

Karen Mechling  
Owner/President, Insite Solutions, Inc.

As a local business owner, community leader, wife, mother and grandmother, Karen believes in the value of building strong relationships both professionally and personally. Many people involved with the Sebastian River Area Chamber of Commerce over the past 10 years may know her best as “Britney’s Mom”, and although she considers that one of her greatest achievements, there is much more to know about Karen Mechling.

Karen moved to the area in 1993 with her two young children, Britney and Jadyn, in order to be closer to her parents. With her previous training and experience as a Dental Assistant in the United States Air Force, Karen returned to the dental industry and spent 10 years in the field, working her way up from an Assistant to a Territory Sales Representative for a major dental supply company. Although she loved working with people, she didn’t love the travel schedule associated with the sales position; therefore, when the part-time position of Event Coordinator for the Oceanside Business Association became available, she seized the opportunity.

After just a short time with the OBA, Karen realized that she had found her passion and was able to make the transition into a full-time position at Pointe West as the Director of Marketing & Events. Through an innovative public/private partnership program she implemented with the Indian River County Recreation Department, Karen was able to bring a variety of family-friendly events, such as “Screen on the Green” and “Winterfest” to Pointe West for the residents of Indian River County to enjoy. While working at Pointe West, Karen met her husband, Chuck Mechling. Chuck and Karen were married in 2006 and are still successfully working together today. During her time at Pointe West, Karen and Chuck started a new company, Insite Marketing Group, created specifically to be the in-house marketing agent for the development and its Builders. Karen subsequently bought the company in 2006 and assumed the role of President.

In 2010, Karen’s position at Pointe West transitioned from Marketing & Events to the interim role as General Manager of The Club at Pointe West. She remained in that role for a year and a half until Century Golf Partners was retained to manage the Club and golf course. Karen continued with the management company as Director of Marketing for The Club at Pointe West until 2013 when her position was phased out.

Since they work so well as a team, Karen and Chuck put their heads together and came up with a plan to utilize Chuck’s 30+ years of experience in the land development business. Insite Solutions, Inc. was formed to function as the land development arm of Insite Marketing Group.

Insite Solutions is currently managing/developing 3 residential communities in Indian River County, one of which is Harmony Reserve. As Vero Beach's Premier 55+ Active Adult Community, Harmony Reserve features both Villa and Single-Family homes, along with an award winning 14,000 sq.ft. Clubhouse offering a resort style pool/spa, 8 pickleball courts and 2 bocce courts. Their newest development, Spirit of Sebastian, will feature 586 homes at build out. The first 208 homes have been approved and infrastructure is expected to begin this summer.

With a smile on her face and a positive spirit, Karen feels extremely fortunate to be able to work side by side with her husband and to have both her adult children living and having successful careers in Indian River County. In her free time, Karen enjoys cooking (and eating), her Orange Theory workouts, hiking, bicycling and yoga. Above all she enjoys spending time with her 2 beautiful grandchildren, Roan (6) and Emi (3) Melchiori.

Karen Mechling  
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#### Community involvement:

- Indian River County Hibiscus Children's Foundation Board Member (2004-2007)
- Graduate of the Indian River County Chamber of Commerce Leadership Program (2006)
- Commerce & Industry Division Campaign Cabinet Co-Chair for the United Way of Indian River County (2011-2014)
- Indian River County Healthy Start Coalition "Dancing with Vero's Stars" Committee Member (2015)
- Indian River County Tourist Development Council Member (2015-present)
- Indian River County Chamber of Commerce Leadership Steering Committee Member (2015-present)