

APWA

SUNCOAST BRANCH

August 2009 Edition



APWA SUNCOAST BRANCH BREAKFAST MEETING

August 26th

7:30 a.m.

Dutch Heritage
3713 Bahia Vista St.

Cost: \$8.00/person

RSVP to Deena Ravella
deena.ravella@rsandh.com
or call (941) 365-8539
by August 20th

Special Request:

The APWA Suncoast Branch would like to update its Data Base. If you would still like to continue to receive the APWA Suncoast Branch newsletter, please send your information to Deena Ravella at deena.ravella@rsandh.com by **August 31st**.

Please include:

- Name
- Employer
- Business Address
- Business Telephone Number
- E-mail Address
- Whether or not you are an APWA National member at this time

Thank you!!

2009 - 2010 APWA SUNCOAST BRANCH BOARD OF DIRECTORS

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This Month's Speakers



K. Blair Milliken,
Chairman of the Board and CEO
of
Milliken Environmental, LLC
and
Sara Hand,
Perspective Consultant
of
Joy...Beyond Freedom

***"Storm Drains and Box Culverts-
 There is a better way!"***

K. Blair Milliken began his career with the Southwestern Corp., working in central Pennsylvania selling educational books door-to-door. After college, he joined the family business, rising to VP of Domestic and International Marketing for Milliken Distribution. Blair was very successful in taking patented products and bringing them to market. Over his 15-year career, sales revenues grew to \$63mm, and he became the holder of individual patents. This experience would serve him well in the future. His entrepreneurial drive moved him into Real Estate investments. During this period, a business opportunity presented itself and, in 2007, Mr. Milliken founded Milliken Environmental to conduct a due diligence process. That opportunity did not come to fruition. However, during the due diligence, Blair Milliken realized that there was an enormous need to clean America's waste and storm water infrastructure and, in particular, the large diameter systems. He also realized that the vast majority of the infrastructure owners and the contractors doing the work were struggling to find the right equipment for the right projects. Many had fallen into the trap of "one piece of equipment fits all projects". This is not the case, and Blair would show the industry just that. Blair's background of marketing, coupled with his formal marketing education at Florida State University, was shaping the direction of his new company. Milliken Environmental was founded on proven technology but is driven by next generation materials and ideas. Milliken Environmental is reshaping an industry and providing the owners of large diameter infrastructure with a one stop solution. These new alternatives and levels of training and support have captured the attention of the leaders in our waster and storm water industry. Some of the toughest and most challenging projects in Florida are being brought to Blair's attention with the hope that his proprietary process can help resolve the continued pollution of our nation's waters.

Mr. Milliken has volunteered his time as a high school crew coach, a scoutmaster, and currently serves as Secretary on the Board of Directors of the Military Heritage Museum. He and his wife Amy met at Florida State University over 20 years ago and reside in Englewood, Florida, with their three children.

Sara Hand is a perspective business consultant, and professional trainer and speaker. Her background in ballroom dance and sales and marketing across a variety of innovative industries in the public and private sector allows her to share with clients and audiences a unique perspective.

If you want better answers...ask better questions! If typical or traditional isn't working, try "moving" outside the box. Sara will help your team change the way they look at change...

You will learn to:

- Manage continuous change and prevent burnout
- Increase profitability by identifying untapped resources
- Reframe economic uncertainty to empower performance
- Differentiate your organization from competition
- Tap into the characteristics of movement for improved leadership, teamwork and goal attainment.

Her clients are organizations looking to tap into untraditional paradigms for results that are beyond previous expectations and Outside the Box. These include sales professionals, middle management groups, municipalities, professional organizations, entrepreneurs...and more.

July's Speakers



Thank You!

The Suncoast Branch of APWA would sincerely like to thank **Alan Thomas and Phil Mack** from Ring Power Corporation for their excellent presentation regarding "Procurement Options in a Difficult Economy". The strategies they provided us with are invaluable, especially in these difficult economic times.



Click, Listen & Learn

Register Online!

Description: **Indoor Air Quality with a Focus on New Technologies in HVAC**

Date(s): September 17, 2009

Schedule: 8:00a - 10:00a Pacific 10:00a - 12:00p Central
9:00a - 11:00a Mountain 11:00a - 1:00p Eastern

Location: Audio/Web Broadcast

Cost: Members: \$175.00 per site
Non Members: \$225.00 per site

Register By: Thursday, September 17, 2009

Registration Questions: Contact Raye LaViolet at (800) 848-2792 / registrations@apwa.net

Description: **SIGN RETROREFLECTIVITY-What is it and why should I care?**

Date(s): October 15, 2009

Schedule: 8:00a - 10:00a Pacific 10:00a - 12:00p Central
9:00a - 11:00a Mountain 11:00a - 1:00p Eastern

Location: Audio/Web Broadcast

Cost: Members: \$175.00 per site
Non Members: \$225.00 per site

Register By: Thursday, October 15, 2009

Registration Questions: Contact Raye LaViolet at (800) 848-2792 / registrations@apwa.net

JULY 22, 2009 MEETING PHOTOS



Coming Soon

2009 APWA International PUBLIC WORKS Congress & Exposition
September 13-16, 2009 | Greater Columbus Convention Center | Columbus, Ohio

APWA Suncoast Branch Scholarship Golf Scramble

Saturday, November 7, 2009

*Pelican Point Golf & Country Club
575 Center Road, Venice*

