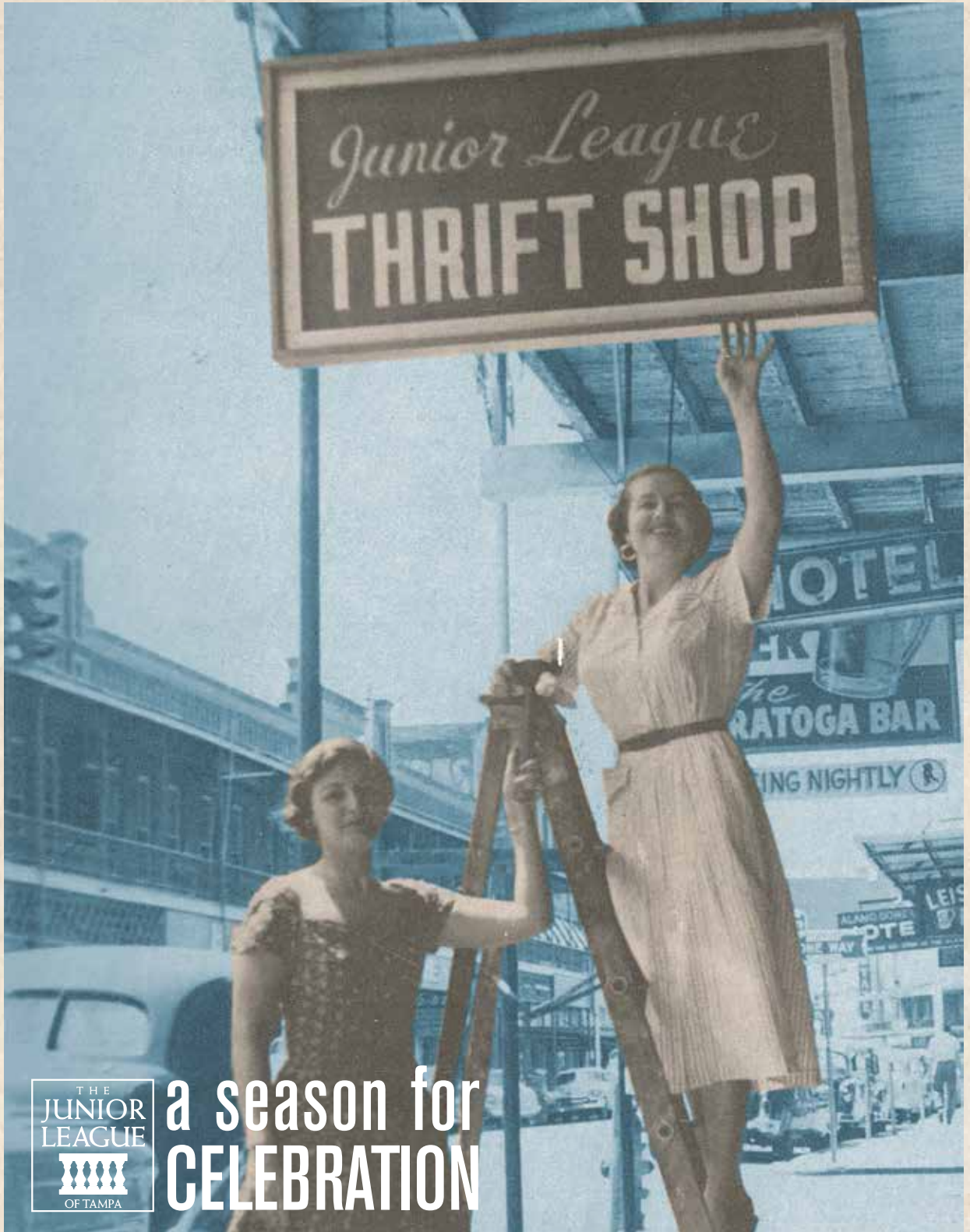


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# Big and Small

SOMMER STILES

My mother has always been one to celebrate life's moments big and small – birthdays, good hair days, a job well done. She has a special talent for making her family, friends and friends-of-friends feel good about themselves. It's a quality I have come to admire, and a way of life I strive to achieve everyday.

As you read through this issue of *The Sandspur*, you will discover why this season – for The Junior League of Tampa, its members, and the community – is “A Season for Celebration.”

We are celebrating major milestones like the 10<sup>th</sup> Annual Holiday Gift Market (HGM). In her article *A Tampa Tradition: Holiday Gift Market 2013*, Contributing Writer Kathryn Hall spends a rainy summer night catching up with the Co-Chairs of the Holiday Gift Market Committee, who give us a taste of all the treats this November has to offer.

And what kind of anniversary celebration would it be without a walk down memory lane?! Guided by Contributing Writer Avril Shelton, *From Thrift to Market* takes us back to the inaugural event and commemorates the impact the annual Market has made over the last nine years, not only within the community, but within the League itself.

We also share in the success of those who help fund our Mission. *The Sandspur's* new, recurring feature *Conversations*

introduces us to Susan Angert, owner of Susan's Jewelry and HGM veteran. Jaymi Butler, Copy Editor, sits down with Angert and discovers what keeps her coming back year after year. Her responses may surprise you.

*Running a Small Business, Making a Big Impact* continues the drumbeat for women-owned businesses. Entrepreneur and Contributing Writer, Beth Edwards, explores why more and more women are starting their own businesses and seeking to help their community as well as their bottom line. Learn what compelled some of our very own League members to “go for it” and hear how their leaps of faith turned into achievements to celebrate.

Last, but certainly not least, raise your glass as we toast *The Life of the Party* on its 10<sup>th</sup> anniversary. See page 48 for this issue's *Cookbook Cocktails* where we feature the Appletini as well as other seasonal favorites.

**Warning: Reading this issue could cause spontaneous bursts of excitement.**

Cheers,

Sommer Stiles  
Editor



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*The nine that govern – meet the women leading us in 2013-2014.*

### FROM THRIFT TO MARKET | 26

*This little thrift shop went to Market. Discover how the humble Thrift Shop became a million dollar success.*

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*Learn what it takes from female entrepreneurs in our very own League community.*

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### COOKBOOK COCKTAILS | 48

*A new spin on an old favorite, our new Cookbook pages are now devoted to cocktails from the Culinary Collection. This issue we are falling into the season with notes of apple, spice and everything nice.*

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*Introducing you to the people who help The Junior League of Tampa reach such great heights. The Q&A series is all about getting to know our donors, supporters and partners. This issue we chat with a 10-year HGM merchant with a personality as sparkling as her jewelry.*

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*Have you ever wondered how The Sandspur is made? Here's a clue: Lots and lots of coffee!*

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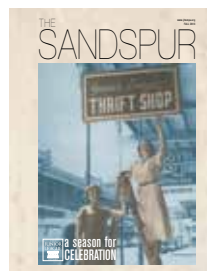
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The Sandspur, Volume XI, No. 1, September 1954 Issue Cover featuring The Junior League of Tampa Thrift Shop



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## Mission

*Founded in 1926, The Junior League of Tampa, Inc. is an organization of over 1,800 women committed to promoting voluntarism, developing the potential of women, and improving communities through effective action and leadership of trained volunteers. Its purpose is exclusively educational and charitable.*

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NEXT ISSUE: A SEASON FOR GIVING



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# Women's Work

LEE LOWRY

"The Junior League of Tampa, Inc. is an organization of over 1,800 women committed to promoting voluntarism, developing the potential of women, and improving communities through effective action and leadership of trained volunteers."

The phrase "developing the potential of women" is a key tenet of our Mission, named as one of our three commitments to our community. But as you can see, it can get a bit buried in the middle. We members, as well as the public, often focus on our direct impact through our projects as the most significant way we contribute to the life of Tampa Bay. I challenge all of us to turn that around and begin to see the development of women as the greatest gift of The Junior League of Tampa. By refining their capacity, we unleash the exceptional value of women's contributions, our thoughts and principles, our talents and compassionate strength. Being an organization of women is what sets us apart, and what leads to our greatest successes.

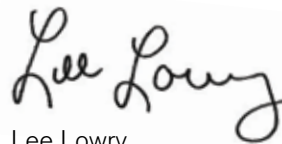
You will see a number of examples of this unique potential and these successes in this issue of *The Sandspur*. The accomplishments of local women entrepreneurs, the passion of one of our members for the JLT Endowment Fund, the distinctive touches brought to our 10<sup>th</sup> Anniversary Holiday Gift Market by the inspiring committee charged with its planning — all these stories offer examples of the way women improve their communities.

Also in this issue, on pages 17 and 22, are pictured the women of the Executive Board and the Leadership Council, and

there could not be better examples of women contributing to the life of our Tampa Bay community. From IT to education, marketing and communications to non-profit management, from the courtroom to the operating room, these women hold positions of influence in organizations all over our area. But knowing what they do for a day job doesn't tell the whole story at The Junior League of Tampa.

Women who spend their days in sales run fundraising campaigns for JLT. Women in the field of technology spend their volunteer hours caring for our members, making sure they are fulfilled and appreciated. Accountants and financial managers bring community projects in the areas of child welfare and education to life, working hands on with foster teen girls and underserved kindergarten students.

Developing the potential of women means working to our strengths. It also means working to create new strengths and, in turn, strengthening the entire community as we send new leaders into executive suites and non-profit boardrooms ready to change the face of their field. An ever-evolving world of limitless possibility requires new ways of working together, of integrating soft skills and emotional intelligence with hard data and hard work. At The Junior League of Tampa, we are developing women who are ready for that world.



Lee Lowry  
President



LEE LOWRY

President

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-Sheryl Sandberg

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# Shop. Share. Care.

SUZY MENDELSON

Our League's growth has been enabled by the diligence, foresight and courage of its members. The evolution of Holiday Gift Market (HGM) is no different. This year marks our 10<sup>th</sup> HGM. We strive to keep this time-tested event fresh and exciting and one not to miss. The 2013–2014 Holiday Gift Market Committee, spearheaded by Co-Chairs Gianni O'Connor and Shannon Walsh, continues to work to make the 10<sup>th</sup> HGM the best yet!

## Shop

We have expanded our merchant booth space again in 2013 and are now almost completely booked with merchants, even with our recent move to the larger Expo Hall at the Fairgrounds. This year's HGM will have the most merchants in the history of this event, demonstrating our increased profile with local and national vendors who are flocking to reserve their space.

Tickets will be available online to the public for the first time, through [www.boxofficetickets.com](http://www.boxofficetickets.com). We hope the convenience of purchasing public tickets online will help increase ticket sales and the number of shoppers through our doors. (Members will continue to purchase their tickets through the League website at [www.jltampa.org](http://www.jltampa.org).)

## Share

Share the opportunity with your family, friends and coworkers by spreading the word about a few highlights of this year's HGM. With special events like the new and improved "Cookies with the Clauses" and the return of the hit "Man Cave" area, there is something for everyone in the family. Our fabulous Kickoff Party is back, better than ever, so grab your friends and join us for the most exclusive Girls' Night Out of the year. Our Cookbook booth will

be celebrating the 10<sup>th</sup> Anniversary of *The Life of the Party* and will have many new and exciting cookbook items for your shopping pleasure. Also, be sure to "like" the Holiday Gift Market Facebook page, or follow us on Twitter leading up to and during the market for information and fun updates.

## Care

We know you care and we are so appreciative! When The Junior League of Tampa transitioned from our fundraising thrift sale Trinkets & Treasures to the grander Holiday Gift Market in 2003, we held our breath and took a leap of faith that our fellow League members and the community would embrace this new idea. Not only did our members and the Tampa Bay community support our first year, they have continued to support this fundraiser year after year, season after season.

With your support, HGM has put over \$1,000,000 into the programs and projects that directly impact our most underserved members of the community and help train the women leaders of tomorrow.

So show the community you care by attending and promoting the year's most charitable shopping event, and support local small businesses and our community efforts. Please join us November 8-10 at the 2013–2014 Holiday Gift Market to Shop. Share. Care.

Fondly,



Suzy Mendelson  
Finance Vice President



**SUZY MENDELSON**  
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# BUILDING INTERNAL CAPACITY

## Creating an Empowered Leadership

In concert with a process that AJLI (The Association of Junior Leagues International) has undertaken, and in consultation with a local attorney who specializes in nonprofit Board matters, The Junior League of Tampa is undergoing an extensive review of our governance documents and legal structure. In order to achieve our Mission, we must be the most effective nonprofit possible, and strong governance and management structures must be the foundation we stand on.

The evaluation process began in December 2012 with a thorough review of our by-laws, initiated by By-Laws Chair Suzy Lopez. One of the main discoveries made was that our Executive Committee, as the elected body of the League, is the legally responsible Board of the organization. Robust discussions of potential structures were subsequently conducted at several Executive Committee and Board meetings, with much feedback from members of both bodies. Together we conducted an evaluation of the value and feasibility of electing our 50-member Board and making it the governance body of the organization. It was ultimately decided that what is best for the organization is to let the current nomination and election process stand, and to separate the governance and management responsibilities of the League, while continuing to operate with the utmost transparency and input from the broadest set of members as is feasible.

The first step in this ongoing process was a name change for our Board and Executive Committee, to better reflect the modified leadership structure. The group of women formerly known as the Board of Directors will now be known as the Leadership Council. The Executive Committee will henceforth be the Executive Board. You'll see those changes for the first time in this issue of *The Sandspur* on the following pages.

We look forward to making the League a stronger and more focused organization, as we move toward being the most excellent non-profit we can be. Look for another update on our journey in the Spring Issue of *The Sandspur*.





Nine enterprising women make up The Junior League of Tampa Executive Board. Individually, they offer their talent, time and enthusiasm. As a group with a combined 85 years of service, these leaders are the embodiment of the Mission of the League and our commitment to developing the potential of women. Let's meet the women who will lead our Membership in 2013-2014...



## **President** LEE LOWRY

From the moment 2013-2014 President, Lee Lowry, decided to join the League she sought to make an impact. She hoped to be fortunate enough to one day serve as President, but really wanted to serve where she was most needed. A graduate of Rollins College, Lee serves as Director of Communications for St. John's Episcopal Parish Church and School. Her previous experience includes working as the Managing Director of American Stage Theatre where she managed all aspects of marketing, communications, fundraising and budget. In her League career, Lee has served as Community Vice President, Finance Vice President, Treasurer and Holiday Gift Market Co-Chair. Her combined resume has prepared her well for the seat at the head of the table, and her leadership style is one of collaboration. Lee believes "there is far more value in empowering the women around [her] to find their own path. . .than there is in simply doing the job [herself]." Lee describes this year's Executive Board as flexible and forward thinking. With an empowered Board along with the support of her loving husband, Lionel, and children, Lillie and Laander, she has found herself in the very position we need her most.



## President-Elect

### LYNETTE RUSSELL

When 2013-2014 President-Elect, Lynette Russell, joined the League in 2001, she had no aspiration of being the President, but she realized early on that the more she gave to the organization, the more she received. Twelve years later, she is looking forward to spending this year learning about the fundraising aspects of the League. A graduate of Florida State University with a degree in Marketing, Lynette has previously served on the Executive Board as Membership Vice President and Secretary, but credits her time leading the Community Action Committee as her favorite League placement. In this placement, she was able to see first hand how a little money, coupled with trained volunteer efforts could help so many deserving organizations accomplish so much in our community. When not at League Headquarters, this busy wife to Rick and mom to Cole, Quinlan and Camden can be found volunteering at her children's school, the soccer field or dance studio.



## Communications Vice President

### STACY CARLSON

Taking on a new role this year as Communications Vice President, Stacy Carlson is looking forward to having the opportunity to further develop her social media skills. A proponent of leadership development, Stacy has an educational background in Educational and School Leadership as well as Psychology with degrees from the University of South Florida, Harvard University and the University of Florida. Her career as Vice President and Program Director, Florida, for Helios Education Foundation lends to her seemingly innate ability to help the League's members determine how best to develop their potential, skills strengthened as she teaches her three boys – Trey, Jon Luke and Jacob – how to chart their own paths in this world. Stacy sees the beauty of the League as our constant “focus on being better as members, leaders and an organization,” and takes every opportunity to push the League to embrace its role as a community leader.



## Community Vice President

### NICOLE HUBBARD

An advocate for constant improvement, 2013-2014 Community Vice President, Nicole Hubbard, is already hard at work with the development of two new League projects. This year also brings an opportunity for her own personal development as she oversees 12 project chairs with varying leadership styles. A nurse anesthetist at Tampa General Hospital, wife to Matthew, and mother to Austin and Ansley, it's a wonder when Nicole finds time to sleep. Since joining the League in 2005, she has co-chaired Holiday Gift Market, served as Placement Chair, developed the Birthday Buddies project and, most recently, helped revamp our membership process as Membership Vice President. Relying on her keen understanding of the Membership, Nicole enjoys learning how to motivate her fellow members to get involved at a level that uniquely suits their League aspirations. She loves that the League has made her realize that she “can help be a catalyst for change, advocacy, and thoughtful leadership in the community.”



## **Finance Vice President**

### **SUZY MENDELSON**

Entering her 11<sup>th</sup> year in the League, Suzy Mendelson, 2013-2014 Finance Vice President, enjoys working with members who challenge and engage her to do more. Her favorite placements have both been within Provisional Education, as Provisional Mentor and later as Provisional Education Chair, where she has found the women to be enthusiastic and willing to learn. Suzy gushes, “This place is a true training organization and every meeting or event I attend I have a take away. How many organizations can offer that?” Her enthusiasm for the League and for life permeates everything she does. She credits the League for giving her a chance to push her own personal limits in a safe and nurturing environment. When not spending time managing League business or engaging clients in her role as Vice President of The Elan Group, Suzy can be found with her son, Max, and husband, Mark, having living room dance parties, traveling, and cheering on her alma mater, Florida State University, on the football field.



## **Fund Development Vice President**

### **KIM CARSWELL**

2013-2014 Fund Development Vice President, Kim Carswell, became an Active member of The Junior League of Tampa in 2005. She knew early on that she wanted to help the League make an impact on our community. She was also confident she never wanted a Fund Development placement. Ironically, her two favorite placements have been in Fund Development – Holiday Gift Market and Fundraising. Inspired by the generosity of JLT Membership and supporters, Kim has discovered the value in these placements. By challenging herself to step outside her comfort zone, she has experienced growth and success in her professional and League career. A graduate of the University of South Florida, Kim is the Market Development Manager for Coca-Cola Refreshments. Cheered on by her husband Trey and daughter Gates, Kim is sure to be a driving force in the League this year and for years to come.



## **Membership Vice President**

### **CASEY CAREFOOT**

A five-year Active, 2013-2014 Membership Vice President, Casey Carefoot, understands the importance of a happy and engaged Membership. Having served as a Provisional Mentor and Provisional Education Chair, Casey believes our ability to successfully execute our Mission is directly correlated to a positive membership experience. In her first year on the Executive Board, she looks forward to being hands-on with the various aspects of Membership and learning how the League fits into the larger nonprofit community. Always one to enjoy “showing [members] the ropes,” this Miami University alumna and Senior Technical Recruiter for Catapult Systems advises new members to become actively involved in the League. She advises the best way to meet and connect with other members is to participate in your committee, volunteer for projects and attend events.



## Secretary LAURA DONALDSON

Since joining The Junior League of Tallahassee in 1996 while attending law school at Florida State University, Laura Donaldson, 2013-2014 Secretary, has transferred into The Junior League of Tampa twice—first in 1998 and again in 2003. Though she enjoyed her time working on the League's State Public Affairs Committee (SPAC), a few years ago she considered resigning from the League to focus on her career as the General Counsel of the Southwest Florida Water Management District and to spend more time with her daughter, Isabella. Lucky for us, she chose to remain a member. Inspired by fellow members, her recent placement on the PDEC Committee, first as Assistant Chair and then as Chair, reenergized her commitment to the League. This year Laura seeks to play a pivotal role in League governance.



## Treasurer DENISE SCHULTZ

Denise Schultz, 2013-2014 Treasurer, is thrilled to work side-by-side with the impressive leaders who comprise this year's Executive Board. No stranger to leadership herself, Denise started on her leadership track as a Provisional group leader upon joining The Junior League of San Francisco. After transferring to The Junior League of Tampa in 2006, she continued to take on leadership roles, often in placements that were not her first choice. She credits each position as a learning opportunity in which she was able to collaborate with and learn from other talented women. The most recent winner of the League's Inspiring Leader of the Year award, Denise feels her League experience has provided her with a new skill set benefiting her personally and professionally. Alongside her transition into the Global Trade Resiliency Manager position, a new role she created at J.P. Morgan, she plans to spend this year uncovering how our financials tell a better story about the League.

## And now that we know their qualifications as leaders, let's dig deeper...

*Executive Board: How do you like to celebrate (a special occasion, holiday, good hair day)?*

Lee: "I love to be with my family and friends...it doesn't really matter what we're doing...if we are at the beach, so much the better!"

Lynette: "Time with family and friends."

Stacy: "Fine wine, good food and excellent conversation."

Nicole: "...cocktails and ice cream for dessert."

Suzy: "There is nothing better than a living room dance party with [my son] Max!"

Kim: "Surround myself with my family and friends."

Casey: "...a nice dinner at Donatello's or Berns."

Laura: "With a hug and kiss from my six year old."

Denise: "Grabbing my family and friends, having champagne, and enjoying the day or night."



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Holiday Gift Market



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Ruth Giordano

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Training



Sarah Walters

The Junior League of Tampa would like to thank Nicole Geller Photography for the Council photos.

# We Are Sustainers

RUTH GIORDANO

**Sustain** (*suh-steyn, /sə 'stān/*) **verb:** to keep in existence; maintain or prolong, to provide for the support of; specifically, to provide sustenance.

We are a legacy of many who believe that committed and trained volunteers working together can improve and transform our community for the better. It is in this quest for common good that we can develop our true potential as women, sometimes in ways that we never imagined. Indeed, the efforts and Mission of The Junior League of Tampa are wonderful things to sustain, and I am honored to serve as President of the group charged with that important responsibility.

Holiday Gift Market (HGM) is a perfect example of the potential of trained volunteers in action. After 10 years, countless volunteer hours, and over \$1,000,000 raised, this amazing event still grows, thrives and supports the many worthwhile projects and programs of our League. Please join us for our Fall Sustainer Meeting and Luncheon held during HGM at the Florida State Fairgrounds on November 8<sup>th</sup>. It is the perfect opportunity to support the efforts of our Active members while visiting with friends and getting an early start on holiday shopping.

The Fall Meeting and Luncheon is just one of many upcoming activities planned for Sustainers. We start the year with our "Back to the League Day" on September 12<sup>th</sup> at The Junior League of Tampa Headquarters. Current League projects will be highlighted and lunch will be served. Learn about ways to get involved including volunteering on a project or helping with a Sustainer function.

Opportunities are available for Sustainers to sign up to help Food 4 Kids. On Saturday, November 16<sup>th</sup>, we will be packing bags with Thanksgiving food for families in need at the Feeding America food bank. Please

contact Dada Glaser at [dglaser@tampabay.rr.com](mailto:dglaser@tampabay.rr.com) to volunteer for this effort.

We are thrilled that Miriam and Christopher Lykes will be hosting our Fall Cocktail Party at their lovely home on November 15<sup>th</sup>. Leslie Jennewein and her committee are planning a fabulous evening, promising great food and company. Space is limited for this popular event. Be sure to make your reservations early.

The Lunch Bunch, Antiques Group and Sustainer Bridge Group are all planning to meet in the fall and again in the spring. Please check your Sustainer *Sandblast* emails for the dates of these get-togethers.

Fall is also the time to consider making a donation to The Junior League of Tampa's Annual Campaign. While our dues are critical to League operations, 100% of net fundraising proceeds from the Annual Campaign directly support our programs and projects. Our Active members implement and oversee these projects with great care and enthusiasm, serving over 70,000 volunteer hours last year alone. Clearly, there are many great reasons to consider donating to the 2013 Annual Campaign!

Fellow Sustainers, let's renew our commitment to sustaining The Junior League of Tampa through an ongoing legacy of involvement, continued membership and giving. So many will benefit from our efforts, now and in the future.

Sincerely yours,



Ruth Giordano  
Sustainer President



## 2013 - 2014 Sustainer Officers

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# From Thrift to Market

## HOLIDAY GIFT MARKET 10<sup>TH</sup> ANNIVERSARY

by AVRIL SHELTON

The Junior League of Tampa Holiday Gift Market (HGM) has experienced tremendous growth over the years. Evolving from the Trinkets & Treasures Holiday Boutique and its predecessor, the Thrift Shop, this annual event has allowed the League to make a greater impact in the community while becoming a powerful training opportunity for its members.

Having enjoyed an outstanding 40-year run, Trinkets & Treasures Holiday Boutique was re-envisioned into Holiday Gift Market beginning in 2001. Taking just two years to develop the idea, the first HGM Steering Committee, led by Christina Boe, held the inaugural event at The Port of Tampa's Cruise Terminal in 2003. The first Market hosted 124 merchants and over 8,000 shoppers. Three years later, HGM moved to its current home at the Florida State Fairgrounds starting in Entertainment Hall and later expanding to Expo Hall in 2011. Last year, HGM attracted more than 140 merchants from across the Southeast, as well as an astounding 11,800 shoppers from the Tampa Bay area.

Thanks to the support of its merchants and the community over the past 10 years, The Junior League of Tampa's Holiday Gift Market has raised more than \$1,000,000. The League's most successful fundraiser, monies raised from HGM have helped fund projects such as Children's Literacy and Food 4 Kids as well as the many training programs the League creates for its members. The Market further promotes the Mission of The Junior League of Tampa through voluntarism, developing the potential of women, and improving communities through effective action and leadership of trained volunteers.

The value of Holiday Gift Market on the League's community impact is unparalleled. The impact on members of The Junior League of Tampa is equally impressive. Serving as one of the single greatest training opportunities the League has to offer, HGM provides both Committee members and members at large with hands-on experience in the areas of public relations, marketing, customer service, sales, event planning and fundraising, among other areas. These women

*“One of my favorite memories and one of the things I always find most impactful about HGM is looking at the whole market once it’s all set up and filled with shoppers, and realizing that it was put together solely with volunteer work! Talk about living our Mission! And this is one of the biggest ways it has impacted our organization too: allowing members to stretch their skills and learn, like I did as Co-Chair. From marketing and pr, to event planning, to contract negotiations, to organizational skills, there are so many skills to be gained by being on the HGM Committee.”*

*— Lee Lowry, JLT President 2013–2014*

are afforded the rare opportunity to learn new and hone existing skills in an environment that is supportive and nurturing to their development. The result is a well-trained, enthusiastic volunteer force better equipped to affect change in their community.

*“One of the most gratifying experiences I have ever had was climbing a very rickety staircase to the top of the Expo Hall and looking down. I may have been scared beyond belief standing in this open cage that is four stories high, but looking down on the floor of endless red carpet, packed booths, aisles of bustling shoppers, and happy volunteers was awe-inspiring. This event, which provides so much happiness to our community and so much funding to our projects and programs, was 100% the result of the work of The Junior League of Tampa’s volunteers.”*

*– Gianni O’Connor, HGM Co-Chair 2013–2014*

*“When I found out I was HGM Chair-elect, I met Gianni O’Connor, who would be my Co-Chair. We had never*

*met but we have become fast friends and I’m so glad to know her and learn from her. The friendships I’ve made on this committee will be everlasting. The women of HGM are amazing and inspiring!”*

*– Shannon Walsh, HGM Co-Chair 2013–2014*

Holiday Gift Market has become a fall tradition for many in the Tampa Bay area. In the weeks leading up to the Market, yard signs and posters can be seen posted throughout the city’s neighborhoods. With continued recognition and visibility of HGM come added awareness of The Junior League of Tampa’s Mission and the further advancement of its Mission. The combination of community support, merchant participation, and member involvement has brought this influential fundraiser from thrift to market.

The 10<sup>th</sup> anniversary of Holiday Gift Market makes this fall a season for celebration.

*Featured below: The 2013-2014 HGM Steering Committee*



# A Tampa Tradition

## HOLIDAY GIFT MARKET 2013

by KATHRYN HALL

### Dates:

November 8-10, 2013

### Times:

November 8<sup>th</sup>, 9 am – 6 pm

November 9<sup>th</sup>, 9 am – 6 pm

November 10<sup>th</sup>, 9 am – 5 pm

### Kick-Off Party:

Thursday, November 7<sup>th</sup>

### Location:

Florida State Fairgrounds - Expo Hall

4800 US Highway 301 N

Tampa, FL 33610

### Admission:

\$5 each until Nov. 1, 2013. On Nov. 2<sup>nd</sup>, the price goes up to \$8 per ticket.

### Parking:

\$6 at the Florida State Fairgrounds

It's nine o'clock on a rainy July night, and members of the Holiday Gift Market (HGM) Committee are hard at work. I catch up with them at The Junior League of Tampa Headquarters. Gianni O'Connor and Shannon Walsh, HGM Co-Chairs, along with Laura Byrne, HGM Social Media Coordinator, are flipping through old issues of *The Sandspur* in search for inspiration. Despite the late hour, the ladies are buzzing with energy. The mantra they have created for their committee – “Engage. Educate. Excite.” – appears to be fueling their efforts.

As part of their role, Holiday Gift Market Committee members have been commissioned to educate the general membership on the vital role HGM plays in the League's community activism. The fundraiser has raised over \$1,000,000 toward programs and projects. According to Walsh, the goal is to get members excited and engaged “so this isn't just a shopping event.”

This year the Committee seeks to reach 12,000 shoppers through the doors. This ambitious goal will require active participation from membership in addition to the hard work of the Committee. Long before their volunteer shifts, members can help generate support and interest in the event by “Liking” and sharing the Market's Facebook page. A new innovation this year, making tickets available to the public online, is also expected to bolster attendance.

With purchase of a ticket, attendees can shop the booths of their favorite returning merchants as well as discover merchants new to HGM. On Sunday afternoon, young attendees can enjoy cookies, cocoa and crafts with Santa and Mrs. Claus, share their Christmas lists with Santa and have their photo taken with the Christmas couple. The cost for this special event is \$15 per child, free for accompanying adults. And the return of the “Man Cave” will provide male shoppers with their own treats including comfortable recliners and big-screen televisions.

This year's aptly selected theme, “A Tampa Tradition” celebrates the 10<sup>th</sup> anniversary of Holiday Gift Market and its home, the Tampa Bay community. The 2013 HGM logo embodies this concept of tradition with a design inspired by the beloved Tampa Theatre. The décor to span the expanse of the Florida State Fairgrounds Expo Hall will carry on the theme with lights like those that adorn Ybor City's 7<sup>th</sup> Avenue. This year's Market is not to be missed.

After the evening I spent at Headquarters, it is clear to me that night and day, rain or shine, this dedicated group of women will endeavor to make the 2013 Holiday Gift Market the biggest and best yet. “The 10<sup>th</sup> Annual HGM is the product of the nine that happened before it,” stated O'Connor. HGM is an event that all members can truly be proud of. We all wish it continued future success, and that is achievable through the dedication of our members.

When asked to describe her vision for the 2013 Holiday Gift Market, O'Connor replied, “Packed aisles with happy people. I imagine myself looking down and seeing beautiful decorations and busy merchants.” To the same question, Walsh repeated the motto for 2013, “Shop. Share. Care. You're shopping, therefore you're sharing your wealth and letting friends know about the event, and you're caring because you're giving back to the Tampa community. And that's really what it's all about.”

To find out more about what this year's Market has to offer, “Like” Holiday Gift Market on Facebook [facebook.com/TheJLTHGM](http://facebook.com/TheJLTHGM)

To purchase tickets, visit [www.boxofficetickets.com/JLT](http://www.boxofficetickets.com/JLT) and for members only visit [www.jltampa.org/estore](http://www.jltampa.org/estore)

*Featured on the next page: The days of the Thrift Shop*





Donations to the Annual Campaign support the programs and projects of The Junior League of Tampa (JLT). Each year we ask individuals and businesses in the community, as well as our Membership, to support our Mission by donating to the Annual Campaign. Donations to the Annual Campaign are not used to pay for any general operating expenses, which are financed by membership dues and other administrative sources.

To learn more about the Annual Campaign or to make a gift, visit <http://www.jltampa.org/annual-campaign>  
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- Honor someone's service to JLT
- Offer condolences to a member who has lost a loved one



To make a commemorative gift, simply fill out an envelope and place your donation inside (cash or check only) or scan the QR code to be taken directly to our online donation site (credit or debit card). All commemorative gifts support The Junior League of Tampa's endowment.

To learn more or to make a gift, visit <http://www.jltampa.org/commemorative-gifts>  
For questions, contact [endowment@jlthq.com](mailto:endowment@jlthq.com).

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- Lee Lowry
- Nicole Hubbard
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- Kim Carswell
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**Heather Barrow,**  
*on her being named a Community Hero by the Tampa Bay Lightning*

- Lynette Russell
- Lee Lowry
- Nicole Hubbard
- Laura Donaldson
- Kim Carswell
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**Kate Guilfoyle,**  
*on her new job*

- Laura Everitt
- Lee Lowry
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*on the loss of her father*

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*on her engagement to TJ Strahan*

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**Krista Dietrich,**  
*on her engagement to Ian Koteles*

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## The Junior League of Tampa Endowment Fund

*Leaving a Legacy...Sustaining Our Service*

Launched in 2007, The Junior League of Tampa (JLT) Endowment Fund is a permanent fund established to ensure that our League is able to maintain fiscal stability and fervently pursue our Mission without being radically affected by changes in the economic climate or decreases in lifelong membership. JLT can draw interest on the fund, but it will never touch the principal of the fund. A strong endowment fund will ensure a unique revenue stream that will give the League the opportunity to pursue exciting, new opportunities or deal with unforeseen circumstances without creating an additional financial hardship for the organization or its members. All commemorative gifts support The Junior League of Tampa's endowment.

Donating to the Endowment Fund is as affordable as your next double espresso or 18 holes. To make it easier for you to support this critical campaign, your pledge of \$1,000 or more to The Fund can be paid over a five-year period. For a small amount each week, you can Leave your Legacy and ensure The Junior League of Tampa is able to Sustain Our Service forever.

	1 WEEK	1 MONTH	1 YEAR	5 YEARS
Coffee break	\$5	\$21	\$250	Sponsor \$1,000
On the go lunch	\$10	\$42	\$500	Benefactor \$2,500
Lunch for two	\$21	\$83	\$1,000	Silver Legacy \$5,000
Dinner and a movie for two	\$42	\$167	\$2,000	Gold Legacy \$10,000
A round of golf for two	\$104	\$417	\$5,000	Platinum Legacy \$25,000

To learn more about the Endowment Fund and to make a gift online, visit <http://www.jltampa.org/endowment-fund>.

For questions, contact [endowment@jltq.com](mailto:endowment@jltq.com).



The Junior League of Tampa considers it an honor to be designated as a beneficiary of an estate or foundation. We highly regard this type of planned giving and recognize donors through membership in The Junior League of Tampa 1926 Society.

The 1926 Society enables you to leave your legacy in our community by supporting the future of our League and its members.

## Endowment Fund

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*Donor List as of August 15, 2013*

*Donations less than \$250 are recognized through the Commemorative Fund.*

Thank you to our inaugural member of the 1926 Society, Martha Sale Ferman.

# Why Wouldn't I Give?

## Terri Parnell-Longphee Donor Spotlight



Eric Longphee and  
Terri Parnell Longphee

A long-time member and recent Sustainer, Terri Parnell-Longphee passionately speaks about the personal benefits she derived from being able to work with such “wonderful and amazing women in JLT,” the education and training she received as a member, and the opportunity to be actively involved with the community. After summing up all of the benefits she gained, she simply asks, “Why wouldn't I give?”

As the Director of Sales and Marketing for the Florida State Fair Authority, former President of the University of Florida Alumni Association, and former Fundraising Chair, Sustainer Liaison, and Community Action Chair for The Junior League of Tampa, Terri is undoubtedly a dedicated professional and volunteer. One only needs to spend a few minutes with Terri to realize her passion for The Junior League of Tampa, and her commitment to its sustainability.

For Terri, the desire for long-term sustainability for The Junior League of Tampa stems from her understanding of the importance of the League to the Tampa Bay community. Many organizations depend on the League's “muscle, might and money.” The sustainability of the League is critical to the sustainability of its community partners and the health of the Tampa Bay community at large. By making a donation to The Junior League of Tampa Endowment Fund, Terri is doing her part to “guarantee the livelihood of this great organization.”

Though involved with many nonprofit organizations at the time, as an Active member, Terri generously pledged \$5,000 to the Endowment Fund and she is quick to

note that she anticipates giving more. Terri chooses to give her money to The Junior League of Tampa because “Where else can you write one check and impact so many local organizations?”

### Conquering the Hike to Half Million

Succeeding in our current campaign, *Hike to Half Million*, would allow us to begin drawing interest from the Endowment Fund. This interest income will help ensure that the League can continue to make significant financial contributions to our community, even during lean years. Not long into the conversation with Terri, she grabs her calculator and starts punching in numbers. She calculates that if every member of The Junior League of Tampa gave \$100 this year, we would meet and possibly even exceed our \$500,000 goal.

Terri challenges fellow members to make a donation to the Endowment Fund. There is power in numbers. A donation of \$250, when made over four years, becomes a \$1,000 gift. And as Terri reminds us, “Haven't we all received more than \$5,000, or even \$10,000, worth of joy out of JLT?”

### Donating to the Endowment

Have you received more than \$5,000 worth of joy from The Junior League of Tampa? Make a gift to The Junior League of Tampa Endowment Fund and help us continue to fulfill our Mission for years to come. To learn more about ways to give or to make a donation, visit [www.jltampa.org/endowment-fund](http://www.jltampa.org/endowment-fund) or email [endowment@jlthq.com](mailto:endowment@jlthq.com).



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# Conversations

## Interview with Susan Angert of Susan's Jewelry, 10 year Holiday Gift Market Merchant

by JAYMI BUTLER

When The Junior League of Tampa Holiday Gift Market opened its doors for the first time 10 years ago, Susan Angert found herself in the middle of something special. Angert, founder of Susan's Jewelry, knew that she'd have a great venue in which to sell her unique, upscale jewelry. But over the past decade, participating in HGM has become about so much more than just the merchandise. It's about the camaraderie with fellow vendors, about clients who have become friends, and about the bond she has formed with an organization that shares her vision for giving back to the community. Together with her daughter and business partner, Carly, who has been attending HGM since she was a teenager, Angert is thrilled to return to her prime corner location for the 10<sup>th</sup> year in a row.



Carly Angert and Susan Angert

**Butler:** How did you come to participate in HGM?

**Angert:** I definitely knew that Junior Leagues had holiday markets. I participated in the Ft. Lauderdale and Miami ones and they were extremely profitable, but they stopped doing them. I started to investigate other markets and found the Tampa one. I'm a graduate of the University of South Florida and to come back and do an event here in Tampa was perfect [Susan's Jewelry is based in Weston]. I've never missed a year. I really admire what The Junior League stands for and am very proud to be a part of that. It's very meaningful for me – a perfect fit!

**Butler:** What did you know about The Junior League of Tampa at the time?

**Angert:** I knew they worked with children and women and those are the types of causes that attract me. My [personal] mission of giving back to the community lines up with the Mission of the League. Fundraising has given my life a lot of meaning and that is definitely in alignment [with the League]. Maybe that's why it's all worked and HGM continues to grow. The numbers just keep increasing! The Junior League of Tampa has wonderful energy. Everyone is so excited and supportive. It's a very positive environment.

**Butler:** What was the first year like?

**Angert:** We were at the Port of Tampa and I brought my family with me. We went bowling at Channelside. It was a great event. I remember that I liked it in that location. The building was really big, the ceilings were high – it was great. The last year we were there I remember that the hurricane [Hurricane Wilma] hit South Florida and a lot of vendors who lived in Miami were leaving to get their houses ready, but I didn't leave. I did great that year, but when I did leave it was pouring down rain and really scary. But HGM was always so profitable and important to my business and I wasn't going to leave early.





“HGM has become a tradition where people come every year. They want to support the community of Tampa and The Junior League is all about community.”

**Butler:** How has HGM changed and improved over the years?

**Angert:** HGM has become a tradition where people come every year. They want to support the community of Tampa and The Junior League is all about community. I think they have made Tampa aware of their Mission and it's such a great cause. The selection of vendors has always been top-notch and you'll see people who are local and merchants from all over. People are getting a unique shopping experience they don't get at any other time of year and with all the activities during the event, it pulls in different parts of the community. It's not just about the merchants. The cookbook things you do are amazing! I see the thought and the work that goes into the cookbook table. Those are the kinds of things that you've gotten better and better at! I can't wait to see what the display is this year.

I really like the first night Kickoff party. It's a fun Girls' Night Out and a brilliant marketing strategy to do the 10% off that night. It's a real pumped-up party feeling. I love how the generations come together and the tradition. It's awesome!

**Butler:** What's a typical HGM weekend like for you?

**Angert:** I always want to leave my booth and go walk around but I'm usually so busy that I can rarely do that. Not one minute is negative. My daughter and I always go around and do a little bit of shopping. I don't love going to the mall, so for me, this is a true Christmas experience. Everything is decorated and I love the music and the tradition.

**Butler:** How do you choose what to stock at HGM?

**Angert:** The Junior League girl exudes her own style and I always prepare my inventory with that in mind. I provide quality, unique jewelry and I've stayed true to that. I always have a Floridian-themed inventory – starfish, bright colors, always a lot of pearls and fun, trendy pieces at a great price point. I have developed a following – you go into my booth and you know you'll get good, quality design that is very current. I want to wow everyone with items they won't find in any store. My selection is very thought out. I want to offer something that will appeal to everyone and I want each piece to have an impact and to be important.

**Butler:** What keeps you coming back year after year?

**Angert:** At this point in my career, I want to go to a place that makes you feel happy and a place where you feel like it's a win-win. The organization is contributing, I'm contributing, and it's a fun and positive environment. All of the vendors are smiling and happy to see each other and everyone is so positive and supportive. I'm always so happy to return and see my established clientele and to build more clientele. I feel so welcome every year and I'm always sad when it's over. HGM is something I look forward to all year!

For more information on Susan's Jewelry, visit <https://www.susansjewelrycollection.com>



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# Running a Small Business, MAKING A BIG IMPACT

## A Woman's Prerogative

by BETH EDWARDS

Women count on one another for all sorts of things — life lessons, confidence and, moving forward into this new century, as valuable resources for developing successful business strategies.

Recognizing the current economic climate, women provide invaluable resources not only for stabilizing the economy, but also for growing the economy. Our young women have staked out a firm presence on their school honor rolls and represent 70% of our nation's valedictorians. Women are earning more than half of our nation's Ph.D.s, and almost half of our nation's business school applicants are women. With statistics like that, we are already in an excellent position to be successful entrepreneurs.

Women also offer a unique perspective and we approach problems from a different angle. Our solutions are often innovative and thoughtful, and lead us to identify growth and opportunity. In 2012, it was estimated that there are over 8.3 million women-owned businesses in the United States. These businesses were reported to generate nearly \$1.3 trillion in revenues and employ 7,697,000 people. Ranking fourth among other states, the State of Florida boasts 587,600 women-owned businesses generating \$77.6 billion dollars in revenue.

The women of The Junior League are commonly found to be at the forefront of business trends. Many of our very own members and volunteers have chosen to leave the corporate world — or the household — to embark on their own business adventures. What motivates us to make such a big leap? How do we make those decisions? Is it working? Was it worth it?

Entering the world of business ownership takes motivation and no small amount of courage. For Cat Whitwell of JC's Boutique, taking a leap of faith was a necessity. "In 2009,

I went through a devastating time in my life. I had gone through a divorce that had left me with unimaginable debt, I was laid off from a miserable job, my home went into foreclosure, and I was forced to file bankruptcy," she shared.

While working in risk management for a community bank, Marie Hebbler, owner of Risk Matrix Solutions, identified a need for an affordable risk assessment software program and set out to fill the void. She left her employer and went out on her own to develop a computer program that assists banks in complying with the Dodd-Frank Consumer Protection Act, a new Federal regulation. Her business went "from concept to concrete in less than three months" and now the banks come to her for risk management solutions.

Any number of things may motivate a new entrepreneur. In the case of Holly Tomlin of Tomlin Tested Staffing, it was relocation from Cleveland. Andrea Layne, of Andrea Layne Floral Design, set out to discover her passion and find an outlet for her creativity. Or, in the case of Angier Miller, "[I]... always wanted to have my own business. It just took me 40 years to get there," via fashion and Worth New York.

Regardless of motivation, as female entrepreneurs we all face challenges. The relentless gender gap is among them. In the male-dominated industries of banking and technology, Hebbler has to overcome this obstacle daily. She shares that although recent studies have shown that high-tech businesses with female leaders outperform their male-led counterparts, only 3% of technology start-ups are owned by women.

This challenge is coupled with the constant pursuit of a healthy work-life balance. Layne readily agrees that this is her biggest hardship. "I want to be there for my girls...for their celebrations and their problems. I want to support my



Holly Tomlin

husband's ambitions and I want to achieve my own goals, both professionally and personally," she said. Tomlin echoed the same concern saying, "As a female business owner, I think being a good mom, wife and business leader is always the challenge. The calendar is always full. Even with great caretakers, nothing replaces mom."

Beyond business, these women are also making an impact in the community. Worth New York's "trunk shows" allow the hosts to donate a portion of the proceeds to a charity. Layne and Whitwell successfully focused on niche markets, providing services and products where few existed before. Tomlin noted her staffing company impacts the local community by "putting a lot of people to work – in jobs they love or in jobs they need in order to get to the next phase of their life – be it a college student looking for their first job, an applicant who just lost their job and who's looking for a new one, or a divorcee who has never worked and has children and now needs a job."

When asked what piece of advice they would give to other women considering making the leap into business ownership, the advice collectively serves as a toolkit for any woman interested in starting her own business. Layne says to "hire a career coach!" to guide you through adapting your skills and ideas into a new career or business. Tomlin's advice is to "study your market, do research...join your local chamber, network, think of the cost in money and in your time." Whitwell advises, "Treat everyone not like a customer, but like a true friend. Have relationships with your customers. I believe if you do what you love, the success will follow." Hebbler encourages you to "play the cards you are dealt and keep your dreams alive in spite of whatever obstacles you may have to overcome."

**Miller's message may sum it up the best: "Go for it!"**

To learn more about these amazing women and their journey, visit <http://www.jltampa.org/the-sandspur>.



Angier Miller



Andrea Layne



Marie Hebbler



Cat Whitwell

References: United States Census Bureau ([http://www.census.gov/newsroom/pdf/women\\_workforce\\_slides.pdf](http://www.census.gov/newsroom/pdf/women_workforce_slides.pdf)). Florida Small Business Development Center (<http://floridasbdc.org/News/Press/Current%20Releases/2012-10-04-Florida-Ranked-4th-Women-Businesses.html>). The State of Women-Owned Businesses Report commissioned by American Express OPEN ([https://c401345.ssl.cf1.rackcdn.com/pdf/State\\_of\\_Women-Owned\\_Businesses-Report\\_FINAL.pdf](https://c401345.ssl.cf1.rackcdn.com/pdf/State_of_Women-Owned_Businesses-Report_FINAL.pdf)). The Association to Advance Collegiate Schools of Business, Business School Data Trends and 2012 List of Accredited Schools

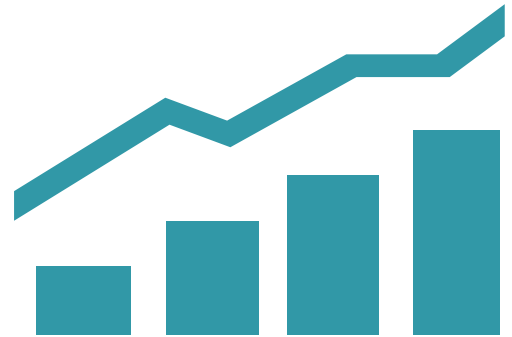
In **2012** in the United States, More than **27 million** small businesses registered. Over **8.3 million** were women-owned businesses generating nearly **\$1.3 trillion** in revenue and employed nearly **7.7 million** people.



Women-owned firms are exceeding overall sector growth rates in seven of the 13 most populous industries: wholesale trade; finance and insurance; other services; real estate; health care and social assistance; construction and arts/entertainment/recreation.



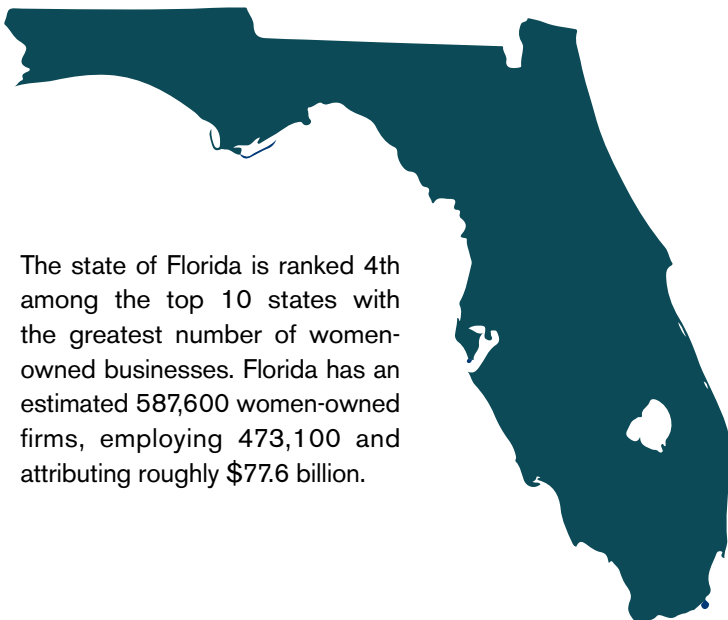
Reports indicate that more than half of women business owners use their personal or family savings to start or acquire their business.



The number of women-owned companies has risen by 200,000 within the past year, equivalent to just under 550 new women-owned firms per day.



The industries with the highest concentration of women-owned firms are: health care and social assistance (53% of firms in this sector are women-owned), educational services (45%), other services (40%), and administrative and waste services (37%).



The state of Florida is ranked 4th among the top 10 states with the greatest number of women-owned businesses. Florida has an estimated 587,600 women-owned firms, employing 473,100 and attributing roughly \$77.6 billion.

**8.3  
MILLION**

Women-owned businesses nationally. The states with the greatest number of women-owned firms, naturally, are the most populous states. California is home to the greatest number of women-owned firms in the country, followed by New York, Texas, Florida, and Illinois.

# COOKBOOK COCKTAILS

The queen of cuisine, Julia Child, once said, “A party without cake is just a meeting.” Advice like this should always be heeded. Perhaps later somewhere in that same conversation Julia would have gone on to say a party without cocktails is also just a meeting. To avoid potential embarrassment among culinary circles and the scrutiny of your epicurious friends, best to observe both principles.

Whether paired with cake or something from the Culinary Collection, these fall-inspired cocktails are sure to make your next gathering a true celebration.





## Hot Mulled Cider

*Savor the Seasons, pg. 47 | Yield: 8-10 servings*

- 1 (64-ounce) bottle apple cider or apple juice
- 1 (12-ounce) can frozen orange juice concentrate, thawed
- ½ cup lemon juice
- 1 teaspoon whole cloves
- 1 teaspoon allspice
- 4 cinnamon sticks
- 4 orange slices
- additional cinnamon sticks

Combine the apple cider, orange juice concentrate and lemon juice in a large saucepan. Wrap the cloves, allspice, and four cinnamon sticks in cheesecloth and tie with kitchen twine. Add to the cider mixture. Bring the mixture to a boil and boil for 5 minutes. Reduce the heat and add the orange slices. Simmer for 30 minutes, stirring occasionally. Serve warm garnished with a cinnamon stick.

## Apple Ginger Fizz

*EveryDay Feasts, pg. 45 | Yield: 6-8 servings*

- ½ cup water
- ½ cup sugar
- 4 ounces fresh ginger root, peeled and cut into ½-inch slices
- 1 (750 ml) bottle sparkling apple cider

Combine the water and sugar in a small heavy saucepan over medium-high heat. Add the ginger root and bring to a boil. Cook for 2 minutes, stirring occasionally. Remove from the heat and let stand, covered, for until cool. Strain the syrup and discard the ginger root. To serve, pour 1 to 2 teaspoons of the syrup into a champagne flute or wine glass. Top with the sparkling cider. You may store the syrup in the refrigerator for up to 1 week.

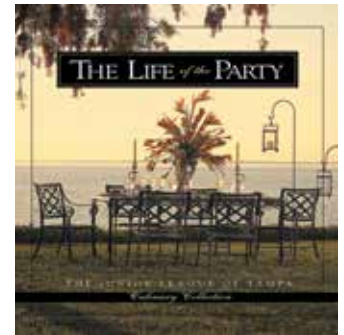
## Appletini

*The Life of the Party, pg. 45 | Yield: 2 servings*

- 2 ounces apple schnapps
- 2 ounces premium vodka
- splash of Applejack
- crushed ice

Combine the apple schnapps, vodka, Applejack and ice in a cocktail shaker; cover. Shake vigorously and strain into chilled martini glasses.

*The Life of the Party*  
celebrates 10 years!



## Shopping List

apple schnapps

vodka

Applejack

sugar

4 ounces fresh ginger root

1 (750 ml) bottle sparkling  
apple cider

1 (64-ounce) bottle apple  
cider or apple juice

1 (12-ounce) can frozen  
orange juice concentrate

lemon juice

whole cloves

allspice

cinnamon sticks

orange slices

## Food Footnote Enjoy alone or pair with:

Bacon and Swiss Tarts  
*Savor the Seasons*

Grilled Honey-Bourbon  
Pork Tenderloin  
*EveryDay Feasts*

# The Junior League of Tampa Cookbook Order Form

Name: \_\_\_\_\_

Address: \_\_\_\_\_ Phone: \_\_\_\_\_

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ORDER DETAILS			
TITLE	QUANTITY	PRICE EACH	AMOUNT
<i>The Gasparilla Cookbook 50<sup>th</sup> Anniversary Edition</i>		\$ 14.95	
<i>Tampa Treasures</i>		SOLD OUT	
<i>The Culinary Collection Volume 4: Capture the Coast</i>		\$ 21.95	
<i>The Culinary Collection Volume 3: Savor the Seasons</i>		\$ 21.95	
<i>The Culinary Collection Volume 2: Everyday Feasts</i>		\$ 21.95	
<i>The Culinary Collection Volume 1: The Life of the Party</i>		\$ 21.95	
<i>The Complete Culinary Collection (all 4 volumes)</i>		\$ 60.00	
Subtotal:			
Add 7% FL Sales Tax:			
Total:			

PAYMENT METHOD		
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 Fax your order to: 813.254.9593 | Order online at: [www.JLTampa.org](http://www.JLTampa.org) | For shipping information contact: [cookbook@jlthq.com](mailto:cookbook@jlthq.com)



2013-14 Cookbook Committee

## Cookbooks may also be purchased at the following retailers:

- Bayfront Medical Center Gift Shop
- Beans About Cooking
- Beverly's Hallmark
- Book Swap of Carrollwood
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- Newlin's Inc.
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- Tampa Bay & Co./Tampa Bay Visitors Center
- Tampa Bay History Center
- Tampa Museum of Art
- The Fresh Market (Henderson)
- The Gifted Fig
- The Potting Shed
- The Rolling Pin Kitchen Emporium
- The Write Stuff
- Traditions Unlimited
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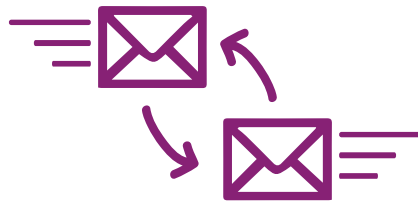
OUT AND ABOUT







**10 Life of the Party Recipes Tasted**



**150+ Emails Exchanged**

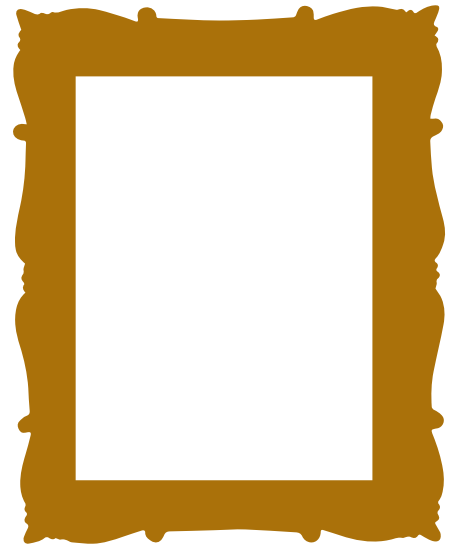


**108,200mg of Caffeine Consumed**

**18 Persons Interviewed**



**52 Portrait Shots**



**ten thousand four hundred**

**Words Proofread**

A woman with dark hair and a tiara is shown from the back, looking over her shoulder. She is wearing a black, sleeveless, form-fitting bodice with a large, voluminous, layered tulle skirt. Her hands are on her hips. The background is a dark, solid color.

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You*

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