

- Sports
- Spiritual Side
- Real Estate

BUSINESS BRIEFS

Chamber seeks new members

The DeLand Area Chamber of Commerce and Orange City Business Alliance is recruiting companies looking to grow and expand their business reach in the new year.

All new members who join throughout the month of December will receive a \$250-value, full-color, business-card-sized ad absolutely free in the Chamber's 1st Quarter Navigator Newsletter. This opportunity is only available during December.

For more information, contact Membership Director **Robin French** at 386-523-3680 or by email at robin@delandchamber.org.

Hospice community liaison named

Florida Hospital HospiceCare has selected **Janice Moore** to serve as community liaison. In this role, Moore acts as an advocate for Florida Hospital HospiceCare and educates the community in Volusia and Flagler counties on the program's mission and services.

Moore most recently served as admissions liaison for Bishop's Glen Retirement Community in the Daytona Beach area, where she helped grow the census for independent living, assisted living and skilled nursing.

Moore, a Daytona Beach resident, has more than 10 years of experience in medical and pharmaceutical sales.

Counseling center opens DeLand office

Everyone's Counseling Center Inc. — known as E.C.C. — opened in downtown Orlando in October, and already has a satellite office in DeLand at St. Peter Catholic Church, 359 W. New York Ave.

Marlene Silva, a registered intern, is the therapist at the DeLand office. She is there every other Wednesday.

E.C.C. is a Christian-based counseling group, providing guidance and healing to ages 3 to 103. People of all faiths, creeds and beliefs are welcome. The staff consists of licensed psychotherapists, two of whom (including Silva) are Spanish-speaking professionals.

The center has several satellite offices throughout Central Florida in addition to the one in DeLand, and it is opening other offices as well.

E.C.C. accepts most insurance companies and employee-assistance programs from various companies. The center will also see people on a sliding-fee scale if they have no insurance.

Contact E.C.C. at 407-423-3327 or 800-544-1817 or via email (info@eccflorida.org) for times, location and fees, and to register for individual, group, family, couple/marriage counseling and consultation. Visit www.eccflorida.org for more information.

New U-Haul dealer announced

Hitch N Post has signed on as a U-Haul neighborhood dealer to serve the DeLand community. Hitch N Post owner **Tarzie Lupica** is proud to team with the industry leader in do-it-yourself moving and self-storage to better meet the demands of Volusia County.

Hitch N Post, at 647 E. International Speedway Blvd., will offer U-Haul trucks, trailers, towing equipment, U-Box warehouse, support rental items and in-store pickup for boxes.

With 257 cubic feet of space and 1-ton capacity, U-Box containers are delivered to and picked up at your door, can be packed on your time frame, and are placed in a secure warehouse until you are ready to retrieve your belongings. U-Box containers can be shipped anywhere in the U.S. or Canada and stored for as long as you need.

Hours of operation for U-Haul rentals are 9 a.m.-4:30 p.m. Monday-Thursday; 9 a.m.-4 p.m. Friday; and 9 a.m.-noon Saturday. After-hours drop-off is available for customer convenience.

Reserve U-Haul products at this dealer location by calling 386-490-9274 or visiting <http://www.uhaul.com/Locations/Truck-Rentals-near-Deland-FL-32724/015407/today>.

Workers' comp rates to decline again

The Florida Office of Insurance Regulation (OIR) has ordered a reduction of 5.1 percent in workers' compensation insurance rates in Florida next year. This is the second-straight year of declines in these rates after four years of increases.

Rates for workers' compensation insurance, which covers injuries employees suffer on the job, declined 5 percent this year after increasing 0.7 percent in 2014, 6.1 percent in 2013, 8.9 percent in 2012, and 7.8 percent in 2011. The rates now are 58 percent lower than they were in 2003.

For more information, go online to floridaregulation.com/PressReleases/viewmediarelease.aspx?id=2131.

— Compiled by Business Editor Joe Crews

Send us your news — We want your business news. Send news items and photographs via email to info@beacononlinenews.com. Please include a contact telephone number. When sending photos, please send high-resolution, uncropped files, and identify the individuals pictured.

— Business Editor Joe Crews

Never-closed veterinary clinic officially opens

BY JOE CREWS
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Drs. Deborah Ulbrich and Tom MacPhail have opened DeLand Animal Hospital, a veterinary practice that operates around-the-clock year-round, in a former bank building at 1598 N. Woodland Blvd. on DeLand's north side.

Known around the office as "Dr. Deb" and "Dr. Tom," the married couple lead a staff of seven veterinarians, 13 veterinary technicians, seven receptionists and four kennel workers in the nearly 7,000-square-foot, heavily remodeled building that last housed a TD Bank branch.

DeLand Animal Hospital offers standard veterinary care, and then some.

"It's everything," Ulbrich said. "Routine vaccinations to spaying to complex orthopedic procedures. And we're working on getting an MRI."

The vet staff sees a variety of animals. Not just dogs and cats, but also exotics like small mammals, birds, reptiles, pet pigs — even hedgehogs and ferrets, the duo said.

"If they can fit it in a car, we can handle it," Ulbrich said. "We've even treated a goat."

Unlike most veterinary practices, DeLand Animal Hospital has on its staff board-certified specialists in internal medicine, reproduction services and orthopedic services. The vets can perform laser surgery, laser therapy for everything from wound



BEACON PHOTOS/KITTY ALLEN

Leading them around — Dr. Deborah Ulbrich heads up a tour of DeLand Animal Hospital after a ribbon was cut to officially open the veterinary practice.

healing to arthritis, and a lot of oncology treatments, including chemotherapy, Ulbrich said.

It also handles referrals from other veterinarians, she added.

"We have a really, really good staff of technicians," Ulbrich said. "We only hire experienced technicians."

The clientele seems excited about the new location, she said, despite a 4-mile move from the practice's former location.

"We've only had positive feedback," Ulbrich said. "If people have left us, we don't know about it. I think people really want to come here and check it out."

The couple purchased the property for \$745,000 in November 2014, and began "extensive" renovations in January, MacPhail said. They actually moved into the like-new facility in late August, but didn't have a ribbon-cutting and open house with members of the DeLand Area



Husband-and-wife team — Veterinarians Tom MacPhail and Deborah Ulbrich head up a staff of more than 30 at DeLand Animal Hospital, a 24-hours-a-day, 7-days-a-week, full-service veterinary practice on DeLand's north side.

Chamber of Commerce and Orange City Alliance until early December.

Their practice's former home, at 2120 E. International Speedway Blvd., at the intersection with Kepler Road, is now DeLand Animal Hospital

Pet Resort, offering boarding, grooming and "doggy day care" services 24 hours a day.

DeLand Animal Hospital itself dates back to 1956, although Ulbrich and MacPhail didn't buy the practice until 2003.

DeLand-area tennis center attracts international players

BY JOE CREWS
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Since Wei-Yu Su bought Brandywine Tennis and Fitness Club in the summer of 2014, he has made improvements to the courts and brought in players from outside the area to train at the facility.

"We're trying to improve [Brandywine's] exposure nationally and internationally," Su told *The Beacon* in a recent interview. "We've trained very young players from 3 to 4 years old all the way up to the top levels, including the NCAA."

The young players have come from a wide assortment of locales, he said.

"We have trained and helped more than 40 players from Japan, Taiwan, China, and some other states," Su said. "They have won many USTA Florida Junior and Open tournaments in Florida, as well as an International Tennis Federation Junior tournament in the Dominican Republic, and had a finalist in the Intercollegiate Tennis Association Summer circuit tournament. So far, we have helped four kids receive full NCAA tennis scholarships."

Most recently, a 12-year-old boy from China spent several weeks at Brandywine, training for a WTA tournament in Bradenton. Xiao-Fei Wang ended up winning the tournament this past Sunday, Dec. 6. [See story in Sports, Page 2B.]

The tennis center, lo-



BEACON PHOTOS/MARSHA MCLAUGHLIN

Match situation — Xiao-Fei Wang, right, trains in November with practice partner Marc Hayashi, left, at Brandywine Tennis and Fitness Club. Wang recently won a 12-and-under boys' singles title at a tournament in Bradenton.

cated at 2930 Brandywine Road north of DeLand, has four hard courts and four Har-Tru green-clay courts, all of which are lighted, and Su intends to add four red-clay courts in the near future, he said.

Red clay, essentially ground-up brick, is a more traditional clay-court surface in Europe and South America, Su explained. Green clay is basically rock that has been ground to a sandlike consistency, and is more typically used in U.S. tennis courts.

The hard courts were resurfaced earlier this year.

The Brandywine complex also includes a 3,000-square-foot clubhouse with lockers and showers, a pro shop, a small fitness center and a restaurant that, while currently not in operation, could be used for banquets and special events, Su said.

Su, a 39-year-old Hawaiian businessman originally from Taiwan, has lived in the United States for about 20 years. He once played tennis professionally, both singles and doubles, and did "a little" coaching after that.

"I've been in the ten-



Owner and client — Wei-Yu Su, left, owner of Brandywine Tennis and Fitness Club near DeLand, poses in mid-November with Chinese coach Jinxing Yu.

nis industry a long time," Su said.

Now he focuses on getting Brandywine Tennis and Fitness Club better known. And the club's members seem willing to go along for the ride.

"I think the response so far has been very good," Susaid. "Membership has been growing, and we're getting more clients."

Brandywine Tennis

and Fitness Club is open 8 a.m.-noon and 3-8 p.m. Monday-Friday, and 8 a.m.-1 p.m. Saturday and Sunday. Special events can be scheduled outside of those hours, Su said.

Single membership costs \$80 a month, or \$65 a month for longer-term memberships. Junior members can join for \$25 a month.

Call 386-734-0900 for more information.