

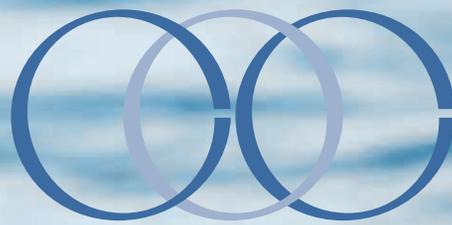
the Mobile Area Chamber of Commerce

SEPTEMBER 2016

businessVIEW



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Recap of
Farnborough Air Show

New Recruiting Brand

Mobile
In The News



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From the Publisher - Bill Sisson

Industry Clusters Relevant to Sound Economic Growth

It is incredibly exciting to release our newly-updated economic development marketing materials, which will be used as a tool for our continued business recruitment in key business sectors. Our strategy continues to be built on our region's competitive strengths, built around business "clusters." Simply put, these are types of businesses that locate and thrive in any area because of several factors, including the presence of customers and providers, access to skilled human resources and know-how, the proximity to colleges and universities, training centers and research institutions, and the availability of raw



materials and infrastructure. In that context, it's easy to see why the clustering approach to economic development works so well for our community.

Over the past two decades, clustering has been a proven strategy for sound economic development, and I'm particularly proud that Mobile is blessed with many fast

growing and thriving business sectors. Aviation/aerospace is perhaps our most recent and fastest growing one, but our focus also continues to be on maritime, oil and gas, healthcare, technology, distribution and chemicals. Let me know what you think. I look forward to your feedback.

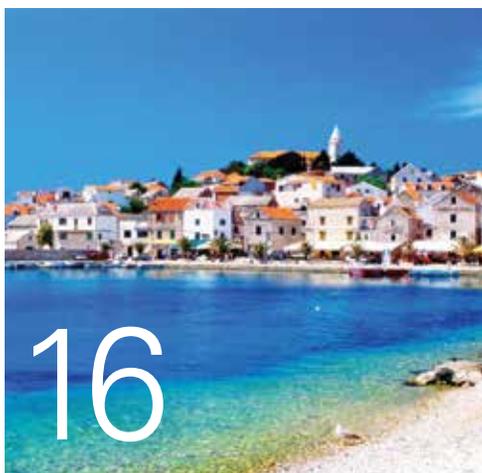


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ON THE COVER

About the cover: In June, the Mobile Area Chamber's economic development team launched a new marketing campaign to focus on the area's strengths in industry recruiting. To learn more about it, go to page 11.

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Publisher William B. Sisson
Executive Editor Leigh Perry-Herndon
Managing Editor Jennifer Jenkins
Copy Editor Michelle Irvin

Additional Writers and Editors
 Mike Herndon, Ashley Horn, Susan Rak-Blanchard
 Danette Richards and Carolyn Wilson

Printing Services: Interstate Printing/Direct Mail
Graphic Design: Wise Design Inc.
Advertising Account Executive: René Eiland
 251-431-8635 reiland@mobilechamber.com

Mobile Makes the News

Smithsonian Tells the Airbus Story

Touting the assets of Mobile's Brookley Aeroplex, waterways and aerospace history as the birthplace of aviation inventors and dreamers, writer **Arielle Emmett** tells the story of how Mobile landed Airbus in the July issue of *Air & Space Smithsonian*

magazine. The Mobile Area Chamber worked with Emmett for nearly a year as she met and talked with Chamber President and CEO **Bill Sisson**, former Chamber President **Win Hallett**, City of Mobile Mayor **Sandy Stimpson**, former Mobile Mayor **Sam Jones**, **Carol Hunter** with Downtown Mobile Alliance and Airbus employees for the eight-page article.

Sisson first met the author at a storytellers' conference in New York in 2015, along with **Al Hutchinson** and **Stacy Hamilton** of Visit Mobile.

The magazine boasts a circulation of 170,000. The story is on the publication's web page at www.airspacemag.com/flight-today/airbus-in-mobile-180959124/.

Made to Order

Mobile's manufacturing growth continues to draw attention. New Geography, a site covering demographic, social and economic trends, ranked Mobile No. 4 on its list of 2016 Best Cities for Job Growth in the mid-sized cities category.

The methodology includes recent growth trends, long-term growth

and employment data from November 2004 to January 2016.

To read more about the ranking go to www.newgeography.com/content/005295-mid-sized-cities-manufacturing-jobs-2016-best-cities-rankings.



Photo by Matthew Coughlin

Business Alabama Features Manufacturing Growth

Business Alabama magazine contributing writer **Sally Pearsall Ericson** interviewed Sisson for a two-page story focusing on Mobile's manufacturing sector in the publication's June issue. The story acknowledges recent growth in shipbuilding and steelmaking, and includes comments from Austal's **Craig Savage**, AM/NS Calvert's **Scott Posey**, Outokumpu's **David Scheid**, Southwest Alabama Workforce Development Council's **Laura Davis Chandler** and Mobile County Public School's **Larry Mouton**.

The statewide magazine's circulation is 15,000. Interested readers will find the article at www.businessalabama.com/Business-Alabama/archive-index.



Ranking Mobile

Southern Business and Development published its "Best of Economic Development in the American South," naming Mobile as one of three Best Mid-Markets in the Mid-South for the Aerospace Industry. Huntsville/Decatur and Northern Kentucky were the other highlighted regions in the listing

that appeared in the spring issue. The magazine is printed quarterly and mailed to nearly 13,000 executives. The digital issue is available at www.sb-d.com.

Mobile was ranked 19th out of 150 Best Cities for Hispanic Entrepreneurs by WalletHub, a personal finance website. Editors used 19 key metrics ranging from business start-ups to income growth to determine placement.

According to WalletHub, Mobile was No. 6 in Hispanic Population Growth in spite of having one of the lowest percentages of Hispanic residents. Read the highlights at <https://wallethub.com/edu/best-and-worst-cities-for-hispanic-entrepreneurs/6491/>.



Mobile ranked No. 9 on "The Best Cities for Boat Owners" list by Smart Asset, a finance website. Determining factors included an estimated 20 square miles of water for every 100,000 residents, the 355.5 annual number of warm weather days and sales taxes.

Alabama's Top Spot

Home décor magazine *House Beautiful* named Bellingrath Gardens and Home a

must-see venue in Alabama. Author **Heather Finn** defines the American-made must-see list in her article, "The Most Beautiful Places in All 50 States." www.housebeautiful.com/lifestyle/g3576/most-beautiful-places-united-states/.



Flying High



Bill Sisson, Mobile Area Chamber; Courtney Finegar, FDi magazine; and George Talbot, city of Mobile, met at the Financial Times headquarters in London.

Just in time for the Farnborough Air Show, one of the largest in the world, *fDi* magazine published its 2016 Aerospace Cities of the Future. In the accompanying article, *Aerospace Cities of the Future 2016/17: FDI Strategy*, the magazine names Mobile as one of eight cities getting it right when it comes to top-quality education and

training programs as well as logistical excellence. The Mobile Area Chamber applied for this designation earlier this year and the article highlights the University of South Alabama and Port of Mobile. You will have to register to see the article, but it gives you free access to up to five stories.

www.fdiintelligence.com/Sectors/Aerospace/Aerospace-Cities-of-the-Future-2016-17-the-winners.

Home Sweet Home

The financial site GOBankingRates.com highlighted Mobile's low-cost housing options, making the city No. 6 on its list of 20 Great Places to Live for \$1,000 a Month. In addition to median rent prices and mortgage payments, the author mentions the city's museums and kid-friendly parks.

www.gobankingrates.com/personal-finance/great-places-live-month/. 

You'll see this symbol  with stories featuring Chamber initiatives.

Mobile County's First Triathlon Scheduled

The Mobile Sports Authority announced the first-ever triathlon in Mobile County will take place on Dauphin Island on Saturday, Oct. 15. Based at the Isle Dauphine Club, "Tri the Gulf" will begin at 7 a.m. with a 600-yard swim in the Gulf of Mexico, followed by a 13.3-mile bike ride over the Dauphin Island bridge and back, then a 5K run in town.

The cost for individual racers is \$80, and relays are \$145. Mobile County Probate Judge **Don Davis** said the Mobile Bar Foundation, under the Mobile Bar Association, has worked to create this USA Triathlon-sanctioned event. To learn more and/or register, go to: www.trithegulf.com.

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Farnborough Air Show

In July, a small delegation of elected officials and business executives traveled to London for the bi-annual Farnborough Air Show. While there, delegates from Mobile and Baldwin counties met with existing industry executives from companies such as VT MAE, MAAS Aviation, Airbus and UTC Aerospace, as well as several potential aerospace suppliers. In addition, a small team toured several accelerator/incubator centers in London to learn more about entrepreneurs' needs when launching in a co-working space. These appointments were designed to give the Mobile Area Chamber a better idea of what needs to be included in Innovation PortAL. A final goal of the trip was to host a networking reception, attended by more than 175 aerospace executives, to talk about the logistical assets the Mobile Bay region has to offer. Sponsors of this event included Alabama Power, Baldwin County, Baldwin County Economic Development Alliance, City of Mobile, Mobile Airport Authority, Mobile Area Chamber, Mobile County, PowerSouth and the University of South Alabama.



Mayor Sandy Stimpson; Adizah Tejani with Level 39; Michael Chambers with the University of South Alabama; and George Talbot with the City of Mobile in one of Level 39's classrooms.



David Rodgers, Mobile Area Chamber; Britton Bonner, Adams & Reese; Neil O'Hara with Hutchinson; Troy Wayman, Mobile Area Chamber; and Patrick Murphy, Alabama Power. Hutchinson is in the process of renovating a space at Mobile Aeroplex at Brookley and is expected to open this fall. The company announced its intent to open in Mobile during the 2015 Paris Air Show.

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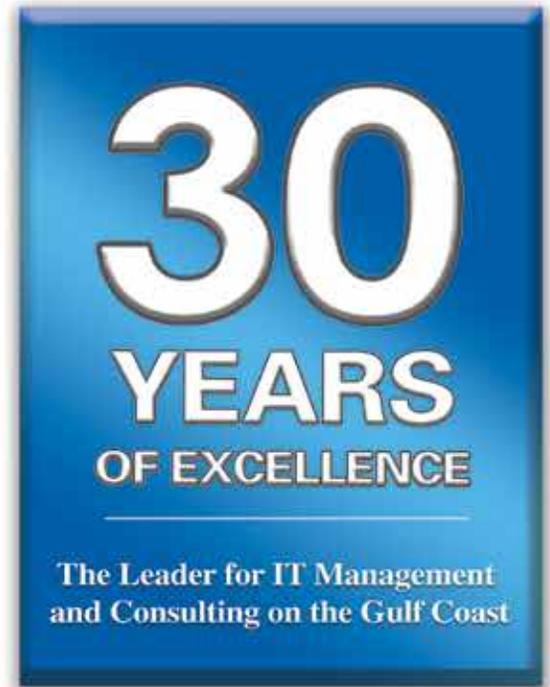
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Old Shell Road Small Animal Hospital Increases Revenue by 76 Percent



The Old Shell Road Small Animal Hospital staff includes: left to right, Hannah Reid, Krista West, Dr. Mary Katherine Cross, Becca Marshall, Tina Sutherland and Mary Hangen.

When you've been in business for 68 years, you must be doing something right.

Customer service, quality care, client education and communication have been the keys to Old Shell Road Small Animal Hospital's long-running success, according to the veterinary clinic's owner, **Dr. Mary Katherine Cross**. The practice is the Mobile Area Chamber's Small Business of the Month.

Open since 1948, Old Shell Road Small Animal Hospital has been led by three primary veterinarians over the course of its history. Cross bought the practice in December 2012 from her friend and mentor, **Dr. Les Greer**. She had managed most of the practice's services for three years prior to the purchase.

During that time, the business has seen an increase in revenue of 76 percent, including a rise of 18 percent during her ownership. Cross credits the quality, compassionate care provided by her staff of five.

"Our staff is dedicated to providing the highest standard of quality and compassion in veterinary care for our patients," she said. "We maintain a friendly atmosphere, where pets are treated with kindness and pet owners receive informative and supportive services."

Cross, a native of Montgomery, graduated cum laude from the Auburn University College of Veterinary Medicine in 2007 and considers herself fortunate to have worked for and with many of Mobile's veterinarians. While that helped

her build her professional expertise, she has leaned on the Chamber to help her build her business.

"As a business owner devoid of any formal business training, the Chamber of Commerce has served as an excellent resource," Cross said. "Instincts will only take a business so far. The Chamber's online resources have been fundamental in this business' development of a disaster plan and a current business plan, to name just two examples. Furthermore, the monthly publications have kept me informed of legislative and economic changes in my community."

Cross also believes in community involvement. She is an active member of Junior League of Mobile and the Rotary

Club of Mobile, and her practice provides discounted service to many rescue organizations in Mobile and Baldwin counties, helping many shelter dogs and cats find homes. The practice has also donated services and medications to residents of Wings of Life and to many of the area schools' fundraising auctions, and is active in the Old Shell Road Midtown Movement.

For more information, visit www.oldshellanimalhospital.com.

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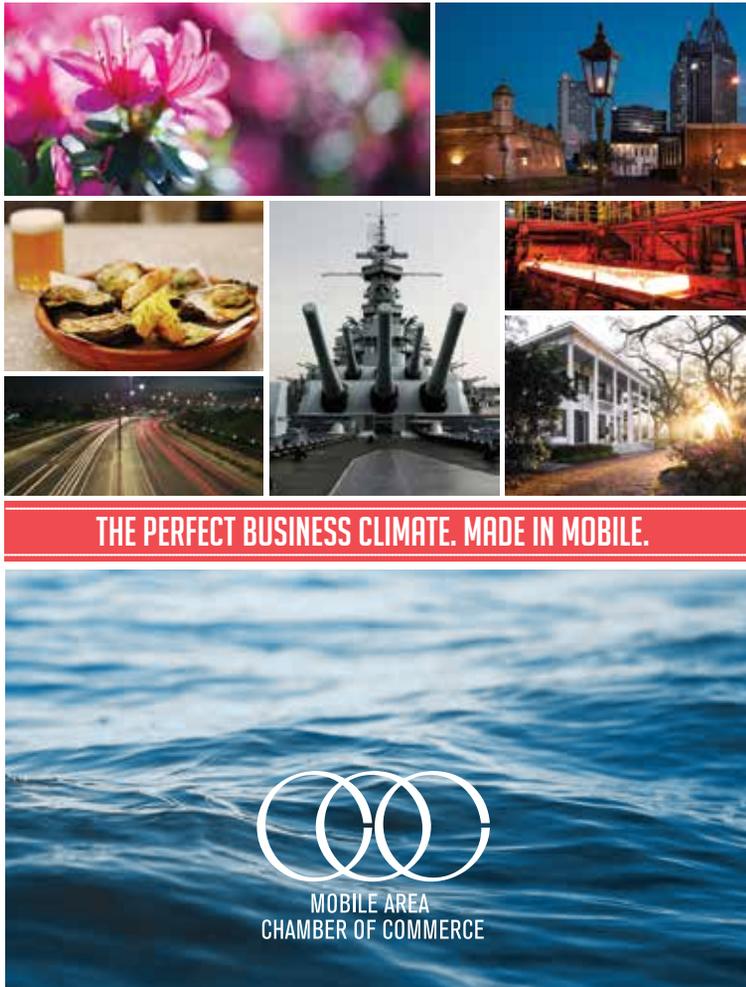
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¹ Based on asset size according to federal reserve release as of 12/31/15: www.federalreserve.gov/lbr/current. ² According to Thomson Reuters LPC as of Jan. 2016. ³ Merger and acquisition advisory and related services are provided by Harris Williams LLC. Harris Williams LLC is a registered broker-dealer and member of FINRA and SIPC and is a wholly-owned subsidiary of PNC. Harris Williams & Co. is the trade name under which Harris Williams LLC and Harris Williams & Co. Ltd. conduct business. ⁴ Certain equity capital markets advisory services are provided by Solebury Capital LLC, a registered broker-dealer and member of FINRA and SIPC and is a wholly-owned subsidiary of PNC.

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Chamber Launches New Branding Campaign For Industry Recruiting Efforts

Capitalizing on recent industry announcements and company expansions, the Mobile Area Chamber's economic development team recently launched a new branding effort aimed at touting the region's assets in several industry clusters – aerospace, chemicals & manufacturing, healthcare, logistics, maritime, oil & gas exploration and technology. Funding for this project was made possible by the Chamber's Partners for Growth investors.

The new campaign was designed by Lewis Communications, and centers around the tagline "The Perfect Business Climate. Made in Mobile." Collateral for this project includes a redesigned economic development section of the Chamber's website

(<http://mobilechamber.com/economic-development/doing-business-in-mobile/industry-clusters>) and presentation materials (Powerpoint, folder, infographics and industry-specific sheets).

"We have a great story to tell to both industry looking to locate here in Mobile, and to existing industry," said **Troy Wayman**, vice president of economic development for the Mobile Area Chamber. "Through this new branding effort, we're better able to communicate Mobile's economic assets to companies looking to invest here."

Aerospace suppliers to Mobile had the first look at the new materials when several Team Mobile members travel to London to participate in the Farnborough Air Show. 

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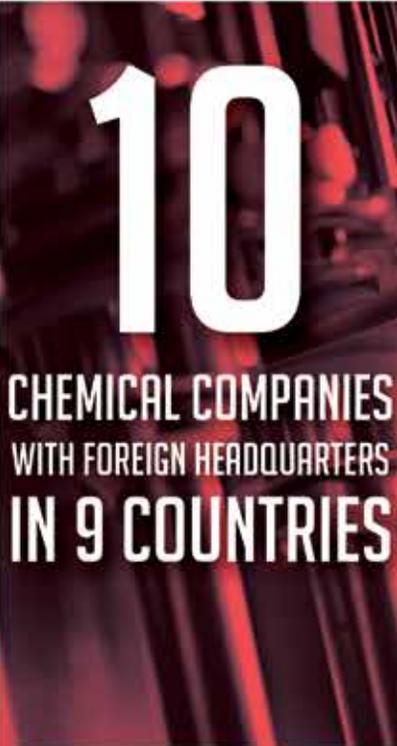
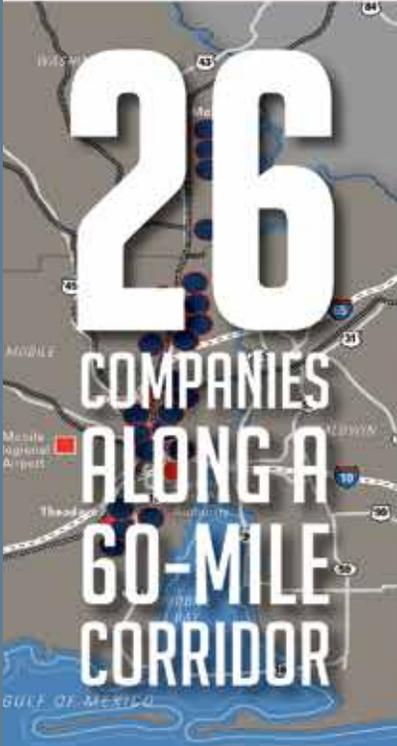
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Keeping Employees Engaged Improves the Bottom Line

Are your employees engaged in their work, or are they estranged from your company's mission and their role in making it happen? That's a question more and more business owners should be asking.

A recent Dale Carnegie study on employee engagement identified four characteristics needed for engagement: enthusiasm, empowerment, inspiration and confidence.

Here are some tips for creating and sustaining employee engagement in the workplace:

- **Value your employees' uniqueness.** Treat them as a source of knowledge providing valuable contributions to the

company. Remember that you are co-creating the achievement of a vision with them.

- **Make sure employees have what they need.** Duties change over time, so you need to ask them if they need new or different tools, processes or procedures that will help them be more efficient and effective, and what you can do to help them.

- **Clearly communicate expectations.** Employees want to know what is expected of them and how their role contributes to the success of the company.

- **Get to know your employees.** Employees want to feel valued and have their

manager take an interest in their personal lives, health and well-being.

- **Make sure they are trained in problem-solving and conflict resolution skills.** These critical skills will help them interact better with you, their teammates, customers and suppliers.

- **Ask them how you are doing.** Include them in your performance improvement efforts. Let them know you sincerely want to improve as a manager. Be sure to accept feedback graciously and to express appreciation.

- **Reward and recognize employees.** Showing them they are valued by recognizing

and rewarding them for both their accomplishments and efforts gives them positive self-esteem.

- **Be consistent.** A manager's ongoing commitment to keeping people engaged, involved in and excited about the work they do and the challenges they face must be a daily priority.

Employee engagement is highest among those who take pride in working for their company. Employees are inspired by role models who encourage goal achievement, contributing to positive employee engagement and a better overall workplace environment.

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The Mobile Area Chamber will take a group of 35 people there March 17-25, 2017, at a cost of only \$3,299 per person, based on double occupancy. The single room rate is an additional \$399.

Included in this price is roundtrip airfare from Mobile, all accommodations, many meals, tour guides, ground transportation and more. An optional two-night extension is also offered to Zagreb for \$599 per person (double occupancy).

Day 1 Depart Mobile for Dubrovnik, Croatia.



Day 2 **Dubrovnik:** The 1,000-plus year-old history of Dubrovnik is visible in every part of this city. The city is a living museum and a live stage, and has an ideal connection between its historical past and the modern day.

Day 3 **Dubrovnik/City Tour:** Discover the city's treasures on your morning walking tour of old Dubrovnik, considered one of the best-preserved medieval walled cities in the world.

Highlights include the Rector's Palace, Sponza Palace, Orlando's Column, Bell Tower Clock, Dominican Monastery and Franciscan Monastery with one of the oldest pharmacies in the world.

Day 4 **Dubrovnik at leisure:** Relax, or join the optional tour to Montenegro, which boasts what was once thought to be Southern Europe's longest and deepest fjord, the Bay of Kotor, a submerged river canyon.





Day 5 Dubrovnik at leisure: Relax or take an optional tour to Mostar and Medjugorje. The day's activities commence with an early morning breakfast and drive through the Gorge of Neretva River, passing the border of Bosnia and arriving in Mostar, the cultural capital of Herzegovina.

Day 6 Dubrovnik - Split/ City Tour: After breakfast, depart Dubrovnik and travel north along the spectacular Adriatic coast, past old fishing villages and new resorts, to Split, an eternally young city with around 200,000 inhabitants.

Split has lived its urban rhythm for 1,700 years with Diocletian's palace at its heart, also the historical center of the city and a UNSECO world heritage site. The city on average basks in a splendid 2,600 hours of sunlight each year, earning it acclaim as one of Europe's sunniest seaside settings.

Day 7 Split: A full day at leisure to relax and experience the glittering splendors of Split. Enjoy the day at your own pace shopping in open-air markets, savoring local recipes at trendy restaurants and taking in the coastal allure, or take an



optional tour to Trogir, a harmonious stone town on a small island.

Day 8 Split - Plitvice Lakes: Venture northbound to Plitvice Lakes National Park. Here you can explore the

breathtaking terraced lakes. Plitvice Lakes, a natural phenomenon, is a jewel of inestimable value.

Day 9 Zagreb to Mobile or extend your stay with an optional Zagreb extension.



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The Orthopaedic Group PC



Company officials: Dr. Stephen B. Cope, president (right), and Patrick Page, CEO/ chief financial officer (left).

Years in business: 44

Brief company description: The Orthopaedic Group PC is a physician group specializing in surgical and non-surgical musculoskeletal care (bones, joints, ligaments, muscles, etc.). Founded in 1972, the group has more than 200 employees and 29 physicians including 27 orthopaedic surgeons. With offices in Mobile and Foley, as well as outreach clinics in the surrounding counties, the practice has one of the largest groups of fellowship-trained surgeons on the Gulf Coast in all orthopaedic sub-specialties.

Why are you located in Mobile? “Many of our physicians grew up or trained in Mobile, and chose to remain here and build their practice because of the terrific quality of life and the quality medical care being provided in this area,” said Page.

Why do you support the Mobile Area Chamber of Commerce’s Partners for Growth initiative? “The Chamber’s track record in spearheading commercial growth in our area is something we all should support,” said Page.

What do you see as Mobile’s greatest potential? “Between our temperate climate, geographical advantages, logistical infrastructure and burgeoning manufacturing force, our area seems poised for unprecedented growth,” said Page.

Length of continuous Chamber membership: Since 1974.



Partners for Growth (PFG) is the Mobile Area Chamber’s long-term economic and community development program.

For more information, contact **Katrina Dewrell**, the Chamber’s investor relations coordinator, at **251-431-8611** or **kdeurell@mobilechamber.com**.

William Osmer

Company: Seabulk Towing

Title: Chief commercial officer/vice president

Hometown: Delray Beach, Fla.

Education: Osmer graduated from the U.S. Merchant Marine Academy with a bachelor's degree in marine transportation, and earned a master's degree in shipping and logistics from Middlesex University in London.

First job: "Sailing as third mate aboard several Texaco tankers," he said.

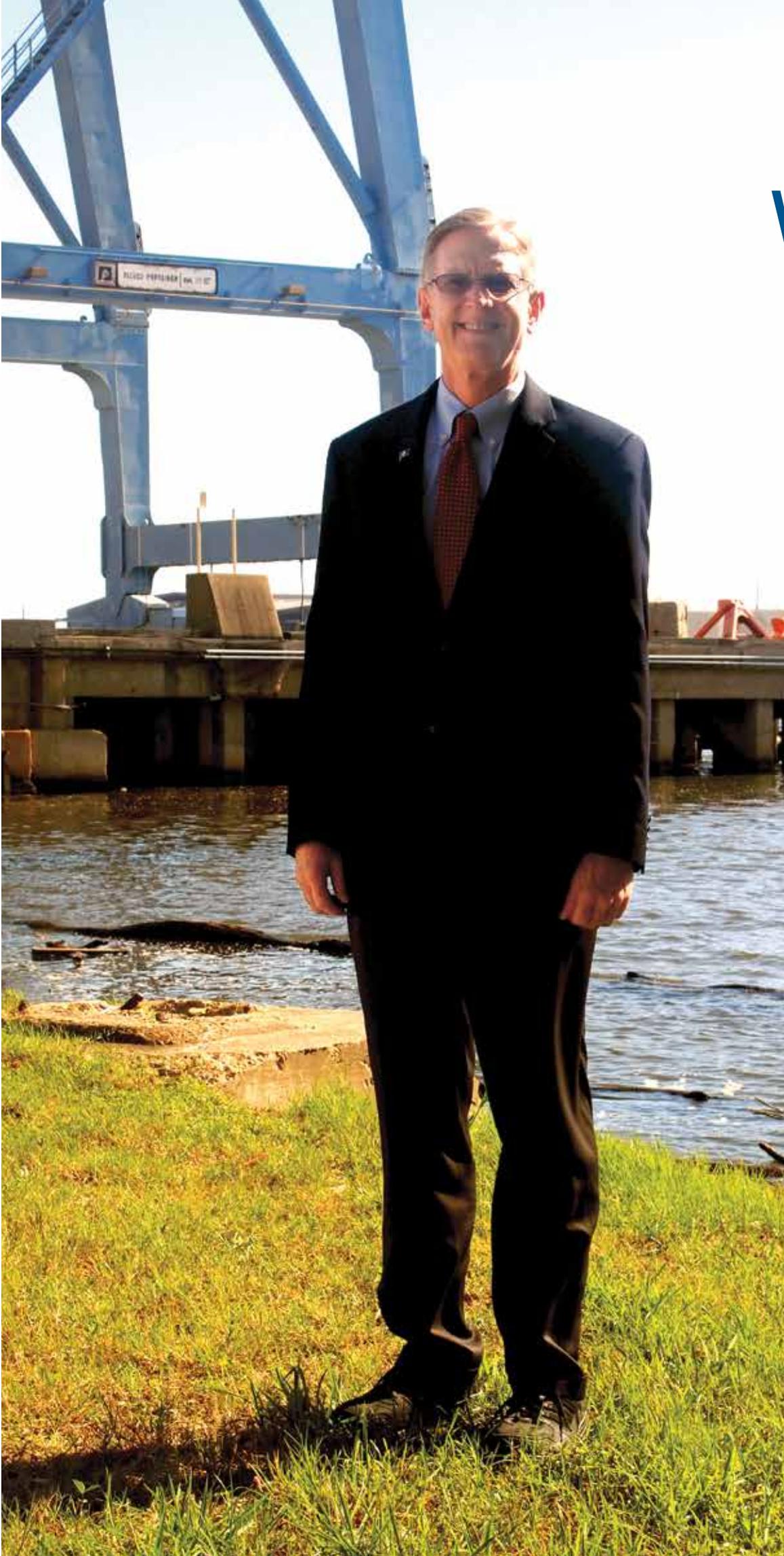
Previous experience: Osmer worked for Tesoro Maritime Co. as director of commercial shipping; Seabulk Tankers, vice president of chartering; BP/Amoco, chartering specialist; and OMI Corp., vice president of chartering.

Accomplishments: "I obtained and sailed on my U.S. Coast Guard Unlimited Master's (captain's) license, serving onboard Texaco and OMI Corp. tankers."

Secret to success: "Keep moving forward until you can't!"

Brief company description:

Seabulk Towing is recognized by the towing industry as an established leader in harbor ship assist operations and offshore towing services. A subsidiary of SEACOR Holdings Inc., the company assists petroleum and chemical product tankers, barges, container ships and other cargo vessels in docking and undocking and provides services in Port Canaveral, Port Everglades, Miami, Tampa and Port Manatee, Fla.; Mobile; Lake Charles, La.; and Port Arthur/Beaumont, Texas.



Two County ED Organizations Host YPs Across State

The Chamber, in partnership with the Baldwin County Economic Development Alliance, facilitated the Economic Development Association of Alabama Young Professionals event in Mobile and Baldwin counties. This event showcased the Mobile area economy to other young professionals across the state.

Trade Mission Briefing on Mexico

The Chamber's international trade division held a briefing on Mexico and Chile, as part of an information session leading up to a trade mission to Mexico City, Mexico, and Santiago, Chile, later this month. Robert Stackpole, director of Alabama U.S. Export Assistance Center, presented "Mexico: Open for Business" and William Toerpe, international specialist with Alabama U.S. Export Assistance Center, presented

"Chile: Market Overview & Opportunities for U.S. Firms." The Chamber is hosting the trade mission in conjunction with the Alabama Department of Commerce and the Export Alabama Alliance.

Small Business Holds Workshop

More than 30 people took advantage of a Chamber-sponsored workshop called "Writing a Winning Proposal." The session was led by Jerry Ellison, program manager of Alabama Procurement Technical Assistance Center (PTAC), and included training on winning and managing federal government contracts.

Government-to-Government Mission to Cuba

The Chamber's international trade division organized a successful government-to-government mission to Havana, Cuba, to help build business relationships between the two

port cities. While in Cuba, the group met with the Ministry of Foreign Affairs, Chamber of Commerce of Cuba, the Economic Development Zone of Mariel, Ministry of Foreign Trade and Foreign Investment, Ministry of Tourism, Provincial Assembly of People's Power of Havana, University of Havana and Ministry of Culture. The delegation was led by Mayor Sandy Stimpson and the meeting schedule was coordinated by the Embassy of Cuba.

Pitching Mobile to Louisiana-Based Reporters

Susan Rak-Blanchard, the Chamber's director of communications and marketing, traveled to Baton Rouge to represent Visit Mobile at a travel writers' event, pitching several Chamber-member businesses and tourist attractions to 20-plus bloggers and writers. She followed that up with a stop in New Orleans to meet with

several newspaper and magazine writers to pitch topics such as Mobile's manufacturing designation and Innovation PortAL.

WKRG Running Chamber Commercials

The Chamber and WKRG completed 15-second and 30-second commercials aimed at building awareness for the Chamber. Thanks to a donation by WKRG, the commercials are running pro bono on the station.

Focus Groups Give Chamber Insight

The Chamber hired New South Research to conduct several focus groups and amend an earlier-used benchmark survey that will be sent to member businesses this fall. The focus groups included Chamber members and potential members, in an effort to help staff gauge the success of its marketing efforts and areas of focus in the coming years.

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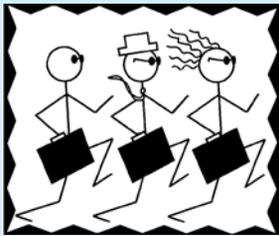
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Chamber Chase volunteers at a recent reward session. Pictured from left to right (back row) Carolyn Golson, Tammy Norris, Angie Shaw, Janet Johnson, Kay Williams, Judy Smith, Sharon Murrill, Kristin Martin, Sarah Shuttlesworth, Ryan New, April DePaola and Virginia McNeil. From left to right (front row) Beth Cazalas, Allison Allen, James Alexander, Jeff Brinson and John McCrory.



CHAMBER CHASE '16

Chamber Chase

The Mobile Area Chamber's total resource campaign, Chamber Chase, is going strong and volunteers are working to bring in new members, sell event sponsorships and advertising. Weekly reward sessions are held to update volunteers on the campaign's progress and to network with peers. Pictured at right are some of the campaign's volunteers: Stephen Schlautman, Judy Smith, Linda Faulkner, Terri Owler and campaign chair Mark Hieronymus.



Fifth Annual ALABAMA GLOBAL SUPPLY CHAIN & LOGISTICS SUMMIT

Presented by:
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Join local, state and regional business professionals for discussions on global supply chain trends and increasing company efficiency and economic competitiveness with global infrastructure advisory firm, Moffatt & Nichol; Alabama's Secretary of Commerce; global supply chain experts and many more. An optional tour of Alabama's deep water port, container terminal and intermodal container transfer facility is also available.

The cost to attend is \$85.

For Summit schedule, registration and more, visit the Summit webpage at <http://mobilechamber.com/economic-development/international-trade-2/>.



GREAT THINGS THAT COME ONCE A WEEK:

1. Your favorite football team's game.
2. Your favorite TV show.
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Mobile's locally owned newspaper is now weekly, providing more news coverage than ever before. Now you have something to look forward to each Thursday!

LAGNIAPPE

SOMETHING EXTRA FOR MOBILE

Want to Win the Chamber's Corporate Community Service Award?

The Chamber, in partnership with Junior League of Mobile (JLM), is organizing a workshop to help small, medium and large businesses compete for the annual Corporate Community Service Award. Set for Thursday, Sept. 8, the workshop will assist those interested with the application process.

This prestigious award recognizes a Chamber-member business that incorporates employee volunteer efforts as an important part of its corporate vision, policies and operations. Application deadline is Friday, Oct. 7. The award will be presented at the Chamber's Annual Meeting in February 2017.

Staff Attends Aerospace Trade Show

David Rodgers, senior project manager in the Chamber's economic development

department, attended the MRO (Manufacturing, Repair & Overhaul) Americas Tradeshow in Dallas. He also participated in two economic development partner events with CSX Railroad and PowerSouth to discuss best practices in economic development.

Workshops Held for Minority-Owned Businesses

The Chamber's Growth Alliance Task Force held a series of four workshops at Bishop State for entrepreneurs and small and minority-owned businesses. More than 200 people attended the workshops on topics including: "Beginning Lean – Highlighting Ways to Start and Operate your Business," "Financing and Planning Your Entrepreneurial Dream," "Marketing and New Business Development" and "Building Your Future: Leadership and Management." Presenters were Mel Washington, Alabama Small

Business Development Center; Edward Antone, Principal Financial Group; Nate Patterson, Patterson Marketing Group; and Janice Malone, Business Resource Design and Print Co.

Chamber Names New Board of Advisors

Caraustar's Mobile Paperboard; Housing First Inc., the Homeless Coalition; Matthew Andrews PC and USA Health joined the Chamber's board of advisors, bringing the total number of members to 261. If you are interested in learning more about the program, contact Katrina Dewrell at 251-431-8611 or kdewrell@mobilechamber.com.

Chamber Names New Ambassadors

Several Chamber members were named ambassadors. This group of professionals assists the staff with registration and event seating, makes member visits and supports the overall Chamber mission. New members are Josh Andrews,

Costco Wholesale; Tracy Flatford, AHI Corporate Housing; Austin Key, BugMaster Exterminators; and Rachel Trebesh, Elwood Staffing. To learn more about this group, and how to join it, contact Dawn Rencher at 251-431-8649 or drencher@mobilechamber.com.

Chamber Participates in Member Grand Openings and Ribbon Cuttings

Chamber staff and ambassadors helped cut ribbons and celebrate grand openings at In & Out Smart Repair, The Shipment Store, Glow Yoga, Dauphin's, Liberty Learning Foundation, Chicken Salad Chick – Old Shell Road, Kleban Properties, Dippin' Dots, Pump It Up and Great Clips. If your business is a member and you would like assistance with planning a grand opening or ribbon-cutting event, contact Dawn Rencher at 251-431-8649 or drencher@mobilechamber.com.

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Left to right: John Erwin, Aaron White, Sam Davis Jr, Carla Joyner, Doug Thomas, Brandon Armstrong, Joel Ross, Karen Morris, Jim Sigler, John Naughton

AMBASSADOR of the month



Photo by Jeff Tesney

Phillip Moore, a leasing agent/Realtor at AHI Properties, enjoys being a Mobile Area Chamber ambassador because he likes welcoming new businesses to the area. "It gives me the opportunity to network with other business-minded individuals who care about improving our community," he said.

Moore, a native of Russellville, Ala., is the Chamber's Ambassador of the Month. He has been an ambassador for a little more than two years.

Ambassadors are volunteers who support the Mobile Area Chamber by visiting members, assisting with events and ribbon-cuttings. To learn more, contact Dawn Rencher at 251-431-8649 or drencher@mobilechamber.com.

Founded in Harahan, La., by a trio of restaurateur pals in 1997, Zea Rotisserie & Grill serves a mix of Asian and American dishes with a Cajun twist. Zea's menu includes appetizers, salads, soups, seafood, steaks, ribs, chicken, duck, sandwiches and a variety of side dishes and desserts, including its signature sweet potato bread pudding. Zea is located at 4671-A Airport Blvd., and the phone number is 251-344-7414.

Pictured is the management staff of Zea's Mobile location: (L-R) Thomas Duckworth, Sara Lassitter, Jamie Theberge/General Manager, Carlos Mladenoff, and James Pennington.



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LED Fixture Replacement

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Energy Efficient Light Integration for Merchants Transfer

EnviroChem

Blighted Homes Demolition Project

Honeywell UOP

Recycling and Refurbishing Initiative

Project Design Group, Inc.

Boiler MACT Standards Compliance

Volkert

Fairhope Water Resource Recovery Facility (WRRF) Improvement Project

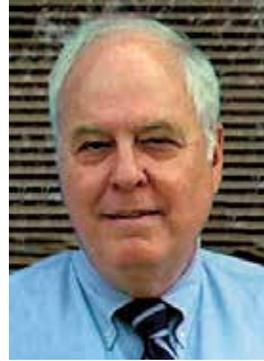
2016 Community Partner Award

City of Mobile

Map for Mobile: Framework for Growth



BOARD of advisors



Lanier Chew is president and owner of Sunbelt Business Brokers in Mobile and Pensacola. Since 1994, the company has helped buyers and sellers transfer ownership of privately held businesses. Chew holds a number of professional designations, including Certified Business Intermediary by the International Business Brokers Association; Accredited Business Intermediary by the American Business Brokers Association; and Accredited Business Valuation Analyst and Senior Valuation Analyst from the American Business Brokers Association. He also serves as an independent business consultant in the area of business valuations for Gulf Coast Financial. Chew is a licensed real estate broker in Alabama and Florida.



Claire G. McCarron is south Alabama CEO for BBVA Compass Bank. She earned a bachelor's degree in psychology from Davidson College in North Carolina, and a master's in business administration with a concentration in finance from The University of Alabama. McCarron is a certified treasury professional and holds a Moody's Credit Risk certification. She is a member of the Rotary Club of Mobile, a former member of the Junior League of Mobile and a former board member for Dauphin Way Child Development Center, Mobile Symphony and the Mobile Arts Council. BBVA Compass is a Partners for Growth Investor.



Enrique Gonzales Mendez is chief operating officer for netpoint-IT Services. Gonzales first came to the Mobile area from netpoint-IT's German headquarters on temporary assignment in Calvert and now serves as head of the company's U.S. headquarters. The company has offices in Mobile and at Outokumpu Stainless USA, and provides consulting and contract work for other industries in the United States and Mexico. Fluent in German, Spanish and English, Gonzales is an IT professional adept in integrating IT functions, human resource management, budget management, project management, risk management, vendor management, process implementation and continuous improvement in international companies and in a number of countries. Gonzales holds a computer science management and IT specialist degree from TERTIA IT-Academy GmbH in Germany, in addition to other certifications.

For more information about the Chamber's board of advisors, contact Katrina Dewrell at 251-431-8611 or kdewrell@mobilechamber.com.

Chamber Promotes Matt Hariel

Matt Hariel was promoted to vice president of finance and operations at the Mobile Area Chamber.

Hariel joined the Chamber in 2010 as the director of finance and operations. In his new role, he will manage the finance and operations department and accounting for the Chamber, the Chamber Foundation, Industrial Development Board of the City of Mobile, Industrial Park Board of Mobile County, Industrial Development Authority of Mobile County, and economic development funds.

He will also oversee the maintenance of the Chamber buildings and grounds.



"It is always especially gratifying when we as an organization are able to promote from within," said **Bill Sisson**, Chamber President & CEO. Hariel replaces **Joe Mareno** who retired in June.

"I am thankful to the Chamber for giving me this opportunity and very excited to move forward in my new role," said Hariel. "Joe was a great mentor to me, and I know I have some big shoes to fill."

Hariel holds a bachelor's degree in accounting from the University of South Alabama and is a licensed CPA.

He can be reached at **251-431-8625** or **mhariel@mobilechamber.com**.

Chani Johnson Takes on New Role

In her new role as senior financial assistant, 16-year Chamber employee, **Chani Johnson**, will take on additional duties including: assisting with accounting records, administering payroll and additional tasks related to monthly financial reporting.

"Chani has been an integral part of our finance team over the years and is well prepared to take on her additional responsibilities," said **Matt Hariel**, vice president of finance and operations. "She has contributed significantly to improvements in our processes



and procedures, and we look forward to her playing a more prominent role within the organization."

"I am excited about the opportunities my new role will provide for me to

learn new things and interact more with our great staff," said Johnson.

Johnson graduated from the University of South Alabama with a bachelor's degree in business administration. She joined the Chamber in 2000.

Johnson can be reached at **251-431-8627** or **cjohnson@mobilechamber.com**.

Ashlee Douglas Joins Chamber Staff

Ashlee Douglas joined the Chamber's economic development department as project coordinator. She will have direct project and programmatic responsibilities in support of recruitment, workforce development, international trade and business retention and expansion.

Douglas earned a bachelor's degree in marketing and sales management from the University of West Florida in Pensacola, and is bilingual, with Spanish as her second language. She previously worked with C.H. Robinson as an account manager and later for the Moorer YMCA as the



membership and marketing director.

She said she feels "vested in Mobile," and is glad to be working at the Chamber. "I feel it's a way to help continue the work of developing the community," she said.

"Ashlee makes a great addition to the economic development team," said **Troy Wayman**, vice president of economic development. "She brings enthusiasm and experience, and has hit the ground running."

Douglas can be reached at **adouglas@mobilechamber.com** or **251-431-8629**.



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SEPTEMBER

For information on Chamber events, visit events.mobilechamber.com.

1 MEMBERSHIP 101

Meet other members and Chamber staff to learn about the many ways to benefit from your membership.

When: 8 to 9 a.m.

Where: Mobile Area Chamber, 451 Government St.

Contact: Alison Unger at 251-431-8617 or aunger@mobilechamber.com

No charge, but seating is limited. RSVP requested. Free parking.

5 CHAMBER CLOSED - LABOR DAY

14 NETWORKING@NOON **Members Only*

One Representative Per Company

Make 40-plus business contacts in 90 minutes over lunch.

When: Noon to 1:30 p.m.

Where: Dauphin's, 107 St. Francis St., Suite 3400

Cost: \$10, must be paid with reservation

Contact: Alison Unger at 251-431-8617 or aunger@mobilechamber.com

20 EXECUTIVE ROUNDTABLE **Members Only*

A monthly forum exclusively for Chamber-member business owners and managers.

When: 8 to 9 a.m.

Where: Mobile Area Chamber, 451 Government St.

Speaker: Ken Fuller, special agent, Alabama Law Enforcement Agency

Topic: "Active Shooter Incident Planning"

Contact: Brenda Rembert at 251-431-8607 or brembert@mobilechamber.com

No charge, but seating is limited. RSVP requested. Free parking.

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22 INTERNATIONAL TAX STRATEGIES: INTEREST CHARGE-DOMESTIC INTERNATIONAL SALES CORP. (IC-DISC)

This educational workshop will offer insight on the congressionally mandated program designed to give tax breaks to U.S. exporters. CPE credit of one hour is available.

When: 8:15 to 9:15 a.m.

Where: Mobile Area Chamber, 451 Government St.

Who Should Attend: Exporters of U.S. products or U.S.-based engineering or architectural firms servicing international markets; tax advisers, chief financial officers and accounting support staff are encouraged to attend.

Contact: Christina Stimpson at 251-431-8648 or cstimpson@mobilechamber.com

No charge, but seating is limited. RSVP requested. Free parking.

22 BUSINESS AFTER HOURS

When: 5:30 to 7 p.m.

Where: Alabama Credit Union - Shoreline Branch, 901 Springhill Ave.

Cost: \$5 for Chamber members/\$10 for potential members

Contact: Alison Unger at 251-431-8617 or aunger@mobilechamber.com

Reservation are not needed.

Sponsor:



27-28 AIDT LEADERSHIP SKILLS I COURSE

Hosted by the Chamber, in partnership with AIDT, this leadership training program introduces team leaders, supervisors and managers to effective leadership, communication and motivation techniques.

When: 8 a.m. to 4 p.m. both days

Where: Mobile Area Chamber, 451 Government St.

Cost: \$50 per person, includes course materials, lunch and snacks

Contact: Emily McGrath at 251-431-8651 or emcgrath@mobilechamber.com

Reservations are required and class size is limited to 25 people.

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Sunday, September 25 at 2:30 p.m.

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Gen. Admission 1pm-4:30pm
\$75 Members
\$125 Non-Members

Who's New

Stirling Properties

commercial real estate company hired **Kennedy Striplin** as sales and leasing executive for its commercial brokerage division in Mobile. His primary focus is tenant and landowner representation, as well as the development and redevelopment of multifamily, retail and industrial properties.



Striplin

Todd Hoffman was named vice president of corporate operations for **Threaded Fasteners Inc.** He earned a bachelor's degree in business administration from Trinity College, Conn.



Butler



Beam



Heaton



Campbell

Magnolia Mortgage Company named **Melissa Butler** president and added **Brian Beam**, **Carrie Heaton** and **David Campbell** as mortgage loan originators.

Evan Cox and **Miya Barnes** joined **Smith, Dukes & Buckalew LLP** as staff accountants. Cox graduated from Auburn University with bachelor's and master's degrees in accountancy and recently passed all parts of the CPA exam. Barnes graduated from the University of South Alabama with a bachelor's degree in accounting.



Weaver



Johnson

Strategic Wealth Specialists hired **Calvin Weaver** and **Jory Johnson** as financial representatives, **De St. Germain** and **Mindy De St. Germain** as recruiting director. Weaver brings experience in community involvement. Johnson graduated from the University of Connecticut in Storrs, Conn., with a bachelor's degree in economics. De St. Germain is pursuing a bachelor's degree in human resources at the University of South Alabama.

Business Information Solutions (BIS) welcomed **Josh Mildren** to client



virtual chief information officer. Mildren will manage client technology while providing recommendations and quarterly technical reviews of their networks. He has more than 12 years of experience in the information technology industry.



Mildren

John F. "Rickey" Rhodes was appointed as executive director of the **South Alabama Regional Planning Commission (SARPC)**. Rhodes has 35-plus years of service in various capacities with SARPC. He was previously mayor of the city of Bay Minette from 1980 to 2000 and served as director of SARPC's Employment and Economic Development Services department since 2015.



Rhodes



Hicks



Leavins

Berkshire Hathaway HomeServices Cooper & Co. Inc. Realtors hired new associates **Brittney Hicks** and **Mary Leavins**. Both will work from the West Mobile office on Cottage Hill Road.

University of Mobile named **Christopher McCaghren EdD** as vice president of academic



McCaghren

affairs. McCaghren earned a bachelor's degree in communication studies and classics from Samford University, a master's of theological studies from Beeson Divinity School, and a doctorate of education in higher education leadership and policy from Vanderbilt University.

Business Endeavors

ASF Intermodal announced the company's expansion into Baltimore with the opening of its 13th intermodal drayage terminal. This new location, the company's first Maryland terminal, joins 12 other strategically positioned terminals throughout the South and Midwest.

Uncle Maddio's opened its newest Mobile location in McGowin Park at 1225 Satchel Paige Drive, Suite E106.

Berkshire Hathaway HomeServices, with its Mobile affiliate **Berkshire Hathaway HomeServices Cooper & Co. Inc. Realtors**, launched a new property-search platform on its website, www.berkshirehathawayhs.com, and broadcast its listings to 70 real estate websites worldwide. The site also converts currency and measurements.

The **City of Mobile** announced the Mobile Botanical Gardens will undergo a \$150,000 makeover this year through funds from the city's Capital Improvement Plan. When complete, the gardens will feature a pedestrian walkway, additional parking and increased access to the central promenade.

Wilkins Miller is now an independent member firm of DFK International/USA, a worldwide association of independent accounting and management consulting firms, with locations in more than 40 major markets throughout the United States and representation in more than 85 countries worldwide.

Well Done

Stirling Properties announced **Nathan Handmacher**, senior sales and leasing



executive, was appointed to the advisory board of the University of South Alabama's Center for Real Estate and Economic Development. The center's mission is to achieve a high-quality educational program and real-world experience for USA students, respond to educational and informational needs of the local real estate community and offer a nationally competitive curriculum.

Dr. Rodney P. Rocconi, professor and chief of gynecologic oncology at **University of South Alabama Mitchell Cancer Institute**, is one of 16 oncologists to be chosen for a leadership program of the American Society of Clinical Oncology, the world's leading professional organization for physicians and oncology professionals caring for people with cancer. The program is designed to train future leaders in medicine by providing leadership skills training and networking opportunities.

McDowell Knight Roedder & Sledge LLC announced the 2016 edition of *Chambers USA* recognized the law firm as pre-eminent in the practice area of general commercial litigation in the United States. In addition, the publication specifically recognized attorneys **Michael Knight** and **Brian McCarthy** as "Leaders in their Field" in the area of commercial litigation.

*

BIS Office Systems was awarded the 2016 Excellence in Customer Service Award from Copystar, a Kyocera company, for the second year in a row. The award recognizes total document solutions providers with superior customer service skills, specialized certifications and up-to-date online training.

*

The **University of Mobile** was named one of the top four-year colleges in Alabama and No. 12 of the best Christian colleges in the South. The accolades came from Christian

UniversitiesOnline.com and BestColleges.com, respectively.

*

Horizon Shipbuilding was named as one of the 2016 Alabama Innovation Award winners by the Economic Development Partnership of Alabama. Horizon was honored with the Outstanding Achievement in Innovative Manufacturing category for its GORDHEAD collaboration software improving the way shipbuilders and other manufacturers conduct business.

*

The **University of South Alabama Medical Center** was the first hospital in Alabama to receive an American Heart Association honor for the rapid administration of a stroke-stopping medication called tPA.

*

Vicki Studstill, vice president of business development for **Hargrove Engineers + Constructors**, was named this year's local "Woman of the

Year," raising more than \$41,000 for the Leukemia and Lymphoma Society. Hargrove's team accounted for almost a quarter of the total amount raised by the Alabama/Gulf Coast LLS (Leukemia and Lymphoma Society) division in 2016 for research and patient services.

Community News

Five **Mobile County Public Schools** elementary schools opened new Alabama First Class Pre-K classrooms this school year: Dodge Elementary, Florence Howard Elementary, McDavid-Jones Elementary, Meadowlake Elementary and J.E. Turner Elementary. Children who will be 4 years old on or before Sept. 1 and live within any Mobile County school district can apply for enrollment in these new Pre-K sites, and will be chosen through a random selection process.

Submission deadline for Member News is two months prior to publication. News releases should be one or two brief paragraphs. Photos must be professional headshots, labeled with the person's last name, and must be 300 dpi at full size and saved in an eps, tiff or jpg format. Send your information to news@mobilechamber.com.



The Mobile Area Chamber was awarded a five-star rating by the U.S. Chamber of Commerce, the highest designation given. Of the 6,936 chambers in the U.S., only 301 are accredited, and of those only 43 have achieved five-star distinction. The Mobile Area Chamber has been accredited by the U.S. Chamber since the designation's inception more than 40 years ago.



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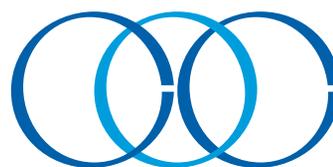



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