we were going to be something, we needed somebody here full-time."

Adkins became president and the group's first full-time employee. Last summer, he brought Michael Vita on board as secretary and treasurer.

"But it's more than the two of us can handle," he says, so the Chamber is always look-

ing for volunteers to help put together the publications, networking and educational events that attract business owners – both gay and allied – to the group.

One of those allied members is Michael Wallman, a financial advisor specializing in estate planning for alternative families.

"I've been with the Chamber since 1996 when it was still the South Beach Business Guild," says Wallman. "Steve has taken it to the next level and broadened the scope. I'm not the only straight member anymore."

Matter of fact, about 40 percent of the membership is straight, Adkins says. "We're really paving new ground, because this is a social group, but it's a business group first," he says.

To that end, the Chamber holds monthly networking and educational pro-



# CITYWATCH

## MIAMI-DADE

### SPANISH IMMERSION



■ Students in Miami's Spanish International Studies Program traveled to Spain over spring break, visiting Segovia, Madrid, Toledo and Sevilla. Beginning in first grade, the Spanish IS program provides children with an international curriculum emphasizing studies in Spanish. It is offered in nine Miami-Dade County schools.

"I have seen first hand how great the program is, having three children in the program at Coral Way K-8," says Michael Wallman, president of the Spanish International Parents Association. "There is no Spanish spoken at home, yet all three of my children are now bilingual thanks to the IS. The program even brings teachers from Spain to teach our public school kids proper Spanish — lisp and all."

## COCONUT GROVE

### GRAND SCHEME



■ A six-block multi-use development in the heart of the Grove's Village West will bring gentrification that much further into one of Miami's oldest black neighborhoods.

The plan Group to t Council, e both sides Margaret f residents l

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### NEW B

■ The C Improver board of executive Rosenblatt, a downtown commercial property owner, as president; John O'Rourke, owner of Montica Jewelry on Miracle Mile, as vice president; Gus Fonte, owner of the bridal boutique Daisy Tarsi, as secretary/treasurer; and Burton Hersh of the Hersh, Vitalini & Corazzini architectural and professional design firm, as member-at-large.

The BID's board of directors is

## MIAMI-DADE

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street repair project slated to begin in 2009. The announcement followed a pedestrian safety study focusing on the stretch between SE 26 Road to SE 8 Street.

Traffic consultants C. H. Perez & Associates recommended pedestrian warning signs and activated flash beacons for certain intersections, especially the Coral Way-Brickell Ave. intersection.



# Ten Year Chamber Members Speak Out

The MDGLCC was a baby for about three years when we were first started, but we did it a gay & lesbian back then. We merged with a group called Network, which had members who were in the South Beach Business Guild. We rebranded as "The Guild" and the name wasn't quite as upfront. The current name is a big win. Now everyone knows who we are and it's a point of pride. Congratulations to the chamber on our 10th anniversary.

— DAVID TREECE,  
Treece Financial Group, Inc.



**"I came to Miami Beach 20 years ago.** I joined the South Beach Business Guild (which was then the Miami Gay & Lesbian Chamber of Commerce) and attended weekly meetings at Gertrude's, a gay coffee house on Lincoln Road. Over the last 20 years, the Chamber has helped me forge many business relationships that have even developed into personal friendships. I am proud to own a gay-owned business on Miami Beach and proud to be a member of the Chamber."

— DANIEL SPRING,  
South Beach Insurance Agency



**"I have been a member since 1998 when it was called the South Beach Business Guild.** The meetings were held in the mornings on South Beach. I remember running into people who were coming home from the clubs and were getting together to cultivate business. Great juxtapose! When I joined and told a board member that I was a straight man and an advocate of the LGBT community and was looking to network, he wasn't quite sure where I was coming from but welcomed me with open arms. From the beginning the Chamber has been a great place with great people. It has evolved from a small networking group to one of the largest and most comprehensive LGBT Chambers in the country. The rise of the Chamber to its current status is due to the great volunteers who assist its great president, Steve Adkins. I am honored to be involved with such a professional Chamber and grateful for the support it has provided me in my practice and for the different venues in which to network."

— MICHAEL S. WALLMAN, Wallman Financial



— STEVEN K. BAIRD, P.A.

The Miami-Dade Gay & Lesbian Chamber of Commerce has done so much for Miami's LGBT community in a decade.

The Chamber's networking events literally morning, noon, and night, the Chamber gives us numerous ways to connect with one another. And best of all, the Chamber has not only fostered connections among LGBT professionals, it also has shown Miami's mainstream corporate community that we are a force to be reckoned with in a market that can't be ignored.

— ZABETH F. SCHWARTZ, P.A.




**I have been a member since 1998 when it was called the South Beach Business Guild.** The meetings were held in the mornings on South Beach. I remember running into people who were coming home from the clubs and were getting together to cultivate business. Great juxtapose! When I joined and told a board member that I was a straight man and an advocate of the LGBT community and was looking to network, he wasn't quite sure where I was coming from but welcomed me with open arms. From the beginning the Chamber has been a great place with great people. It has evolved from a small networking group to one of the largest and most comprehensive LGBT Chambers in the country. The rise of the Chamber to its current status is due to the great volunteers who assist its great president, Steve Adkins. I am honored to be involved with such a professional Chamber and grateful for the support it has provided me in my practice and for the different venues in which to network."

— MICHAEL S. WALLMAN, Wallman Financial








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PAY DIRT // JULY 26, 2011, 5:45 PM

## 3 Top Financial Tips Before You Wed

By Quentin Fottrell

It's wedding season, and now that New York has legalized gay marriage, even more couples will be saying their vows. But financial experts say that getting married isn't always good for your finances – and in fact, unmarried couples often make smarter financial decisions than married ones do. For betrothed couples gay and straight, Pay Dirt asked experts for the three biggest money-related tips for a happy and solvent union:

### Plan your financial future – together

Unmarried couples, especially same-sex couples in states without legal protections, often seen planning their financial future together

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Westbury, NY.

Unmarried couples, especially same-sex couples in states without legal protections, often seen planning their financial future together as a joint activity, says Michael Wallman, managing director of the Wallman Financial Group in Winter Park, Fla. Not so married couples, who tend to assign the responsibility for financial preparedness to one person. And



### Protect your assets

Blood of my blood, flesh of my flesh, IRA of my IRA! Married couples often assume they should combine assets as a matter of course. But keeping real estate or certain savings accounts separate may be helpful, whether to maintain some independence or autonomy, to protect one spouse from the other's past financial difficulties, or to protect you both in the event the marriage doesn't last, says David M. Taube, CEO of Washington DC-based Kalorama Wealth Strategies. For couples who do decide to merge their assets, they should do so only after full disclosure of credit histories and scores, he suggests. Co-owned assets may be subject to the claims of a spouse's creditors.

### Put it in writing



## Business Briefs

**The Winter Park Chamber of Commerce** named Sandra Hester, Rollins Alumni Association Travel Program Ambassador, "Ambassador of the Year".

**Musgrave Building & Restorations** ranked No. 2 among Central Florida's largest remodeling companies and No. 13 among the area's largest custom home builders, according to the Orlando Business Journal's recently published 2011 Book of Lists, which ranked all of Central Florida's major

industries by company revenues.

**Mattamy Homes U.S. Group**, the U.S. division of Canada's largest home-builder, recently acquired 56 single-family home sites at Waterford Creek, located off U.S. 50 at Hancock Lane in Palm Ri

**Cubaci** based in appoint age. T

awarded contracts to design a senior living facility and two office interiors.

**The Central Florida office of SIKON Construction**, Maitland, announced work commenced on Del Valle Ranch's "10,000-sq-ft interior

ter Springs-resident Morgan Epstein to the position of advertising coordinator at the Central Florida-based agency.

**Michael S. Wallman** has been appointed to the SAC (School Advisory Council) committee at Brookshire Elementary as a business community representative. The SAC committee is developing a school improvement plan and evaluating the plan in order to achieve success.

**Fueled by four sales** that fetched a total of \$14.453 million in the first week of February, Fannie Hillman & Associates finished the first quarter of 2011 with 78 closings for nearly \$37.2 million. Although first quarter transactions were one less than a comparable period in 2010, sales volume was up a robust 56 percent over last year's first quarter thanks to an average sale of \$476,826.

## Community

### Taking a break



**The Ma** at White April 18 take a t days or fun!

**Help United Arts** win up to \$500,000 by "liking" the Chase Community Giving program on Facebook at <http://apps.facebook.com/chasecommunitygiving>, and casting your vote for

United Arts of Central Florida (find us under "Search For Charities"). United Arts of Central Florida is competing with charities nationwide for contributions ranging from \$20,000 to

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Park. Call 407-599-3311

### Tickets going on sale

**Registration is open** for the 7th Annual Orlando Triathlon in Baldwin Park at 7 a.m. Sunday, May 22. Visit [EpicSportsMarketing.com](http://EpicSportsMarketing.com)

**The 25th Anniversary Celebration** of Winter Park High School International Baccalaureate Programme is Saturday, May 21 from 10 a.m. to 2 p.m. at the Main Campus - Auditorium. It features past IB directors, tours of New 9th Grade Center, entertain-

### ed



**The American Institute of Architects - Orlando Chapter** honored father and son James Gamble Rogers & FAIA, and John H. Rogers, FAIA, of RLF, a Winter Park-based architecture, engineering and interior design firm, during its 2011 Awards for Design Excellence Presentation and Gala held on April 9 at the Country Club of Orlando.

**Central Florida letter carriers** are calling on Central Florida residents to leave a sturdy bag containing non-perishable foods next to their mailbox on Saturday, May 14 for Second Harvest Food Bank.

**The Jewish Family Services** Southwest Orlando office is seeking volunteers to help on Tuesdays and Thursdays from 9 a.m. to 5 p.m. Visit [JFSOrlando.org](http://JFSOrlando.org)

# Awning Sale!

**Mendine's wins best booth**

On Wednesday, April 20, the Winter







## Birthdays

**Keith W. Houck**, vice president of administrative services, Valencia Community College, 61, on Feb. 20.

**Hal Litchford**, a founding shareholder in Orlando law firm Litchford & Christopher PA, 58, on Feb. 20.

**David L. Shaw**, founder, president and CEO, Shaw Mechanical Services LLC, 55, on Feb. 21.

**Warren E. Gelich**, assistant county administrator for Orange County, 64, on Feb. 24.

## Awards

The Metro Orlando Economic Development Commission will host its 2011 EDC Award Celebration March 10, 6-9 p.m., at The Peabody Orlando.

**Richard T. Crotty** will receive the James B. Greese Economic Development Award, and **Richard T. Fulton** will receive the EDC Chairman's Award. Crotty was formerly mayor of Orange County, and Fulton is the legal services partner at the Baker Hosteler law firm's Orlando office.

## Associations

**Arlene-Frances Ring** was appointed to a second term as president of North East Community Association Managers. She has served on the group's board since 2009. Ring is director of client services at Clayton & McCulloch in Maryland.

**Mark Stevens**, president of Stevens Construction Inc., joined the Lake Nona Business Alliance.



**O'Neal**

**Tom O'Neal**, founder and executive director of the University of Central Florida's Business Incubation Program, was appointed secretary of the National Business Incubation Association.

**Michael S. Wallman** of the Wallman Financial Group was appointed a member at large on the board of directors for the Metropolitan Business Association, a

chamber of commerce representing gay, lesbian, bisexual and transgender business owners.

## Health Care

**Dr. Joshua A. Gottschall** joined the Walt Disney Pavilion at Florida Hospital for Children as medical director of the pediatric ear, nose and throat program. He is a board-certified



**Gottschall**



**Liezert**

pediatric otolaryngologist. He was previously chief of pediatric otolaryngology head and neck surgery at Kaiser Permanente Medical Center in Oakland, Calif. Orlando VA Medical Center Director **Timothy W. Liezert** received the 2011 Clinical Simulation Training Education and

# People in the news

Help us share your go. Submit information for publication to

## Law

**Clayton Simmons** and **Tom Drage** joined the litigation practice group at Bryant Miller Olive's Orlando office. Simmons was Camlit, and Drage

Although BMO is eminent law, it now will specialize in class work. Drage will focus on active in the

**Michael S. Wallman** of the Wallman Financial Group was appointed a member at large on the board of directors for the Metropolitan Business Association, a chamber of commerce representing gay, lesbian, bisexual and transgender business owners.

campaigns in the region. Thorpe was formerly creative director of CRT Design, an

al manager at Lillbridge and Secretary **Linda Walters**, senior property manager at BishopBeale Management LLC.

## Event planning

**Jeff Griesemer** joined the board of advisers of Florida Business Expo LLC. Griesemer is founder of the Child Rescue Network, a nonprofit that helps protect children and find those who are missing. Florida Business Expo adopted CRN as its beneficiary organization for 2011.

## Nonprofits

**Oscar Anderson**, **Gaby Hawat** and **Mansoor Mollaghasemi** joined the board of trustees of the Orlando Science Center. Anderson is a partner in Southern Strategy Group. Hawat is special assistant to the president for strategic initiatives and executive dean for economic development at Valencia Community College. Mollaghasemi founded Productivity Apex in 2001 and is an associate professor of industrial engineering and management systems at the University of Central Florida.

for his role in championing clinical simulation practice at the Orlando VA Medical Center and for his support of its Simulation Learning

Florida Hospitals in Volusia and Flagler counties. This new program was created to streamline and strengthen Florida Hospital's marketing

**Vanessa Russell**, property manager at CS Richard Ellis, Past President **Dianne Crouse**, senior property manager at Crescent Resources; Treasurer **Lynn Harris**, gener-



# AFTER HOURS

**dbr**

A20 [dailybusinessreview.com](http://dailybusinessreview.com)

TUESDAY, AUGUST 31, 2010

The Miami-Dade Gay and Lesbian Chamber of Commerce recently held a networking program at Hard Rock Café in Miami.



Michael S. Wallman of Wallman Financial Goodman Rasco & Wells.



Miami Shores solo practitioner Steven K. Baird and Victor M. Gimenez of GMV Graphics and Signs.

The Miami-Dade Gay and Lesbian Chamber of Commerce recently held a networking program at Hard Rock Café in Miami.

JILL KAHN



Michael S. Wallman of Wallman Financial Group and attorney Robert Kuntz of Devine Goodman Rasco & Wells.

Representing Magnificent Media, Bene Abbate and Ricardo Barboza.

Event and entertainment coordinator Heather Davis of Viceroy Hotels, International Career College president Maritza Bedaya and Rita Borbon, president of web marketer Saveso.com.



arketing and





# AFTER HOURS

**dbr**

A20 [dailybusinessreview.com](http://dailybusinessreview.com)

TUESDAY, JULY 21, 2009

The Miami-Dade Gay & Lesbian Chamber of Commerce held its 8th annual awards and Red Gala at the Hilton Miami Downtown.

A.M. HOLT



Heather Davis, director of special events at the Eden Roc, and honoree Michael Aller, Miami Beach tourism director.



Rick Wolfe of Wolfe & Wolfe certified public accountants, and Michael S. Wallman of Wallman Financial Group.



EXIT



Rick Wolfe of Wolfe & Wolfe certified public accountants, and Michael S. Wallman of Wallman Financial Group.



continuing education director at the Institute of Management & Research; J. Don Sadler Jr., AT&T affairs; Ramon L. Rodriguez, Citi community bank; and Kurtis Baird, logistics manager for Zoom

with Cisco Systems.

Room.



# The Miami Herald

## GAY COUPLES

### Support for the groom and groom

Gay weddings and commitment ceremonies are spawning new businesses that cater to same-sex couples.

BY STEVE ROTHHAUS  
srothaus@herald.com

Before the first same-sex couples lined up to be married at San Francisco City Hall, others tied the knot in romantic ceremonies that would be the envy of many heterosexuals.

Robert Alers and William Morrison III fell in "love at first sight," dated six months and married June 21, 2003, aboard Royal Caribbean International's Adventure of the Seas.

"The ceremony was private, in the Skylight Chapel on the 15th deck," Alers said. "We wore tuxedos, boutonnieres, the whole nine yards. There was an exchanging of the rings."

A minister from St. Thomas conducted the simple ceremony. "There were just the two of us and two witnesses," Alers said. "When we came [home] there was a large reception for our families and friends."

Alers, 41, and Morrison, 27, are "partners in life," according to their wedding certificate.

"Husbands," Alers said. "We're very open about all of that."

The cruise line was very supportive of Alers and Morrison, who are relocating from New York to Fort Lauderdale.

"Royal Caribbean — they sent us roses and champagne," Alers said. "There was an announcement made on board. They congratulated us... The orchestra played a song in the main dining room for us. It was wonderful. Just wonderful."

The men's wedding cost \$1,800, plus cruise costs to the Caribbean. The nuptials were planned by Terry Shaw, operations manager of Imagine Weddings and Events International in Miami ([www.the-weddingexperience.com](http://www.the-weddingexperience.com)).

"We've done gay weddings on the cruise ships for several years," Shaw said. "They were called commitment ceremonies."

Gay and lesbian couples have weddings for the same reasons as opposite-sex couples, said Shaw, who runs Imagine Weddings with com-



IN 2003: Robert Alers, left, and William Morrison III eat wedding cake aboard Royal Caribbean International's Adventure of the Seas.

pany owner Barbara Whitehill.

"It's a recognizable celebration of their relationship with one another. It's a commitment. It confirms their feelings toward each other, and it's usually something visible to their friends and family," Shaw said.

The planning is just like most other weddings: "Everybody wants the best food and service for their guests," said Karl Zoisl, owner of Karl's Catering in Northwest Miami-Dade County ([www.karls-catering.com](http://www.karls-catering.com)). "Most parties in private homes are nice elegant sit-down dinners. If the parties are really huge, sometimes they are buffets."

Zoisl, an Austrian who moved to South Florida 21 years ago, is trying to increase wedding business among same-sex couples. "I had this idea to put this on my Web page and fact sheet about a year ago," he said.

Although the wedding-planning basics are the same, there are a few differences when same-sex couples marry.

"You don't sell a couple a bouquet and boutonniere. You sell two bouquets or two boutonnieres," Shaw said. "And the ceremony itself: We obviously don't call them husband and wife. We leave it up to them — husband and husband or partner and partner. At [singer] Melissa Ethridge's wedding, they were pronounced 'beloved wives.'"

Betty Ward and Lori Lucas married on Feb. 17, 2002, aboard a Norwegian Cruise Line ship.

The women met in September 1993 and promised each other that after being partners for five years, they would take

a trip to Hawaii. A few years ago, they saw an Imagine Weddings advertisement and got the idea to get married.

"We couldn't do it around here. No one here would do a ceremony," said Lucas, who lives with Ward near Chicago.

The women realized they could get married during a cruise and be able to fulfill their old promise. "Not many people can say they got married in Hawaii," said Ward, 47.

While planning the wedding, "once in a while we wondered if we were doing the right thing, because it seemed kind of silly and we were together a long time," said Lucas, 45. "But it was something I needed to have."

Ward already had been married once, to a man.

"I had three grown, married daughters myself," Ward

## SMART BOX

### LEGAL PROTECTIONS

No states currently recognize the weddings of same-sex couples. Michael Wallman, vice president/financial



WALLMAN

planner with Canesco Financial Group at Raymond James Financial Services in Miami Beach, recommends gay and lesbian couples legally protect themselves with:

- A domestic partnership agreement, which Wallman describes as "a prenuptial without the nuptial."
- Medical power of attorney.
- Durable power of attorney, which lets one spouse make financial decisions for the other.

• A living trust, which instructs where all family assets are to go. "It's like a will, but a will can be contested, a trust cannot," according to Wallman, who specializes in working with alternative families.

said, "Two of them had weddings less than a month before ours. ... Ours was smaller and more intimate. Theirs were the big traditional church weddings, the big blowouts."

All three daughters and their spouses attended Ward and Lucas' Hawaiian wedding.

The women told the minister to keep the ceremony "short and sweet," Lucas said. "We wrote our own vows,

and she helped us through them," Ward said.

She and Lucas understand that although their wedding means the world to them, it means nothing legally.

They've signed contracts that legally protect each other in case something happens.

"Our home is in both names, ... our wills are all done," Lucas said. "She will be protected if I drop."



## Gay couples need to plan for estate in case of a death



BOB EIGHMIE / HERALD STAFF

**BOOKED:** Attorney Elizabeth Schwartz and Frank Gagliano will speak May 20 at Lambda Conference.

Frank Gagliano says he learned the hardest lesson of his life in the darkest hours: Just after his life partner, WTVJ-NBC 6 cameraman Rob Pierce, died in a helicopter crash, Pierce's blood relatives locked Gagliano out of the couple's Deerfield Beach home.

"It's total displacement all at one time. Not knowing what direction to turn or what steps to take — what's going to happen next," Gagliano said. "I am going to be 37 years old on June 6, and I have to rebuild my life. I never expected it to happen."

The couple had been together four years and planned an April 16 commitment ceremony when Pierce, 34, died March 3 in the Kendall crash. Under Florida law, because Pierce had no legal spouse, children or will, his estate automatically passes to his father.

"It's not relevant if they were a couple and the family has no position on that," Pierce family attorney Joy Carr told The Herald after Gagliano sued to be allowed into the couple's home. "Frank does



STEVE  
ROTHAUS

OUTLOOKS

► PLEASE SEE OUTLOOKS, 5E

## Experts say gays need advice on estate, life plans

### ► OUTLOOKS, FROM 1E

not have a lease. He is not on the deed or on the utility bills. The name on everything is Robert Pierce."

Because they had done no legal planning, Gagliano will probably end up with nothing except a few photographs and his own clothing.

When a Broward judge ordered the Pierce family to temporarily allow Gagliano back into the house, he found "they removed everything."

"They came into the house. I never felt so violated. The photographs ... of me were gone. Everything was packed in boxes. The [family] dog was gone. They had already taken



BOB EIGHMIE / HERALD STAFF

**FRANK GAGLIANO:** Warns gays to protect their assets.

mate," Wallman recalled.

Now, Wallman counsels other gay and lesbian couples. "When you come to my office, I know you are married or in a committed relationship. But in the eyes of the government, you are not."

"And that is why you need financial planning. Because your assets are not assumed to go to your partner. You are not going to receive the fruits of your partner, or vice versa."

Miami attorney Richard Milstein says it is a two-pronged issue:

"You need life planning and estate planning," Milstein said. Had Pierce not died in the crash, but had "been in a medical state in which he could not make decisions for himself," Gagliano would have been legally excluded from all decision-making, Milstein said.

Before Rabbi Greg Kanter of gay-oriented Congregation Etz Chaim performs a same-sex wedding, he sends the couple to a lawyer to work out the details.

Attorney Elizabeth F. Schwartz, who represents Gag-

liano in his suit, said this is a great concept.

"He wisely understands that what he provides is acknowledgment of a couple's commitment in the eyes of God. But what he recognizes is that God cannot grant you access to your partner in the hospital," Schwartz said.

Schwartz, an attorney at Crockett & Chasen, a Miami Beach practice "that specializes in representing gays, lesbians and other sexual minorities," said it's important to note that "we don't have relationships that have a single presumption under the law."

But, she adds, there are laws that would protect gays and lesbians nearly as much as heterosexual couples.

"My hope is that as we become more out and comfortable with ourselves, more and more people will avail each other to these protections,"

she said.

Schwartz and Gagliano will speak May 20 at the annual Lambda Conference & Business Expo in Miami Beach.

Gagliano is now driven to persuade other gays and lesbians not to wait until it's too late to protect themselves.

"If you don't, you'll end up like me. I don't even know where his ashes are. This is a person I lived with for four years. We spoke 20 times a day on the phone. The only thing I have are photographs."

*Outlooks runs the second and fourth Thursday of the month. To contact Steve Rothaus, call 305-376-3770, or send him faxes at 305-376-5287. Notices can be mailed to: Steve Rothaus, 1 Herald Plaza, Fifth Floor, Miami FL 33132. The column is on-line at [www.floridayoutlooks.com](http://www.floridayoutlooks.com) [srothaus@herald.com](mailto:srothaus@herald.com)*

**"I don't even know where his ashes are. This is a person I lived with for four years."**

**FRANK GAGLIANO,**  
partner of deceased cameraman

the dog to [Pierce's] father's house. I was heartbroken."

Gagliano describes himself as "one of the worst-case scenarios."

Perhaps, but not an unusual one.

"My [friend's] story is exactly the same," said Michael Wallman, a Morgan Stanley Dean Witter estate planner who specializes in alternative families. Wallman, who is straight, became an advocate after the death of a close gay friend.

"The partner's parents came in and said, 'Thank you very much for taking care of our son during his illness. You've got to get out of the house. We're selling it.'"

"The guys were together for 15 years. The parents came in and said, 'We really appreciate you being our son's room-

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[WWW.DITONLINE.COM](http://WWW.DITONLINE.COM)

### 10 LEGAL PROTECTIONS

Here are the primary tools needed by same-sex couples to protect themselves:

- Make a will, even if there's not much money or real estate involved.
- Make sure all deeds and accounts are properly titled.
- Create a durable power of attorney.
- Name a health-care surrogate for medical decisions.
- Make a living will directing your wishes should you be in a terminal medical state and can't express yourself.
- Name a preneed guardian should a court determine you cannot handle medical or financial decisions.
- Appoint a preneed guardian for minor children, if any.
- Check beneficiaries of insurance, IRAs, 401ks, etc.
- Have a cohabitation agreement that designates how to divide assets in case of a break-up.
- Create a coparenting agreement, if necessary, deciding custody issues in advance.

For more information, see the Lambda Legal Defense and Education Fund Web site, [www.lambdalegal.org](http://www.lambdalegal.org)

Source: Attorney Elizabeth F. Schwartz [eschwartz@sobelaw.com](mailto:eschwartz@sobelaw.com)

Reading is good for you.  
So is recycling.

The Miami Herald



# Canseco firm takes a major-league hit

**F**ormer baseball star **Jose Canseco**, whose book *Juiced* outed fellow major leaguers for alleged steroid use, is out as chairman of



**Canseco**

Canseco's business partner, financial planner **Michael Wallman**, says the book ticked off their athlete clients — and there was an "exodus of assets." A severe hit — \$210 million in investments under management — dropped by 40 percent.

"Every single ballplayer we had removed every single



**Wallman**

penny they had," says Wallman, 41, the Canseco group's VP. "They wanted no affiliation with Jose." Canseco's testimony before Congress didn't help, either, Wallman adds.

Wallman renamed the business — Wallman Financial Group. He is managing director.

Canseco is no longer with the firm. "He is unable to be part of the business because he is unable to refer clients," Wallman says.

Canseco forged ahead with the book, knowing the firm could suffer. "He wanted to expose baseball," says his lawyer, **Robert Saunooke**. "I do find it ironic that other players who have been tagged with this steroid moniker have continued to flourish and he doesn't."

Others get endorsements,

## TALK OF OUR TOWN

**JOAN FLEISCHMAN**

jfleischman@MiamiHerald.com



while Canseco is "the black sheep," Saunooke says.

Wallman's theory? "He opened Pandora's box."

Jolted by their jock clientele, Wallman says the firm survived because it also caters to gays and lesbians.

Wallman, a straight man who is married with three daughters, setup a network of professionals to provide tax and estate planning for alternative families.

Canseco, 41, who lives in L.A., is trying to juice up his acting career and get the book made into a movie.

Wallman and Canseco remain on good terms. Says Wallman: "I still manage his assets."

## TIME OUT

Burglary victim: **Mike McMahon**, Minnesota Vikings quarterback. McMahon, 27, told Miami Beach police that someone swiped two watches — a \$21,250 Rolex and \$7,745 Chopard — from his condo at



**McMahon**

Murano Grande in South Beach. Detective **Robert Lanier** says the culprit left behind six less valuable timepieces in the same leather case. No sign of forced entry, but Lanier says he has some good leads.

McMahon bought the three-bedroom, 29th-floor unit at 400 Alton Rd. in May '04 —

for \$1.65 million.

## SURVIVOR!

**Chrissie Martenstein**, age 108 and the oldest known survivor of the 1906 San Francisco earthquake, is "kin" to **Lynn Martenstein**, VP of corporate communications for Miami-based Royal Caribbean Cruises and Celebrity Cruises.

They are not blood relatives — "Aunt Chrissie" married a Martenstein. But the women are close. The elder Martenstein made national



**Martenstein**

news last month — the 100th anniversary of the April 18 quake. Aunt Chrissie, who still lives in The City by the Bay, turns 109 on June 9. Lynn is throwing her a West Coast birthday party May 28 — Memorial Day weekend.

"She looks great," says Lynn, 54, a board member of Coconut Grove Playhouse. "I hope I can look that good when I'm 60."

## SCHOOL DAYS

Former WTVJ-NBC 6 education reporter **Ed O'Dell**, 56, who now owns his own public



**O'Dell**

relations and lobbying firm, landed a \$36,000 contract with Miami-Dade schools. He will produce and host a TV newsmagazine on goings-on with schools, teachers and students — 12 half-hour shows that will air on WLRN-Channel 17.

The Miami Herald



**John Marshall**, a commercial real estate professional with more than 15 years of experience in the areas of lease acquisition and disposition, market and site analysis, transaction structuring, and multimarket portfolio management, has been named senior director of commercial brokerage for Cushman & Wakefield of Florida. In his new role, Marshall will serve as co-manager of the Firm's Miami tenant advisory team, helping oversee the creation and implementation of cost-saving real estate strategies for a diverse roster of clients. Marshall is a graduate of St. Lawrence University, where he earned a bachelor's degree in economics. He is currently pursuing the prestigious Master of Corporate Real Estate designation (MCR), which recognizes expertise and professionalism in the commercial real estate sector.

**Carlton Fields** has announced that Miami Shareholder **Merrick L. (Rick) Gross** was recently appointed co-chair of the Trial Evidence Committee of the American Bar Association's Section of Litigation. The Trial Evidence Committee, which monitors developments in the law of evidence, is composed of more than 1,300 individuals. The committee produces a quarterly newsletter, which typically includes articles on various evidence issues, surveys of national and regional developments in the law of evidence, and updates on significant state and federal evidence cases. Gross is a past president of the Dade County Bar Association and is the immediate past chair of The Florida Bar Business Law Section. Gross received his J.D. in 1987 from Boston University



GROSS



CRYSTAL



ROLLNICK



PALOMO



LAUDERDALE



WALLMAN

announced that litigation consulting manager **Libby Smith** has been appointed to the Historical Museum of Southern Florida (HMSF) Board of Trustees Executive Committee. She has served as a trustee for more than two years. Smith is a certified public accountant in the state of Florida and is affiliated with the American Institute of Certified Public Accountants, the Florida Institute of Certified Public Accountants, the Business Valuation and Forensic Litigation Services Section, the National Association of Certified Valuation Analysts and the Association of Certified Fraud Examiners. Smith holds a bachelor's degree in accounting from Florida Atlantic University.

**Brian Kiedrowski, M.D., C.M.D.**, vice president & medical director of Catholic Hospice, has successfully earned board certification in Hospice & Palliative Medicine from the American Board of Internal Medicine (ABIM). Dr. Kiedrowski received his Doctor of Medicine degree from the University of Wisconsin Medical School in 1992.

**Chris Crystal** has been elected president of the Deering Bay Yacht & Country Club (DBYCC) board of directors. He has been on the member-elected board for three years. A versatile entrepreneur with experience in

Coral Gables. Crystal received an MBA as well as a BBA in business management and organization from the University of Miami.

**The Adrienne Arsht Center for the Performing Arts of Miami-Dade** took center stage at Advertising Federation of Miami's annual event, winning 13 over ADDY awards. ADDYs recognize in creative advertising marketing. The Arsht Center earned for its ads and promotional materials surrounding Complete Works Shakespeare (Abbey's Snowshow), Festival Miami, and Celebrity Chef brochures for its fall 2008 performances.

**Real Estate attorney S. Rollnick**, partner of the national Department at the Adorno & Yoss, named partner in the Miami office will maintain his primary responsibility for day-to-day management of the Miami office, heading external and communications.

Rollnick joined Adorno & Yoss in April of 2002 when his former firm, Rollnick & Linden, P.A. merged with the firm. Over the last seven

years, member of the University of Miami Citizens Board and Founder of Mt. Sinai Hospital. He holds a juris doctorate from the University of Miami School of Law.

**Michael S. Wallman**, financial planner with Wallman Financial Group, has been reappointed as a business community representative of the Education Excellence Advisory Council for the Coral Way K-8 Center in Miami. The council is the sole body responsible for final decision making at the school relating to the implementation of the components of the School Performance Excellence Plan. Wallman attended the University of Miami and currently lives in the Roads area of Miami.

named general manager of Deering Bay Yacht & Country Club. Drowes, a New York native, has extensive experience in restaurant, bar and

and after graduating, took on several restaurant management positions in Fort Pierce. He returned to New York to take a position with Fenway Golf Club in Scarsdale, and then moved to the Stanwich Club in Greenwich, Conn. as a clubhouse manager. While at Stanwich, he oversaw a \$7 million clubhouse renovation.

The Greater Homestead/Florida City Chamber of Commerce 2009 Agriculturist of the Year award has gone to **Mark Wilson**, president of Greendale Nursery.

Wilson was nominated by the Florida Farm Bureau and Greendale Nursery, a family-owned business since 1985. The nursery specializes in exotic tropical plants with sales to a variety of customers, from the outlets to large nurseries located in the U.S., Canada, and abroad. Wilson also manages the nursery's "specializing in primary care" cases. He served on the boards of the Dade County Farm Bureau, and the Florida Farm Bureau.

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*Business Notes is compiled*



## MOVERS



AMADUCCI-ADAMS



ANDERSON



CALERO



GERSH



KING



HARTINEZ



STOKES



TALENFELD



WALLMAN



YOUNG

### BANKING

• **Ulderico "Rick" Calero, Jr.** has been hired as consumer banking executive for **Regions Bank**. Previously, he was executive vice president and division sales director for Citibank.

• **Joshua E. Young** has been appointed vice president and general counsel of **Turnberry Bank**. Previously, he was an associate attorney at Arnstein & Lehr.

### CHAMBERS

• **Sid Gersh** has been appointed public relations director for the **Aventura Sunny Isles Beach Chamber of Commerce**.

### EDUCATION

• **Michael Wallman** has been re-appointed as a business and community representative to the EESAC committee at **Coral Way K-8 Center**.

### HEALTHCARE

• **Robin J. King**, an estate planning attorney and shareholder at GrayRobinson, has been named to the **American Red Cross Broward Chapter** board of directors and to the **Broward Health Foundation Planned Giving Committee**.

• **Roberta B. Stokes** has

been elected to the board of directors of the **Outpatient**

### LAW

• **Juan C. Terrance V. son, Jr.** has been named to the commercial law firm **GrayRobinson**, previously, **Manner and Associates** at **Burnett**.

• **Stephen** has been named to the **Boca Raton office of Coughlin Stola Geller Rudman & Robbins** law firm. Previously, he was a senior associate at **Hunton & Williams**.

## EDUCATION

• **Michael Wallman** has been re-appointed as a business and community representative to the EESAC committee at **Coral Way K-8 Center**.

• **Justin Bakes** and **Kimberley Thompson** have been elected to the board of directors of **Kids Hope United**.

• **James Landon** and **Frankie Fruge** have been appointed to the board of directors of **Cyclone Power Technologies**.

z has been a developer of the Florida Mon Cause.

**Amaducci** at **Bilzin Price & Axel** as the president of the 2009 chapter of **Real**.



sales on a same-store basis, or at locations open for more than one year.

"Same store restaurant food and bar sales are expected to decline over the next 12-month period," Flanigan's reported in August in a Form 10-Q filing with the Securities and Exchange Commission. The company expected "decreases primarily in restaurants in Palm

Beach  
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"This

confidence and trust," Volcker said. "You cannot run a financial system without a sense of mutual trust among the major organizations involved."

The economic downturn won't be as deep as that of the 1930s, he said.

"While we are in a serious recession, I don't suggest it's comparable with the Great

each.  
Woodbridge shares (NYSE: WDG) traded Tuesday at 70 cents. The shares have traded this year at prices as high as \$13.15 on Jan. 24 and as low as 2 cents on Oct. 24.

The company's Levitt and Sons home-building subsidiary last year filed for bankruptcy protection from creditors.

• **Michael Wallman**, financial planner with Wallman Financial Group, has been named business community representative of the Educational Excellence Advisory Council for the Coral Way K-8 Center in Miami.

come "back in line with our ability to produce."

"We produce very few civil engineers; we produce enormous amounts of financial engineers," Volcker said. "The result is lousy infrastructure and a lousy financial market. That's going to change because of the force of circumstances." ■

• **Bruce Jorth** has been named to McGladrey & Pullen's board of directors. He is assurance leader for the State of Florida with the firm.

• **Adam Hellman** has joined Turnberry Bank as vice president and Pinecrest branch manager. He was branch manager of First Fidelity Funding and Mortgage.

• **Michael Wallman**, financial planner with Wallman Financial Group, has been named business community representative of the Educational Excellence Advisory Council for the Coral Way K-8 Center in Miami.

• **Betty Jo Zbrzezni** has joined Ocean Bank in Miami as senior vice

See People, Page A5



Wallman



Zbrzezni



CORAL GABLES

# Lacrosse group opens programs in new areas

**The Miami Lacrosse Association is expanding its youth program from Westchester to other communities, including Coral Gables and Key Biscayne.**

BY JOSE CASSOLA  
jcassola@miamiherald.com

Youth football is big in the fall. Baseball and soccer are year-round favorites. But lacrosse in Miami has long been a low-key sport.

The Miami Lacrosse Association, which has been operating out of Tropical Park in Westchester for the last five years, is trying to change that — by expanding its youth programs to the cities of Coral Gables and Key Biscayne.

Last month, the association began a partnership with the Coral Gables Youth Center to offer lacrosse as an alternative to the typical sports available to kids all year.

The Coral Gables Youth Center had a similar 10-week program last year for kids ages 6-11, which generated interest in the community. However, when the coaches of the program weren't available this

## WANT TO JOIN?

• Participating in the Miami Lacrosse Association youth programs in Coral Gables costs \$135 for Coral Gables Youth Center members, \$180 for city residents and \$225 for nonresidents. For more information on this or other programs, call 305-460-5600 or visit [www.miamilacrosse.com](http://www.miamilacrosse.com).

year, the youth center called the Miami Lacrosse Association to step in.

The Coral Gables program has since recruited 25 boys and girls ages 8-15. Practices take place at Phillips Park, 90 Menores Ave. A six-week introductory program to the sport is also scheduled to start Oct. 28 at St. Agnes Academy, 122 Harbor Dr., Key Biscayne.

"Lacrosse is a fast-growing sport in Miami and the demand is increasing," Executive Director Michael S. Wallman said. "Through this devel-

opmental program, we are providing kids an opportunity to learn the fundamentals of the sport, and hopefully they will enjoy it enough that they will stick with it."

The same formula worked for the Miami Lacrosse Association in Westchester five years ago.

Today, the Tropical Park program includes 130 boys every season and 11 certified coaches, including middle school, high school and even a professional lacrosse player.

Chazz Woodson of the professional Boston Cannons team has been a volunteer coach for the Miami Lacrosse Association for almost two years. He is also a fourth-grade teacher at Phillis Wheatley Elementary, 1801 NW First Pl., in North Central Miami-Dade.

"We don't have the luxury of having as many volunteer coaches as in baseball or soccer, because most of the parents in our program aren't that familiar with lacrosse," Association Director Mark Parets said. "So we are really lucky to have Chazz and the other coaches, because if it weren't for them, there wouldn't be a



CHARLOTTE SOUTHERN/FOR THE MIAMI HERALD

**OUT TO WIN:** Coral Gables lacrosse player Miguel Fernandez, 13, left, dives for the ball in a game against Tropical Park on Sept. 13 at Phillips Park.

"Lacrosse is a fast-growing sport in Miami and the demand is increasing," Executive Director Michael S. Wallman said. "Through this developmental program, we are providing kids an opportunity to learn the fundamentals of the sport, and hopefully they will enjoy it enough that they will stick with it."

Lacrosse program say the



# ONE SIZE DOESN'T FIT ALL

# Sun-Sentinel

Large chambers of commerce respond as niche players target specific groups

By [illegible] and [illegible]

...sally said. [illegible] "They haven't addressed the needs of... we're saying so an organization... I think it will be a role we'll play."

Financial planner Michael Wallman is a longstanding member of the Greater Miami Gay and Lesbian Chamber of Commerce, regularly attending meetings and even hosting some seminars. But he's not gay.

He is, however, savvy.

Years ago Wallman saw a need for estate planning for gay couples whose living arrangements can pose tricky tax and legal issues. Today he runs his own business, the Wallman Financial Group, where 70 percent of his clientele is gay.

Since becoming a member 10 years ago, Wallman has mostly drawn his clients from the chamber, he said.



■ Michael Wallman of the Wallman Financial Group faithfully hands out his business cards but doesn't push it. "I introduce myself to new members, give them my card and let them know they can avail themselves to my services. When you go to these meetings, they're social. Attend the meeting and force yourself to mingle."

Miami-Dade Gay Chamber member Wallman also has membership in the Biscayne Corridor Chamber of Commerce, where in the last year he has found one or two new clients. The Gay Chamber brought him four.

Often he hears from colleagues complaining that chamber membership has resulted in no new business. He says the key to membership in any chamber, regardless of its focus, is participation.

"I go to these events, I'm there faithfully, I rarely miss a chamber meeting. They're missing the boat by not availing themselves to the meetings and networking events."

The Gay Chamber is among a group of niche chambers operating in education, religion, gender, and other areas. Among those operating in South Florida are the Greater Miami Gay and Lesbian Chamber of Commerce, the Biscayne Corridor Chamber of Commerce, the Greater Fort Lauderdale Chamber of Commerce, and the Greater West Palm Beach Chamber of Commerce. These chambers are all part of a larger movement to create a network of chambers that can serve the needs of the community. The Gay Chamber is the largest of these chambers, with over 1,000 members. It is a non-profit organization that is dedicated to providing a safe and supportive environment for the gay and lesbian community. The chamber offers a variety of services, including social events, networking opportunities, and professional development programs. It also provides a platform for members to voice their concerns and advocate for their rights. The chamber is a vital part of the community, providing a sense of belonging and support for its members.

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