

LOCAL BUSINESS PEOPLE TO WATCH

NEWSMAKERS

COMMUNITY SERVICE

The Ann Norton Sculpture Garden has announced eight new board members. **Cindy Anderson** is a graduate of American University in Washington, D.C. She was previously an executive for Fidelity Bank and served on its Board of Directors. She is a founder's circle member of the Gardens Conservancy, and serves on the art and garden committees at ANSG. She is also a past board member of the American Committee for the Weizmann Institute of Science. Anderson resides in Palm Beach.



Anderson

Susan Keenan, a resident of Palm Beach Gardens, is a founding member of the Gardens Conservancy at ANSG. Keenan brings over 20 years of experience in marketing, media, event planning and community relations, and was formerly the vice president of marketing and membership for the Palm Beach Civic Association. She previously owned a specialty store in Palm Beach as well as held executive positions for two well-established private banks in Palm Beach. She has served on numerous boards including the Palm Beach Day Academy and the Kravis Center for the Performing Arts.



Keenan

Karyn Lamb, a resident of Palm Beach, is also a founding member of the Gardens Conservancy and has served as chairwoman for the annual Gardens Conservancy "Evening in the Gardens" event. She received her Bachelor of Arts degree in American studies from Pine Manor College in Massachusetts. Lamb previously worked in the fashion and cosmetics industry, holding positions with La Parfumerie, as well as Oscar de la Renta and



Lamb

Celine. While living in New York City, she supported the Young Fellows of the Henry Clay Frick Museum as well as the Botanical Garden. In Boston, she sold real estate and was involved with the Nichole's House Museum, Vincent Club, Friends of the Public Garden and the Isabella Stewart Gardner Museum. Locally, she was a co-chair for the 2017 Community Foundation Gala.

Katrina Lee, a resident of West Palm Beach, is vice president and senior investment advisor with Wilmington Trust in Palm Beach. She is currently the secretary of the board of trustees at ANSG and has been instrumental in cultivating Wilmington Trust as a community partner for the annual Gardens Conservancy event, "Evening in the Gardens," for the last three years.

She has over 20 years of experience in the wealth management business and began her career with Merrill Lynch and Brown Brothers Harriman before moving onto Frank Crystal & Company, an insurance brokerage firm, and later served as COO for hedge fund start-up, Barnstar Opportunities Fund. She is a graduate of the University of Florida and earned the designation of certified financial analyst in 2000. She is a member of CFA Institute and the South Florida Financial Analysts Society. She is also an active member of the Kravis Corporate Partners.



Lee

Susan Petersen is the treasurer of the board of trustees at ANSG and member of the Gardens Conservancy. She is a graduate of the University of Nevada, Las Vegas, with a Bachelor of Science in business administration. She is currently a director of the Gary Carter Foundation, director of the W.V. Bennett Foundation, member of the Free Enterprise Board of Palm Beach Atlantic University and chairwoman of the Investment Committee of Executive Women of the Palm Beaches Foundation. Her previous community



Petersen

affiliations include treasurer and board member of the Economic Council of Palm Beach County, Palm Glades Girl Scout Council, Norton Museum of Art, The Criminal Justice Commission, Executive Women of the Palm Beaches and many others. Petersen resides in Lake Worth.



Soter

Sally Soter is a graduate of Ohio State University and the New York School of Interior Design. She is a philanthropist, art collector and serves as vice president of the ANSG board of trustees and chairwoman of the art committee. She is also a founding member of the Gardens Conservancy at ANSG. She was a former director, grant and event manager for the Greater Columbus Arts Council. In addition to ANSG, Soter is currently involved with The American Heart Association, where she was recently honored for founding the Sarah Ross Soter Center for Women's Cardiovascular Research. She is a member of the board of trustees of the Society of the Four Arts and a former chairwoman of the board of trustees of the Norton Museum of Art. Soter resides in Palm Beach.

Cynthia Sulzberger is a founding member of the Gardens Conservancy at ANSG, chairwoman of the education committee

at ANSG and a multi-year sponsor for the Gardens' annual Literacy Days. She graduated from Duke University with a Bachelor of Arts in Child Psychology and received her Master's from Bank Street College of Education. Born in New York city, she worked at the Dalton School and then spent 12 years at The Ross School in East Hampton New York. Sulzberger serves as a member of the Board of The Damon Runyon Cancer Research Foundation and is a Guardian ad Litem Palm Beach County. Sulzberger resides in Wellington.



Sulzberger

Sandra Close Turnquest retired from the South Florida Water Management District in 2011, where she was the deputy executive director of Corporate Resources. She served the district for more than 33 years in various positions, including having served as the agency's human resources director for more than 18 years. She graduated with a Bachelor of Arts in political science and a minor in history from Florida Agricultural & Mechanical University in Tallahassee. She has her master's degree in Public Administration from Florida Atlantic University. Turnquest is the former president of the Executive Women of the Palm Beaches and has a history of leadership and service in the community including active affiliations with Leadership Palm Beach County, Florida A&M University Alumni Association of Palm Beach County, Inc. and the National Forum of Black Public Administrators.



Turnquest

George Soupas has joined the Florida Certification Board's Behavioral Health Advisory Council. Soupas is an associate professor for Palm Beach State College's addiction studies program.

HEALTH

George Soupas has joined the Florida Certification Board's Behavioral Health Advisory Council. Soupas is an associate professor for Palm Beach State College's addiction studies program.

INSURANCE

Jason Kaplan has been named a claims supervisor at Century Programs. Jason acts as a claim advocate and intermediary between the firm's clients and their claims handler. He started in the insurance field as a property and casualty claims adjuster for a national mutual insurance carrier working in New England and the Midwest. He returned to Florida working for a carrier specializing in water damage claims in Broward and Palm Beach counties. Kaplan was selected to oversee this hotbed area of insurance due to his thorough understanding of insurance policies and claims standards, along with his inter-

personal and negotiation skills. Over the course of adjusting claims in six states, he has received many accolades for his dedication to customer service. Before his career in the insurance industry, he received his B.A. in English and M.A. in British Literature from Florida Atlantic University. He graduated Summa Cum Laude and received the Provost Award when entering into FAU's Graduate Teaching Assistant program. During his time studying and teaching at FAU, he sat as vice president of the English Graduate Student Society, where he used his



Kaplan

leadership skills to coordinate a variety of events and conferences.

LEGAL

Brad Jankowski has joined law firm Haile Shaw & Pfaffenberger. Jankowski has a background in estate planning, corporate and real estate. He also has knowledge of investments, trust services and financial planning. He received his law degree from Seton Hall University School of Law in Newark, New Jersey. Jankowski served as president of Habitat for Humanity of Palm Beach County. He is a member of The Florida Bar.

REAL ESTATE

Jim Weix has been appointed to serve on the Treasure Coast Regional Board of Realtors of the Palm Beaches and Greater Fort Lauderdale Association. Weix is the broker and owner of The Real Estate Company, with offices in Stuart and Port St. Lucie.

RECOGNITION

Robert F. Rennebaum of Simmons and White has been selected Engineer of the Year by the Palm Beach County chapter of the Florida Engineering Society. Rennebaum was recognized for his advocacy to the profession, in addition to his community service and work with young professionals.

Bridget A. Berry of law firm Greenberg Traurig has been named a 2017 Florida Legal Elite. Berry practices in West Palm Beach.

Lewis, Longman & Walker has been given a Band 1 Ranking in environmental law by Chambers and Partners. LLW is one of only four law firms in Florida with this distinction.

To submit an announcement for Local Business People to Watch, please email a short description of the new hire, promotion or award, along with the location of the business and a high-resolution photo of the person to pbbusiness@pbpost.com.

Clipper

continued from D1

how well you can survive," Hu said. That job interview gave her an idea.

"I saw the opportunity, while they interviewed me. They showed me the dishes, what products to wash. I saw all of the pots and pans, silverware, plateware. I thought 'China has a lot of factories. They can make these things cheaper, and I can supply it for them.'"

People assumed she would fail, Hu recalled. "One, you don't speak English. Two, you don't have any merchandise, you just have an idea.

can supply you with the same quality, but at reduced costs.' Or, 'You will spend the same amount of money, but have a better product to use.' Most wouldn't even return my calls."

Finally, Burger King was her first appointment, and she closed the deal.

"They were having their baseball caps made in South America, but they became my first customer," Hu said. "I went back to China, found a factory that wanted the work. They asked me to pay them. I told them, 'I don't have money. I'm your free salesman. You should pay me for this. You make the product. I will find the

owner of eight casual dining restaurant chains, including Olive Garden and LongHorn Steakhouse.

Her third customer was Yum Brands, operator of KFC, Taco Bell and Pizza Hut.

Hu refined her pitch. "I'd bring samples to show them what the product looked like. We will be reliable and accountable. It will be hands-free for them."

Today, Clipper employs 80 people in the Los Angeles area and Atlanta. The Chinese factories that work with Clipper employ more than 500.

Hu named her company after the revolutionary 19th

century sailing vessels. The sleek clipper ships had more sail space than any predecessor, which allowed them to set speed records.

"It represents my style," Hu said. "No matter what obstacles, we always move forward, reach our destination and deliver on what we promised."

She says that she "can be a hands-on manager at times, but I do instill a workplace environment where the employees are encouraged to own their work."

Hu says she doesn't want her workers to fear missteps. "They know they won't be fired if they make a mistake. Just learn from it. You

have to hire talented people. That includes people I have either worked with or competed with for many years."

Hu is on the board of trustees of Virginia's Hampton University, and she has served on a Commerce Department advisory committee representing small and minority business.

She loves to travel and has visited 85 countries. She is an avid runner, putting in several miles a week on Southern California beaches.

"I'm a very disciplined runner. I run every day," Hu said, "about 5 or 6 miles each. Running is like meditation for me. It relaxes my mind."