

Mobile Area Chamber of Commerce

OCTOBER 2016

# the **businessVIEW**



**State of Mobile's  
Economy** Coming Nov. 9

**Tiger Grant** to  
Transform Broad Street

**Innovation  
PortAL  
a Reality**



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From the Publisher - Bill Sisson

## Horizon Initiative: Chamber 2025

For the past two years, I've been honored to serve on the board of directors of the Association of Chamber of Commerce Executives (ACCE). One of this organization's most exciting programs is the recently launched Horizon Initiative: Chambers 2025.



After a year of extensive research, this effort tapped into collective chamber wisdom across the globe to help all chambers of commerce better predict how we might evolve over the next decade. In particular, the report identified business and societal trends shaping and influencing our chambers and the regions where we are located.

Horizon focuses on eight key influences: Belonging and Gathering; Communication and Technology; Scarcity and Abundance;

Global Impacts; Population Shift; Political and Social Fragmentation; Resource Alignment; and Catalytic Leadership.

Our staff has been studying these influences in detail, which is helping us challenge ourselves to think about the role of the Mobile Area Chamber in the community in

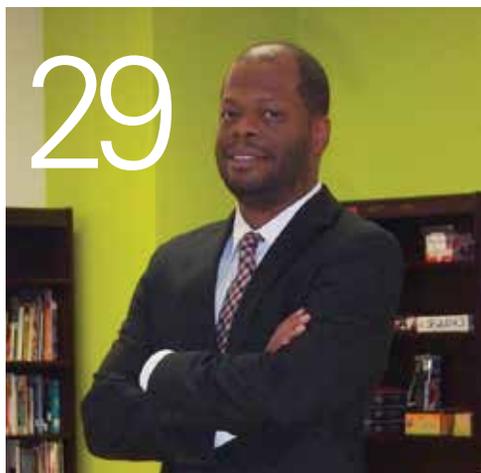
the future. Candidly, it has been a great exercise and is enabling our team members – both young and seasoned – to think strategically about our Chamber's best days to come.

We look forward to putting these new strategies into our annual program of work and strategic plan to better serve you, our members and our community.

### ON THE COVER

*Muskogee Technology is a regional high-tech manufacturer serving global clients. The company is being recognized by the Mobile Area Chamber for its outreach and supplier diversity programs. Pictured from left to right are Scott Randle, production supervisor, Jeff Nelson, plant manager and Mal McGhee, director of marketing. To learn more about the company, go to page 14. Photo by Jeff Tesney.*

- 4 News You Can Use
- 9 Small Business of the Month: Roberts Brothers Inc.
- 11 Small Business Corner: Two Ways to Add \$\$ Back to Your Bottom Line
- 12 The Mobile Area Chamber Honors Minority-Owned Businesses
- 13 Eagle Award Winners Announced
- 14 Minority Business Advocate Winner
- 15 Investor Focus: Rob't J. Baggett Inc.
- 17 Mobile's on the Grow
- 25 Chamber Chase Over Goal
- 26 13 Years of Summer Scrubs
- 27 Ambassador of the Month: Kathy Williams
- 27 Business Spotlight of the Month: The Steeple on St. Francis
- 28 Board of Advisors
- 29 CEO Profile: Tim Wills
- 30 Calendar
- 32 Member News
- 34 Anniversaries
- 35 New Members



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# State of the Economy 2016 Set for Nov. 9



Photo by Tim Ard



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TODAY!**



Last year's inaugural State of the Economy was a sell-out, and this year's event promises to draw plenty of members interested in industry segments pushing the local economy forward, as well as the regional and national outlook for 2017.

Hosted by the Mobile Area Chamber, the event will be held Wednesday, Nov. 9, at The Battle House Renaissance Mobile Hotel & Spa.

In September, Mobile Area Chamber members were surveyed about their perspectives on Mobile's economy. Survey results, along with industry segment presentations addressing commercial and residential real estate, chemicals, distribution and aviation, will be shared at the event.

Following a panel presentation, **Adrienne Slack**, regional executive at the New Orleans Branch of the Federal Reserve Bank of Atlanta, will be

the luncheon keynote speaker. Slack oversees the branch's economic and financial education programs, advises on regional community and economic development matters and provides regional input into the Atlanta Fed's monetary policy process.

The forum, limited to only 230 participants, will begin at 10:30 a.m. and run through lunch. The cost is \$60 for Chamber members and \$75 for potential members. Table purchases will also be available for this event. For more information, contact **Katrina Dewrell** at 251-431-8611 or [kdewrell@mobilechamber.com](mailto:kdewrell@mobilechamber.com). Register online at [www.mobilechamber.com/events](http://www.mobilechamber.com/events). 

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

# Innovation PortAL Receives a \$2.9 Million Grant

In early September, U.S. Deputy Assistant Secretary of Commerce for Economic Development Matt Erskine visited Mobile to announce the U.S. Department of Commerce's Economic Development Administration (EDA) is awarding the Mobile Area Chamber of Commerce Foundation a \$2.9 million grant to renovate a downtown Mobile building that will house Innovation PortAL. Local private foundations, private industry, the city of Mobile, Mobile County and the University of South Alabama committed to \$1.9 million in matching funds.

Innovation PortAL, a program of the Mobile Area Chamber Foundation, is a place entrepreneurs will go to launch a business idea or accelerate an existing company with the help of industry experts, mentors and specialized training, according to Hayley Van Antwerp, Innovation PortAL's executive director.

Mobile Area Chamber President and CEO Bill Sisson said, "We're thrilled to receive this grant from the EDA. It helps propel the Innovation Portal forward quickly and creates an environment where entrepreneurs can be successful and flourish for years to come. This project would have never been possible without Advancing Southwest Alabama, and the recognition the manufacturing designation brought to the region."

According to the EDA release, Innovation PortAL will provide access to intense mentoring services, investment capital, investing networks, and a highly educated and skilled workforce to support local entrepreneurs and businesses.

The center is designed to foster manufacturing technologies and compatible businesses in a 35,000 square foot building at 358 St. Louis St., in the former Threaded Fasteners building. It will include a prototyping lab once the engineering and renovation is complete. And the building plans will be able to handle future expansion efforts.



Following the media announcement Deputy Assistant Secretary of Commerce for Economic Development Matt Erskine is one of several government officials who met with area organizations focused on workforce development and entrepreneurial innovation.

It will serve entrepreneurs along the central Gulf Coast and surrounding rural counties included in the Southwest Alabama Investing in Manufacturing Communities Partnership (IMCP).

Van Antwerp says the expected economic impact of the first five years of this project is to generate 500 local jobs and serve 300-plus entrepreneurs, who through their companies will contribute an estimated \$5 million to the local economy.

"This grant is the catalyst that will transform this dream into a much needed resource for our community," said Van Antwerp.

Currently Innovation PortAL is working out of a temporary space at Exchange 202 in downtown Mobile, and will welcome its first clients this fall. Prospective tenants will complete an online application and attach business, promotion and sales plans. Once it's determined the business is a fit for the facility, candidates are invited to pitch their business plan to PortAL staff and a governing board. ○○

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# Grant Means **Big Changes Ahead** for **Broad Street** in Downtown Mobile

*Once complete, changes throughout the Broad Street corridor will connect neighborhoods and residents to jobs, transportation and recreation.*

In a video announcing a U.S. Department of Transportation grant awarded to the City of Mobile, Mayor **Sandy Stimpson** highlighted three pivotal intersections along Broad Street in downtown Mobile.

“Just visualize the entire Board Street corridor being completely rebuilt to be more pedestrian-friendly, bike-friendly and the traffic flows smoothly,” said Stimpson.

In late July, the city was named one of 12 beneficiaries of the 2016 Transportation Investment Generating Economic Recovery (TIGER) grant. The grants were established to rebuild aging infrastructure, connect citizens to jobs and revitalize historic neighborhoods.

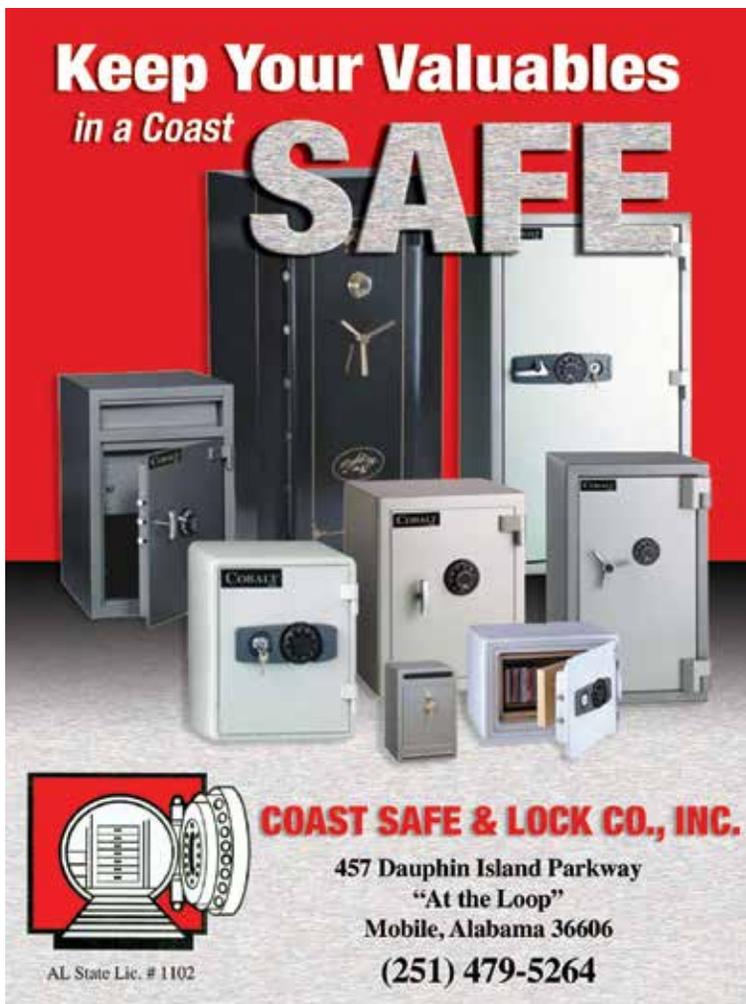
The targeted area begins at the GM&O Railroad Terminal on Water Street, goes around Beauregard Street past Bishop State Community College and crosses Government Street, following Broad all the way across I-10 to Mobile Aeroplex, explained Stimpson. Plans also include connecting to the Three Mile Creek Greenway, completing the key path connecting neighborhoods to a transportation hub, jobs and recreation.

“This is an opportunity to enhance the quality of life in an historic urban area,” said **Ginny Russell**, the Mobile Area Chamber’s vice president of community and governmental affairs. Russell expects economic development to result from the proposed changes. The Chamber and its Innovation PortAL wrote letters of support to accompany the grant request, along with other private and public partners.

The city will receive \$14.5 million and be required to provide a \$3.3 million match.

**Keri Coumanis**, assistant city attorney for the city of Mobile, led the team working on the grant. Coumanis believes the regional manufacturing designation obtained by the Chamber gave the entry the extra boost it needed to win the monies. The designation gives preferential scoring to Mobile area-based grant proposals.

Coumanis said the next step is design completion, which will be headed by MIG, the same company that came up with the new Water Street plans. The city will seek resident input through public meetings before the end of the year. 



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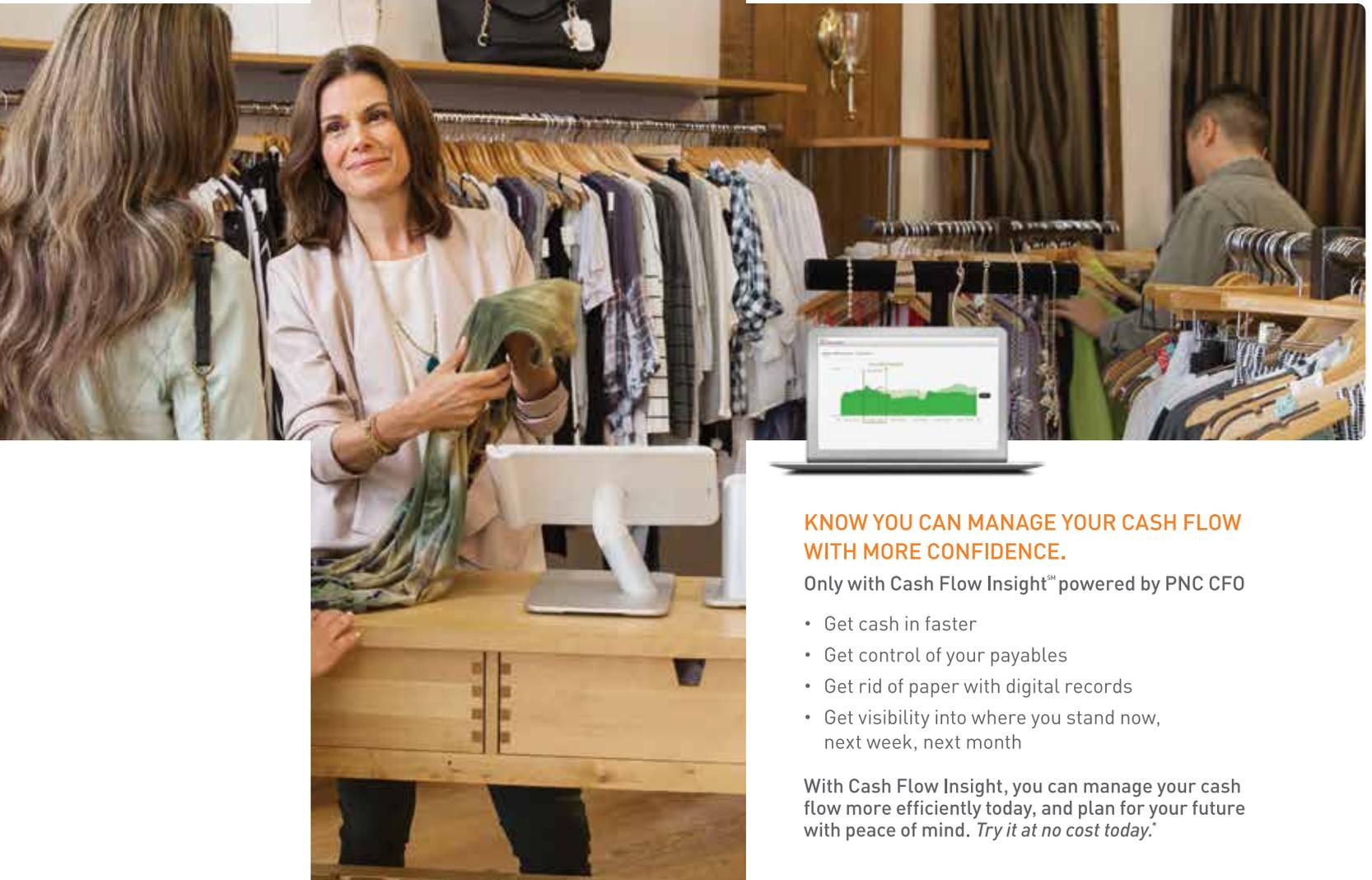
Left to right: John Erwin, Aaron White, Carla Joyner, Sam Davis Jr., Doug Thomas, Brandon Armstrong, Joel Ross, Karen Morris, Jim Sigler, John Naughton

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# Since 1946, Roberts Brothers Has Been Committed to Community

*Roberts Brothers Real Estate has 182 agents. Here are a group of them during a recent retreat.*

Roberts Brothers Inc. is one of the most successful real estate firms in this corner of the state with a team of agents, 26 employees – and its distinctive yellow signs in residential areas all around Mobile.

It's such a household name today that people may forget the company was founded in a garage on Williams Court 70 years ago by brothers **David** and **John R. Roberts**, members of the "Greatest Generation" who had returned from World War II.

But as successful as the firm has been in the real estate business, its charitable and civic involvement also stands out. In recognition of this combination, Roberts Brothers Inc. is the Mobile Area Chamber of Commerce's Small Business of the Month.

The firm remains a family-run company, with third-generation Realtor **Johnny Roberts** serving as chairman emeritus and his son-in-law, **Daniel Dennis**, serving as president.

"We are unique because the number one asset on our balance sheet isn't anything we make or produce. Instead, it's our people," said Dennis. "Their best interest is the guiding principle for everything we do and every decision we make."

The company's commitment to its community begins at the top. Dennis has served previously as the chairman of the American Heart Association Heart Walk and the Chamber's annual Chamber Chase campaign. The company also received the Corporate Community Service Award

from the Chamber and the Junior League of Mobile in 2013.

"Leading by his example, 90 percent of all employees and agents participate in charitable work within the company or outside with their personal charity," said **Peggy Hayden**, Roberts Brothers' director of communication. "A large number support activities at their church as well. Employees are encouraged to discuss and promote their favorite charities through company email, flyers and our weekly sales meetings. Oftentimes, we have 'friendly competition' between offices to see who can raise the most money for the charity.

"When the company gets involved in a charity, such as Heart Walk or Salvation Army, Roberts Brothers can rely on

overwhelming support and participation."

"Our involvement with the Chamber has been a wonderful networking opportunity," added Hayden. "For the past three years, we've had a group working on Chamber Chase and have met some very interesting people while helping to raise money. The information we receive from the Chamber is incredibly beneficial to share with our agents, who then share with prospective buyers."

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Danette Richards at 251-431-8652  
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# Today it matters to Kelly that the Breast Center at Providence is a leader in Genetic Testing

When you have a family history of breast cancer, you want to do everything possible to understand your personal risk. When Kelly came to the Breast Center for her annual mammogram, she was given a Breast Cancer Questionnaire. After reviewing her history, we determined that Kelly was eligible for genetic testing. Her test was completed that same day and her results were back in three weeks.

Providence Hospital's Breast Center was the first in Mobile to have a full-time patient navigator, is the only center to provide same day genetic counseling and testing, and now offers 3-D mammography. To learn more about these services, visit [www.phcbc.org](http://www.phcbc.org)

To learn more about Providence Hospital or find a physician practicing at Providence, visit [www.providencehospital.org](http://www.providencehospital.org).



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# Two Ways to Add \$\$ to Your Bottom Line

Perhaps one of the most challenging issues facing business owners is finding the financial resources they need. The Mobile Area Chamber maintains strong relationships with area lenders, but there are often unknown or overlooked programs that can have a significant positive impact on the bottom line.

Two of these programs can be found locally through Mobile Works, the workforce investment agency for Mobile County funded under the federal Workforce Innovative and Opportunity Act. Through this funding, the On-the-Job Training Program and Incumbent Worker Training Program can enhance your business profitability and help you be more competitive.

## What is the On-the-Job Training (OJT) program?

Hiring and training a new

employee can be a time-consuming and significant financial investment, especially if the new employee doesn't work out. Mobile Works will contract with your company to pay up to 50 percent of costs to train eligible new hires from 11 to 26 weeks.

## How does the OJT program work?

The employer meets with Mobile Works to create a job description and training plan, then completes an application and negotiates length of training and reimbursement. The employer must provide proof of workman's compensation, must have been in business for at least a year, and ensure that the job is not in sales, and pays at least \$9 per hour.

The employer recruits and interviews workers, and if interested in the candidate, that

person will apply to Mobile Works to determine OJT program eligibility; or Mobile Works can recruit, review and refer eligible candidates to the employer.

Finally, the employer submits reimbursement requests and receives reimbursement on a monthly basis after hiring a worker.

## What is an eligible candidate?

Eligible job seekers must meet Workforce Innovation and Opportunity Act (WIOA) eligibility requirements, must have been laid off or be underemployed and seeking a career change or re-entering the labor market.

## What is the Incumbent Worker Training Program?

Mobile Works partners with local businesses to leverage their training investment.

Through the Incumbent Worker Training Program, Mobile Works will pay up to 50 percent of a company's total training costs for existing staff, up to \$30,000 maximum per contract. Qualified training programs should provide new or upgrade existing skill sets and improve employees' potential for increased wages.

These workforce investment programs provide the framework for a unique workforce employment system designed to meet the needs of businesses with qualified workers.

For more information about these and other programs of Mobile Works, go to [www.mobile-works.org](http://www.mobile-works.org), or contact the Chamber's small business development department at 251-431-8652.

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# The Mobile Area Chamber Honors Minority-Owned Businesses

Keynote Speaker, **Carla Harris**

## FAST facts

### 2016 Gulf Coast Business Diversity Conference & Eagle Awards Luncheon

**DATE:** Tuesday, Oct. 4

**TIME:** 8:30 to 10:45 a.m. – Business Leadership Forum  
10:45 to 11:15 a.m. – Networking  
11:30 a.m. to 1 p.m. – Awards Luncheon

**Location:** The Battle House Renaissance Mobile Hotel & Spa

**Keynote Speaker:** Carla Harris with Morgan Stanley, motivational speaker, gospel recording artist and author

**Cost:** \$50 per person/\$500 Table of 10 for Mobile Area Chamber members  
\$60 per person/\$600 Table of 10 for potential members  
\*includes both the Business Leadership Forum and Awards Luncheon

**Registration deadline:** Tuesday, Sept. 27 with payment due at registration.

**To register:** 251-431-8607, brembert@mobilechamber.com or www.mobilechamber.com.

PRESENTING SPONSOR



The Mobile Area Chamber's annual program to recognize minority-owned businesses will be held Tuesday, Oct. 4, at The Battle House Renaissance Mobile Hotel & Spa. The Gulf Coast Business Diversity Conference kicks off with a Business Leadership Forum from 8:30 to 10:45 a.m.

Titled "Success Does Exist! Small Business Entrepreneurs Tell You How," the forum includes panelists **Clarence Johnson**, president of Bama Pest Control; **Mary Taylor**, owner of Elegant Knights Limo-Party Bus; **Larry Dorsey**, president and CEO of Dorsey & Dorsey Engineering; and **Christopher Davis**, president of Davis Transportation.

The 19<sup>th</sup> annual Eagle Awards luncheon follows the conference at 11:30 a.m. Nichols Financial Services and Perfecting That Cleaning Service are this year's recipients. (See pages 13-14 for more information.)

Also at the luncheon, the Chamber will recognize Muskogee Technology with the Rev. Wesley A. James Minority Business Advocate award, presented for its efforts in advocating for and supporting minority-owned businesses.

These awards are part of the Chamber's strategy to ensure all segments of the business community are prosperous and continue to grow, said **Darrell Randle**,

vice president of small business development.

"In honoring these companies, we are hoping to encourage this generation and the next generation of entrepreneurs to follow in their successful footsteps."

**Carla Harris**, vice chairman, wealth management, managing director and senior client advisor at Morgan Stanley, will be the luncheon's keynote speaker. Harris was appointed by President Barack Obama to chair the National Women's Business Council in 2013, and was recently named to *Fortune* magazine's list of "The 50 Most Powerful Black Executives in

Corporate America." She was also recognized by *Essence* magazine as one of "The 50 Women Who are Shaping the World" and *Ebony's* list of the "Power 100" and "15 Corporate Women at the Top."

Beyond her professional career, Harris is a motivational speaker, gospel recording artist and author. She has released three CDs, was featured on the CBS Evening News with Dan Rather in his "American Dream" segment and has performed five sold-out concerts at Carnegie Hall.

Her books, published by Hudson Press, are *Strategize to Win* and *Expect to Win*.

"Carla is amazingly well-rounded, and that's an inspiration," said Randle.

Registration includes both the business leadership forum and the awards luncheon.

*In honoring these companies, we are hoping to encourage this generation and the next generation of entrepreneurs to follow in their successful footsteps.*

**Darrell Randle**  
vice president of small business development,  
Mobile Area Chamber  
of Commerce

# 2016 Eagle Awards Announced

Presented by the Mobile Area Chamber of Commerce

## Nichols Financial Services



*Cheryl and Larry Nichols with their daughter, Ketusah.*

Twenty years after he started Nichols Financial Services, a seasonal income tax preparation company in Detroit,

**Dr. Larry Nichols** opened his Alabama office and current Mobile headquarters in September 1996.

The company's clients include individuals, small businesses and churches, and its offerings have expanded to include payroll tax services and retirement planning.

The challenges Nichols faces are common to small businesses – balancing time between locations, increasing the company's production and having limited money for advertising. He overcame these issues by adding an employee who eliminated the need for accounting contractors, creating a client reward program for referrals and reducing his time in the Michigan office to two weeks during each summer month.

What's ahead? Nichols says he expects to continue the company's annual income growth and hire an additional employee.

Nichols has a long-standing policy of community involvement on both a personal and organizational level, supporting area churches, schools and the American Cancer Society.

**Years in business: 40**  
**Number of employees: 3**  
**Address: 3925 Michael Blvd., Ste. B**

## Perfecting That Cleaning Service



*Left to right, Keanecha Dockery, owner and Shanevia Sylvester, assistant.*

**Keanecha Dockery** started her business as the sole employee serving one county. Over the years, she added employees and expanded to serve three counties.

Perfecting That Cleaning Service provides residential, commercial, construction and event clean-up to clients in Mobile, Baldwin and Clarke counties. In 2017, Dockery is planning to add a second location in Monroeville.

The key to growing her business is word-of-mouth and networking at Mobile Area Chamber events, says Dockery. She has taken advantage of the Chamber's business-to-business forums and several other events, resulting in long-term contracts.

The business is challenged with finding workers with essential skills, employee retention and a consistent client base. Yet the company has steadily grown since its one-woman beginnings, logging in both revenue and employee growth, she said.

The company actively partners with Alabama Rehabilitation, Housing First and The Salvation Army of Coastal Alabama. In addition, Perfecting That Cleaning sponsors low-income families through the Department of Human Resources during the holidays.

**Years in business: 14**  
**Number of employees: 11**  
**Address: 273 Azalea Rd., Ste. 1-401**

# High-Tech Company Honored for its Commitment to Pay It Forward

## Muskogee Technology

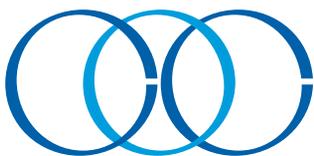


*Muskogee Technology's Sarah Stacey, quality control manager, and Steven Fisher, quality specialist, measure for precision. The Atmore-based manufacturer will be honored as the Mobile Area Chamber's 2016 Rev. Wesley A. James Minority Business Advocate on Tuesday, Oct. 4.*

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MOBILE AREA  
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"Muskogee Technology is progressive, innovative and growing. But, more importantly, the company is focused on more than themselves," said **Darrell Randle**, the Mobile Area Chamber's vice president of small business development.

"Their commitment mirrors the African proverb, 'If you want to go fast, go alone. If you want to go far, go together.'"

Muskogee Technology will be honored at the Chamber's annual Eagle Awards luncheon as the recipient of the Rev. Wesley A. James Minority Business Advocate for its outreach, supplier diversity programs and community involvement specifically geared to help minority-owned companies.

Located in Atmore, the manufacturer serves the aerospace, defense, heavy machinery, wind energy, utilities and oil and gas industries and specializes in precision machining, fabrication, electronics and carbon composites. Among its clients are global competitors including Airbus, Boeing, GE Aerospace, Honda and Lockheed Martin.

Owned by the Creek Indian Enterprise Development Authority, the economic development arm of the Poarch Band of Creek Indians, the company is itself a small disadvantaged business enterprise.

"We have been privileged to be a part of two department of defense mentor/protégé programs, and have learned a great deal as a protégé. It is only fair we pass the knowledge

we have learned to other minority-owned businesses," said **Mal McGhee**, the company's director of marketing.

The tribe bought the company in 1988 for its government contracts, gave it the Muskogee name and expanded its services and industry sectors. In 2014, the company expanded its footprint with a new 12,000-square-foot facility and hired additional employees.

Recently, Muskogee hired its first procurement manager to help secure its commitment to growth and inclusion.

McGhee has been a mentor to those referred to him by the Chamber, and he has helped them further develop their businesses, says Randle. He has served as an advisor to the Chamber's diversity advisory board and is a member of the Chamber's diversity business outreach committee.

In addition, McGhee helps local companies learn how to do business with the Poarch Band of Creek Indians through Chamber business-to-business forums and has hosted a similar forum onsite. The company has also participated in programs led by the Alabama Small Business Development Center Network and University of South Alabama to improve the local small business environment.

The company has numerous designations and awards, including a Chamber Eagle Award in 2008.



Celebrating its 40<sup>th</sup> anniversary, Rob't J. Baggett Inc. serves the Gulf Coast with industrial construction and plant maintenance. Pictured are employees within the main office on Holcombe Avenue. The company also has a fabrication facility on Bellingrath Road.

# Rob't J. Baggett Inc.

**Company officials:** Charles D. "Chuck" Dicks Jr., president; William A. "Beau" Baggett Jr., vice president; Allan R. Crow, treasurer/secretary

**Years in business:** 40

**Brief company description:** Rob't J. Baggett Inc. is a general contractor specializing in industrial and heavy commercial construction, and plant maintenance and refurbishment projects along the coast of the Southeastern United States.

**Why are you located in Mobile?** "Our late founder, Robert J. Baggett Jr., along with his partner, Charles D. "Devon"

Dicks Sr., were Mobile natives who started our company with the strong ambition of being the best contractor in the Mobile region," said Dicks. "We are proud to be able to carry out their goal here in Mobile."

**Why do you support the Mobile Area Chamber of Commerce's Partners for Growth initiative?** "We believe in Mobile, especially in the concept of using local businesses and the local workforce for Mobile's economic expansion projects," said Dicks. "We have seen very positive growth in and around the Mobile area, and it is extremely important to us to keep local finances in Mobile to

support future development utilizing a strong local team effort."

**What do you see as Mobile's greatest potential?** "The Port City has extremely strong potential in both the commercial and industrial markets, due to its location and the expansive transportation system available to us," said Dicks. "Logistically, Mobile could become the transportation mecca of North America with the proper establishment of our waterways, railways, airports and roadways to create an integral and universal shipping center."

**Length of continuous Chamber membership:** 28 years



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 [kdewrell@mobilechamber.com](mailto:kdewrell@mobilechamber.com).

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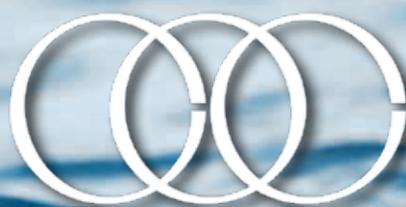
# Mobile's on the Grow

Full of Southern charm and hospitality, Mobile gives rise to countless business opportunities. Over the last decade, Mobile's economic development efforts garnered \$8.47 billion in capital investment and 15,771 jobs at new and existing area companies.

Just as impressive as our growing business community is our quality of life. Mobile is a picturesque city at the mouth of

the Mobile River and edge of Mobile Bay, leading to the Gulf of Mexico. Our streets are lined with massive live oaks, and outdoor activities can be enjoyed year-round thanks to our warm, sunny climate.

Founded in 1702, Mobile is one of the oldest cities in the United States. Our rich history is matched with a fast-growing, modern community focused on the future.



MOBILE AREA  
CHAMBER OF COMMERCE



## HIGHLIGHTED NEW & EXPANDING PROJECTS:

The Mobile Area Chamber of Commerce is the lead economic developer for the City of Mobile, Mobile County and Washington County. Our economic success is attributed to the collaborative efforts of Team Mobile – a group including the City of Mobile, Mobile County, Alabama State Port Authority, Mobile Airport Authority, local utility and educational entities, and the Chamber.

According to an economic impact study by Auburn University at Montgomery, Mobile has the most diverse economy in Alabama.

The following companies are among the most recent to announce new or additional investment here:

**Airbus\***  
*Aircraft Final Assembly*  
[www.airbus.com](http://www.airbus.com)

Now operational, Mobile is the fourth city in the world and the only city in the U.S. to assemble the A320 aircraft family. The facility is drawing continued aerospace investment from its suppliers and service vendors, including Safran Engineering Services, Hutchinson, MAAS Aviation and UTC Aerospace.

**Alabama Steel Terminals\***  
*Steel Warehousing*  
[www.alabamasteelterminals.com](http://www.alabamasteelterminals.com)

This steel coil handling facility is located at the Port of Mobile.

**AM/NS Calvert**  
*Steel Manufacturing*  
[www.usa.arcelormittal.com](http://www.usa.arcelormittal.com)

The joint venture of ArcelorMittal and Nippon Steel and Sumitomo Metal Corp. is increasing its slab yard storage area and investing in technologies for high-strength steel.

*\* Represents a new company to the Mobile area.*

**APM Terminals**  
*Container Terminal*  
[www.apmterminals.com](http://www.apmterminals.com)

This investment will expand the container yard by 20 acres and include two additional cranes.

**Arkema**  
*Chemicals*  
[www.arkema-americas.com](http://www.arkema-americas.com)

The company is adding a production line to make Kepstan™ PEKK, used in 3D printing and carbon fiber applications to its Axis facility.

**Austal USA**  
*Shipbuilding*  
[www.austal.com](http://www.austal.com)

The latest investment includes a new office complex and expansion of the Module Manufacturing Facility and Assembly Bay 6. The company has more than 4,000 employees.

**Blastech Mobile**  
*Steel Fabrication*  
[www.blastechmobile.com](http://www.blastechmobile.com)

The company is building a new 21,000-square-foot facility and more than doubling its workforce.

AVERAGE SALARY  
OF JOBS CREATED  
**\$45,824**

*These are the results of the Mobile Area Chamber's economic development efforts over the past decade.*

**35** NEW  
BUSINESSES  
RECRUITED

EXPANSIONS AT  
**75** EXISTING  
COMPANIES



#### **BASF**

*Chemicals*

[www.basf.us](http://www.basf.us)

BASF launched a new product line to make biodegradable cleaning agents more effective. The company located this project at Evonik.

#### **Bayer Crop Science\***

*Chemicals*

[www.cropscience.bayer.com](http://www.cropscience.bayer.com)

The project is co-locating at Evonik. Bayer will use an Evonik chemical in production of an agricultural herbicide.

#### **Danby\***

*Distribution Warehouse & Retail*

[www.danby.com](http://www.danby.com)

Moving into an existing warehouse in Saraland, the company uses the Port of Mobile to receive incoming merchandise to meet the needs of its customers in nine states.

#### **Evonik**

*Chemicals*

[www.evonik.com](http://www.evonik.com)

The company is expanding production and launching a new product. Evonik is also developing a chemical park.

#### **Marine Well Containment Co.\***

*Oil Spill Recovery*

[www.marinewellcontainment.com](http://www.marinewellcontainment.com)

An expanded containment system used to cap and contain oil is housed in Mobile.

#### **Myer Marine Services**

*Maritime Manufacturing & Maintenance*

[www.myermarineservices.com](http://www.myermarineservices.com)

To manufacture and service dredging equipment, the company built a new 32,000-square-foot facility.

#### **Prism Systems**

*Software Development*

[www.prismsystems.com](http://www.prismsystems.com)

Driving this Mobile-based company's expansion is a new research and development lab.

#### **Rural Sourcing Inc. (RSI)\***

*Software Development*

[www.ruralsourcing.com](http://www.ruralsourcing.com)

The Atlanta-based firm opened a software development center in downtown Mobile.

#### **SSAB Americas**

*Steel Manufacturing*

[www.ssab.com](http://www.ssab.com)

The company added a heat-treating facility to harden steel, a niche market for SSAB.

#### **Star Aviation**

*Aerospace*

[www.staraviation.com](http://www.staraviation.com)

Expanding its manufacturing division, the company is constructing a new 24,000-square-foot facility.

#### **Tate & Lyle**

*Splenda Sucralose*

[www.tateandlyle.com](http://www.tateandlyle.com)

The company announced it would move its entire production of Splenda Sucralose to its Washington County facility.

#### **Worthington Industries**

*Cryogenic Technology*

[www.worthingtonindustries.com](http://www.worthingtonindustries.com)

Following the company's purchase of Taylor Wharton's cryoscience business, Worthington decided to leave operations in the Mobile area, retaining 61 local positions.

NEW JOBS  
CREATED  
**15,771**

**\$8.47**  
BILLION IN CAPITAL  
INVESTMENTS AT  
NEW & EXISTING COMPANIES

MOBILE'S  
COST OF LIVING  
IS CONSISTENTLY ONE OF THE  
**LOWEST**  
OF THE 80 MID-SIZE U.S. METROPOLITAN AREAS.



## MOBILE'S WORKFORCE TALENT POOL

Mobile's growing business community counts on a strong, talented and dedicated workforce. There are a number of resources and programs to ensure local residents have the skills area employers need.

Among the most recognized state-led workforce training programs in the country, AIDT offers comprehensive pre-employment selection and on-the-job training, specific to a qualifying company's needs. In Mobile, AIDT operates the Alabama Aviation Training Center, AIDT Maritime Training Center and the Erich Heine Learning Center.

Mobile is home to four colleges and universities. The largest is the University of South Alabama, with more than 16,000 students. The others – Faulkner University, Spring Hill College and University of Mobile – are privately run.

There are also numerous community colleges, training centers and apprenticeship programs, including Bishop State Community College, Alabama Aviation Center and Faulkner State Community College. In the spring of 2016, a new 25,000-square-foot advanced manufacturing training facility was announced to help the Alabama Community College System meet employer needs for skilled workers.

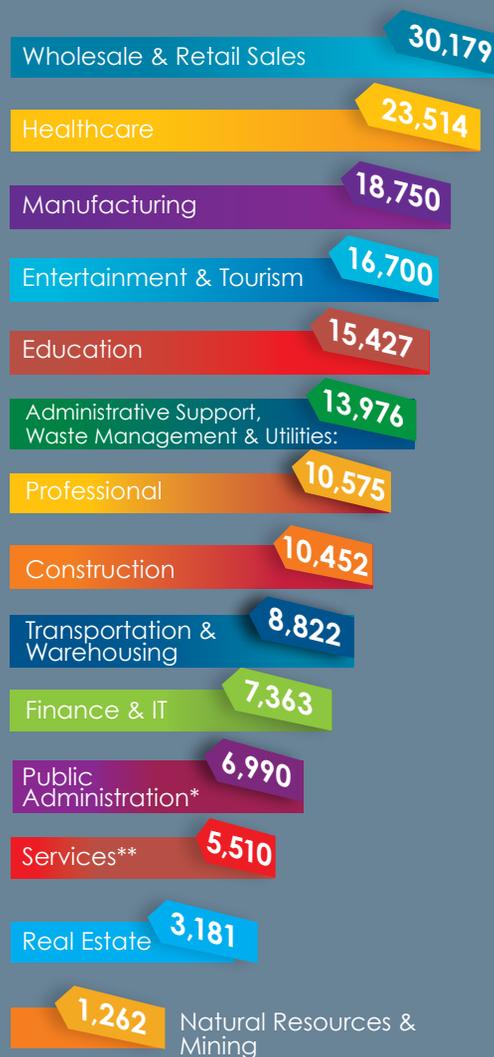


In addition to having the state's largest Advanced Placement program, Mobile County Public Schools has 12 signature academies with career-

oriented curriculums based on current and projected job openings. Included areas of focus are advanced information technology, aerospace, coastal studies, engineering, entrepreneurship, health, international studies, manufacturing and maritime.

## EMPLOYMENT BASE

Number of Employees Per Industry



\*does not include federal employees  
\*\*in addition to public administration

Source: U.S. Census Bureau

## MEDIAN HOUSEHOLD INCOME

City of Mobile  
Mobile County  
Mobile Bay Area



Source: U.S. Census Bureau

## MOBILE AREA POPULATION

	Population	Median Age
City of Mobile	194,288	36
Mobile County	415,395	37
Baldwin County	203,709	42
Mobile Bay Area	619,104	37

Source: U.S. Census Bureau

# MOBILE AREA MAJOR EMPLOYERS

Employers by Employee Count	Product or Service
-----------------------------	--------------------

## 4,000-plus employees

Austal  
 Infirmary Health System  
 Ingalls Shipbuilding  
 Mobile County Public Schools  
 University of South Alabama & Medical Facilities

Shipbuilding  
 Healthcare  
 Shipbuilding  
 K-12 Public Education  
 Education/Healthcare

## 2,999 – 1,000 employees

Alorica  
 AltaPointe  
 AM/NS Calvert  
 Baldwin County Board of Education  
 City of Mobile  
 Mobile County  
 CPSI  
 Providence Hospital  
 Springhill Medical Center  
 VT MAE

Inbound Call Center  
 Healthcare  
 Steel  
 Education  
 Local Government  
 Local Government  
 Software  
 Healthcare  
 Healthcare  
 Maintenance & Repair

## 999 – 500 employees

Alabama Power  
 Alabama State Port Authority  
 AT&T  
 BAE Systems Southeast Shipyards  
 BASF  
 Boise Paper  
 Evonik Industries  
 G.A. West & Co.  
 Grand Hotel Marriott Resort  
 Kimberly-Clark Corp.  
 Outokumpu Stainless USA  
 Regions Bank  
 SSAB Americas

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 Maritime/Transportation  
 Utility  
 Shipbuilding & Repair  
 Chemicals  
 Paper  
 Chemicals  
 Industrial Construction  
 Tourism  
 Paper  
 Steel  
 Financial  
 Steel

## 499 – 250 employees

Airbus U.S. Manufacturing Facility  
 Alabama Orthopaedic Clinic  
 Cardiology Associates  
 Coca-Cola Bottling Co.  
 Continental Motors  
 Fresenius Medical Care  
 Hargrove Engineers + Constructors  
 Masland Carpets  
 Mobile Area Water & Sewer System  
 Olin Corp.  
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 Fire Systems & Safety  
 Software  
 Engineering  
 Chemicals  
 Inbound/Outbound Call Center

## MOBILE'S INDUSTRY CLUSTERS



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Chemical



Healthcare



IT/High-Tech



Maritime



Logistics/Distribution



Oil & Gas



Steel

Learn more at  
[www.mobilechamber.com](http://www.mobilechamber.com)



# EASY ACCESS TO NORTH AMERICA AND WORLD MARKETS

By land, by air or by sea – you can get here from anywhere.

Mobile is the largest Gulf Coast city between New Orleans and Tampa. A few interesting notes about our water economy: the Mobile-Tensaw River Delta is the second largest in the U.S., Mobile Bay is the fourth largest estuary in the nation and Mobile Bay holds the second largest natural gas reserve in the world.

**2** AIRPORTS IN MOBILE, BOTH WITH FAA PART 139 CERTIFICATION

**9<sup>TH</sup>** LARGEST PORT BY VOLUME IN THE U.S.

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## LAGNIAPPE

(a little something extra)

A growing business community with a skilled workforce and unmatched infrastructure and logistics makes Mobile an undeniable choice for your company's new location or expansion.

Our friendliness, historic character, abundance of cultural and recreational activities, and low cost of living make Mobile a place anyone would want to call home.

Here are a few things that make us unique:

Mobile is the birthplace of modern-day Mardi Gras celebrations in the U.S.

The Duffee Oak is a 300-plus-year-old tree, and one of 3,000 live oaks more than 100 years old.

The Mitchell Cancer Institute is the only academic cancer research center in the upper Gulf Coast region.

Six different flags have flown over Mobile: French, Spanish, British, Republic of Alabama, Confederacy and United States of America.

The Dollar General Bowl, Reese's Senior Bowl, Alabama Deep Sea Fishing Rodeo, Dauphin Island Regatta and the Distinguished Young Women scholarship program all call Mobile home. In addition, regional golf is among the nation's finest with more than 25 courses.

Mobile is known as the Azalea City thanks to Frise Langlois, who first brought the bright pink blossoms here from his father's garden in Toulouse, France in 1754.

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# Business Expo



State Farm Agent Allison Horner participated in this year's Business Expo, held at the Mobile Convention Center. Horner's company was one of more than 220 businesses who exhibited at this year's show.



Above, networking and making new business contacts is the number one goal of the Mobile Area Chamber's annual Business Expo.



At left, the crew from Raising Cane's attended the Chamber's Business Expo, passing out their chicken tenders tea. They were just one of more than 220 businesses in attendance at the Expo.

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# Chamber Chase



Top volunteers were recognized at the Chamber's victory celebration ending Chamber Chase, sponsored by Mobile Area Association of Realtors and Roberts Brothers. A complete wrap-up of the campaign will be included in the November issue of *The Business View*.

Chamber Chase is an annual resource development campaign with volunteers bringing in new members and selling sponsorships and advertising to benefit the Chamber.

Pictured above are, back row L-R - Harris Oswalt, Stephen Schlautman, Julye Clark, Terri Owler, Janet Johnson, Sharon Murrill, Mark Spivey, James Alexander and Ryan New. Front row - Trish Banker, Sherry Coker, Colleen Dicks, campaign chairman Mark Hieronymus, Linda Faulkner, Beth Cazalas, Rachel New and Bernadette Windle.

Picture upper left are Jason McKenzie and Julye Clark.

At left are Terri Owler, Harris Oswalt and Sharon Murrill, this year's top campaign producers.

## MSO

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SCOTT SPECK  
MUSIC DIRECTOR

# PIXAR

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# Year 13 for Summer Scrubs

More than 125 high school juniors from Mobile and Baldwin counties were immersed in medical industries this summer to learn about healthcare jobs from the professionals. Summer Scrubs, led by the Bay Area Health Care Coalition, is a four-day program held in July. Participating sites were: Alabama Orthopaedic Clinic, Baldwin County Health Department, Infirmary Diagnostic & Medical Clinic, Mobile County Health Department, Mobile Infirmary Medical Center, Infirmary Urgent Care, Infirmary Industrial Medical Clinic, Infirmary Pediatrics, North Baldwin Infirmary, The Orthopaedic Group, Providence Hospital, South Baldwin Regional Medical Center, Springhill Medical Center, Thomas Hospital, USA Children's & Women's Hospital, USA Medical Center, USA Mitchell Cancer Institute and Victory Health Partners. The Bay Area Healthcare Coalition is a program of the Mobile Area Chamber.



Denise Peele RN, medical staff coordinator for the Mobile County Health Department (MCHD), said the program lets the participants see if a medical career is something they want to pursue. Among those students doing their rounds at MCHD in Adult Health, Immunizations, Pediatric Health and Dental were, from left to right, Timmy Kranh of Alma Bryant High School, Nicole Capps of Cottage Hill Christian Academy, Tana Merchant of Citronelle High School, Sabrina Betties of Murphy High School and Landan McNellage of Saraland High School.

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photo by Sydney Elizabeth

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**AMBASSADOR** of the month



A Mobile Area Chamber ambassador since 2013, **Kathy Williams** is a professional recruiter for JW Legacy Group employment agency and consultant. Williams, the Chamber's Ambassador of the Month, recruits employees for multiple disciplines including professional, light industrial and clerical. JW Legacy provides needs-based staffing from small businesses to large enterprises, including state and government contractors, in Mobile and Baldwin counties. Williams was named Ambassador of the Year in 2015.

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



**The Steeple on St. Francis**

*The Steeple on St. Francis, in the heart of downtown Mobile, is a 9,500-square-foot event space with a 400-person capacity limit. Built in 1895 as a Methodist church, The Steeple, owned by Clif and Ginna Inge, has been renovated to accommodate weddings and/or receptions, meetings, rehearsals and live music events. The Steeple is located at 251 St. Francis St., and the website is [www.thesteplemobile.com](http://www.thesteplemobile.com). Pictured above are Shawn Mullins and band, The Mulligan Brothers and Eric Edman.*

Photo by Michelle Slancil and The Southern Rambler



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**Will Barrois** is Stirling Properties' vice president and regional manager for Alabama and Florida. Active in commercial real estate since 1999, he has experience in all facets of the industry, including tenant representation, development and investment sales. Barrois is a graduate of Louisiana State University, and received a master's degree in business administration from the University of Louisiana at Lafayette. He is an active member of the International Council of Shopping Centers, the executive leadership council and board of trustees for the Alabama Center for Real Estate, and the Retail Broker's Network restaurant council.



**Ken R. Brown** is executive vice president and market president for iBERIABANK. With more than 15 years of banking experience, he most recently served the bank as senior vice president and private banking and business banking manager for the Mobile market. Brown serves on the board of Goodwill Easter Seals of the Gulf Coast and UMS-Wright Preparatory School's alumni advisory board. He is a past board member of United Way of Southwest Alabama. Brown is a graduate of The University of Alabama. iBERIABANK is a Partners for Growth Investor.



**Todd S. Kennedy** is president of Providence Hospital, where he previously served as executive vice president and chief operating officer. Before coming to Mobile, Kennedy served as president and COO of St. Vincent's East in Birmingham. He received a master's degree in health administration and a master's in business administration from The University of Alabama at Birmingham. He also holds a bachelor's degree in health administration from Auburn University. Providence Hospital is a Partners for Growth Investor.



**Matthew P. Wilson** is president of Mitsubishi Polysilicon, where he has been affiliated for more than 18 years. He earned a bachelor's degree in mechanical engineering from the Georgia Institute of Technology. Wilson is a member of the University of South Alabama engineering advisory board, and a board member for the Engineering and Construction Contracting Association. Mitsubishi Polysilicon is a Partners for Growth Investor.



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

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 A photograph of Tim Wills, CEO of Boys & Girls Clubs of South Alabama Inc., standing in a brightly lit library or activity room. He is wearing a dark suit, white shirt, and patterned tie, with his arms crossed. Behind him are bookshelves filled with books, a colorful banner that says "INSPIRE", and a table with yellow chairs. The room has vibrant green and blue walls.
 

# Tim Wills

**Company:** Boys & Girls Clubs of South Alabama Inc.

**Title:** CEO

**Hometown:** Ferguson, Mo.

**Education:** Bachelor's degree in journalism from Southern Illinois University-Carbondale

**First job:** "I worked at Party City, mostly stocking shelves and blowing up hundreds of balloons on Saturday mornings, and at the National Archives pulling military records for veterans," he said.

**Previous experience:** With 10-plus years of experience in youth development and operations, Wills has served in various capacities with Boys & Girls Clubs of Greater Washington in Manassas, Va.; Carpentersville, Ill.; St. Louis, Mo.; and Carbondale, Ill. He comes to Mobile from Aberdeen, Md., where he served as chief kid officer and executive director of the Boys & Girls Clubs in Harford County, Md.

**Accomplishments:** The highlights of Wills' work while serving the Boys & Girls Clubs of Harford County included a 161 percent increase in youth served from 2,300 in 2009 to

more than 6,000 today. Daily utilization strengthened from 69 percent in 2010 to 92 percent in 2015. Clubs in Harford are currently at 92 percent of capacity and seeing 23 percent more young people each day than in 2010.

**Secret to success:** "I believe curiosity and reading have been my keys to success," he said.

### Brief company description:

The Boys & Girls Clubs of South Alabama offers year-round youth development programs to enhance quality of life for young people based on principles of behavioral guidance, promoting leadership, character, healthy life habits and physical education, while emphasizing the importance of education and cultural growth. The organization operates three clubs within the city limits of Mobile, and three in suburban areas of Theodore, Semmes and West Mobile. This year, summer programs were held in Mt. Vernon, Citronelle and at Mae Eanes Middle School and Gilliard Elementary School.

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OCTOBER

For information on Chamber events,  
visit [events.mobilechamber.com](http://events.mobilechamber.com).

4 GULF COAST BUSINESS DIVERSITY CONFERENCE

See story on page 12.

**Where:** The Battle House Renaissance Mobile Hotel & Spa,  
26 N. Royal St.

**Cost:** \$50 for members, or table of 10 for \$500/\$60 for nonmembers, or table of 10 for \$600. Registration includes both the Business Leadership Forum and Eagle Awards Luncheon. Payment due at registration.

**Contact:** Brenda Rembert at 251-431-8607 or [brembert@mobilechamber.com](mailto:brembert@mobilechamber.com)

• BUSINESS LEADERSHIP FORUM

Start your day at the Gulf Coast Business Diversity Conference with a panel of successful entrepreneurs discussing how they overcame challenges and sharing effective strategies to help your business thrive.

**When:** 8:30 to 10:45 a.m.

• EAGLE AWARDS LUNCHEON

The 19<sup>th</sup> annual Eagle Awards Luncheon, featuring the prestigious Eagle Award and the Rev. Wesley A. James Minority Business Advocate award.

**When:** 11:30 a.m. to 1 p.m.

**Speaker:** Carla Harris, vice chairman, wealth management, managing director and senior client advisor at Morgan Stanley

**Topic:** "Expect to Win: Proven Strategies for Success from a Wall Street Vet"

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## 6-7 ALABAMA GLOBAL SUPPLY CHAIN & LOGISTICS SUMMIT

Held for the first time in Mobile, this annual summit will address supply chain issues, company efficiency and economic competitiveness needed to succeed in the global market. Optional tour of Alabama's deepwater port, container terminal and new intermodal container transfer facility will also be available by reservation.

**When:** 7:30 a.m. to 3 p.m., summit on Oct. 7

**Where:** The Battle House Renaissance Mobile Hotel & Spa, 26 N. Royal St.

**Cost:** \$85 per person (includes optional Port of Mobile tour and opening reception at GulfQuest on Oct. 6)

**Contact:** Christina Stimpson at 251-431-8648 or [cstimpson@mobilechamber.com](mailto:cstimpson@mobilechamber.com)

Presented by:



## 12 COFFEE WITH THE CHAMBER

Start your day with the Chamber and network with other business attendees.

**When:** 7:30 to 8:30 a.m.

**Where:** Exchange 202, 202 Government St.

**Contact:** Alison Unger at 251-431-8617 or [aunger@mobilechamber.com](mailto:aunger@mobilechamber.com)

No charge. Reservations are not needed.

Sponsor:



## 12 GULF COAST TECHNOLOGY COUNCIL LUNCH

A bimonthly lunch of the Gulf Coast Technology Council.

**When:** 11:30 a.m. to 1 p.m.

**Where:** Mobile Area Chamber, 451 Government St.

**Speaker:** Trey St. John and David Constantine with Logical Computer Solutions Inc.

**Topic:** "Practical Tips for Meeting Regulatory Requirements and Surviving the Latest Security Threats"

**Cost:** \$20 for Chamber members/\$25 for potential members/\$5 for students and includes lunch

**Contact:** Ashlee Douglas at 251-431-8629 or [adouglas@mobilechamber.com](mailto:adouglas@mobilechamber.com)

Reservations required. Cancellations after Oct. 10 will not be reimbursed to cover lunch cost.

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 203 are accredited, and of those only 103 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.



## 18 EXECUTIVE ROUNDTABLE *\*Members Only*

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

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

**Where:** Chamber, 451 Government St.

**Speaker:** Glenda Snodgrass, president of The Net Effect

**Topic:** "Cyber Crime and Social Engineering"

**Contact:** Brenda Rembert at 251-431-8607 or [brembert@mobilechamber.com](mailto:brembert@mobilechamber.com)

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

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## 19 WOMEN'S ROUNDTABLE *\*Members Only*

A bimonthly forum for Chamber-member women business owners and managers.

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

**Where:** Mobile Area Chamber, 451 Government St.

**Speakers:** Lt. Kay Taylor and Capt. Baroneise Dixon, City of Mobile Police Department

**Topic:** "Women's Safety"

**Contact:** Alison Unger at 251-431-8617 or [aunger@mobilechamber.com](mailto:aunger@mobilechamber.com)

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

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Who's New



Eastman



Gafford



Young



Bailey

**Crow Shields Bailey PC** accounting and consulting firm promoted three team members – **Scott Eastman**, **John Gafford** and **Hunter Young** – to senior accountant. Eastman is a graduate of the University of South Alabama with a bachelor's degree in business administration. Gafford, a certified public accountant, is a graduate of the University of South Alabama with a bachelor's degree in accounting. Young,

also a CPA, is a graduate of The University of Alabama with a master's degree in accounting.

The firm hired **Andrew Bailey** as a senior accountant on the tax team. Bailey earned a bachelor's degree in accounting from Birmingham-Southern College.



**Bellingrath Gardens and Home** hired **Sidney Weinacker**

as controller. Weinacker is a native Mobilian who earned a bachelor's degree in corporate finance from The University of Alabama. He has worked in accounting and finance since 1982.



**Premier Medical** announced that ophthalmologist **Ryan C. Burton MD** and otolaryngologist **Brian P. Sullivan MD** joined the practice. Both graduated from The University of Alabama at Birmingham School of Medicine.



Weinacker



Yan



Smith

**USA Mitchell Cancer Institute** welcomed two radiation oncologists, **Weisi Yan MD, PhD** and **Clayton Smith MD, PhD**. Yan earned a medical degree from China Medical University in Shenyang, China, and a doctorate from Weill Cornell Medical College. Smith earned a medical degree and a doctorate from Tulane University in New Orleans.



**Burr & Forman LLP** announced the addition of **Chip Tait** as counsel in the firm's corporate and tax practice. Tait earned bachelor's, master's and law degrees from The University of Alabama. He is a licensed certified public accountant and insurance producer.

**Providence Medical Group** welcomed board-certified neurologist **Lori Ann McIntosh**.



She received a medical degree from Ohio University College of Osteopathic Medicine. McIntosh specializes in treating headaches, strokes and seizure disorders.



**Thompson Engineering** hired **Christopher Grant** as director of planning and landscape architecture. Grant earned a bachelor's degree in landscape architecture from Louisiana State University, and brings 11 years of experience specializing in landscape architecture, urban planning and environmental projects.

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**Russell Thompson Butler & Houston hired Christian Day**



Day as a staff accountant. Day graduated from the University of South Alabama with a bachelor's degree in accounting.

\*

The **Mobile Airport Authority** named **Michelle Melton** director of real estate and economic development. Her specialties include complex commercial lease negotiations and government relations. Previously, she worked the mid-Atlantic coast market for CBRE Richard Ellis.

\*

**Berkshire Hathaway HomeServices Cooper & Co. Inc. REALTORS**



welcomed new associate **Nicole Weatherly**. She will work out of the north Mobile office.

\*

**Akzo Nobel** named **John Naron** manufacturing director for the sulfur derivatives



business. Naron earned a bachelor's degree in chemistry from the University of South Alabama and has been with the company since 1981.

\*

**Cardiology Associates** named **Annie Harkins**



operations manager for its Baldwin County offices. Harkins received a bachelor's degree in kinesiology with an emphasis in exercise science from Georgia Southern University in Statesboro, Ga. She earned a master's degree in health administration from The University of Alabama at Birmingham.

**Hand Arendall** recently added the following new associates: **Jack O'Dowd**, **Edward T. Rowe** and **Catherine Simon Spann**. O'Dowd, an associate in the business section, attended the University of South Alabama, where he majored in accounting. He attended law school at The University of Alabama. Rowe, an associate in the litigation section, earned a law degree from the Cumberland School of Law. Spann, an associate in the litigation section, received a law degree from The University of Alabama School of Law.

\*



**Christopher Odom** was promoted to vice president of **Mobile Lumber & Millwork**. He graduated

from the University of Mobile with a bachelor's degree in business organizational management. He has 29 years in the building materials industry.

\*

**Daryl Russell PE** is the new planning and engineering manager for **Mobile Area Water and Sewer System**.



Russell is a graduate of Auburn University with a bachelor's degree in civil engineering and a licensed professional engineer.

\*



**Infirmary Health** named **Therese Murphy** administrator of Infirmary Long Term Acute Care (LTAC) Hospital. Murphy received both a bachelor's and master's degree in nursing from East Tennessee State University and has more than 25 years of experience in the healthcare industry.



Huffman real estate team. Huffman brings 10 years of experience in project management and leasing.

**NAI Mobile** added new agent **Heather Isakson Huffman** to its commercial real estate

**Mobile Paint Manufacturing Co. Inc.** named **Andrew D. Farley** president and chief executive officer and member of the company's board of directors. Farley attended The Executive Program at the Darden School of the University of Virginia, and earned a law degree at George Washington University and undergraduate degrees at Washington & Lee University.

\*

### Business Endeavors

**MTI Business Solutions** added Six Sigma Green Belt (SSGB) training and certification programs to the company's

employee development programs. Day and evening instructor-led classroom SSGB workshops are available.

\*

**Noble Events** moved to 70 N. Joachim, Suite E. The phone number remains 251-533-1395.

\*

**BIS Office Systems** announced a partnership with Gilmore Services, one of the region's largest locally owned records and information management companies. Together, the companies will provide organizations with NAID-certified and insured secure document and data, destruction, storage, imaging, scanning and document management.

\*

The **University of Mobile** announced a new "Success Coach" program to help adults navigate through college, from application to graduation. For information or to apply, go to [www.umobile.edu](http://www.umobile.edu).

## GREAT THINGS THAT COME ONCE A WEEK:

1. Your favorite football team's game.
2. Your favorite TV show.
3. 5 p.m. Friday.

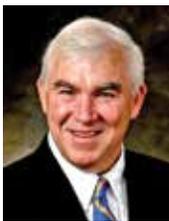
## AND NOW LAGNIAPPE!

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

## Well Done

**Vance Chunn**, CEO/administrator of **Cardiology Associates of Mobile Inc.**, recently earned



a doctoral degree in health services administration from The University of Alabama at Birmingham. Chunn previously earned a bachelor's degree in health services administration from Auburn University and a master's degree in hospital and health services administration from The University of Alabama at Birmingham.



**Dauphin's** restaurant, located at the top of the RSA Trustmark building in downtown Mobile, was named one of the "100 Most Scenic Restaurants in America" by OpenTable.



**Stephen White** of **MTI Business Solutions** is now a Certified ServSafe® Instructor. This credential



qualifies him to teach ServSafe Food Safety Manager certification courses.



**Mobile Area Water and Sewer System (MAWSS) C.C.** Williams Wastewater Treatment Plant earned its 15<sup>th</sup> consecutive Peak Performance Award from the National Association of Clean Water Agencies (NACWA) for outstanding compliance with state and federal permit requirements.



**Dr. Stephen McNair**, owner of **McNair Historic Preservation Inc.**, was elected to the executive board of Preservation Action, a national historic preservation advocacy nonprofit based in Washington, D.C.

**Archie Reeves** of McDowell Knight Roedder & Sledge LLC was elected to the board of directors of the International Association of Defense Counsel (IADC) as treasurer-elect. Reeves is the only board member from the state of Alabama.



**Mobile County Commissioner Merceria Ludgood** was



selected as one of the 25 members of the **Ludgood Women in Government Leadership Program Class of 2017**. The program brings together outstanding elected women leaders from across the nation to acknowledge their contributions, provide leadership development and mentor the next generation of women leaders to run for office.



**LEAN Frog Business Solutions** represented the Southeast at the 2016 U.S. Chamber of Commerce's Dream Big Awards in Washington, D.C., as one of seven regional finalists. The award recognizes the success of small businesses and honors their contributions to America's economic growth.

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](mailto:news@mobilechamber.com).

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Mobile Area Chamber

## ANNIVERSARIES

*Members are our greatest asset. Please show your support through the patronage of these businesses.*

### 30 years

LLB&B Inc. Real Estate

### 25 years

Mobile Airport Authority

### 20 years

Faulkner University  
Mobile Symphony Inc.

### 10 years

Harcros Chemicals Inc.  
Information Transport Solutions Inc.  
JubileeScope Inc.  
LANICO Inc.  
Mitchell McLeod Pugh & Williams Inc.  
North Mobile Internet Services Inc.

### 5 years

American Cancer Society  
Brian Knotts Agency Inc.  
CrowderGulf  
Noblet Family Dental  
United Rentals

### 1-4 years

Alabama Industrial Products LLC  
Alabama Pecan Development Co. Inc.  
American Tank & Vessel Inc.  
Bay Area Printing & Graphics Solutions Inc.  
Bayside Rubber & Products Inc.  
Burton Property Group  
Capt. George Krietemeyer USCG (Ret)

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Landrum Human Resource Cos. Inc.  
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Mid-Western Commercial Roofers Inc.  
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Park First LLC  
Performance Personnel Services  
Pop-A-Lock Locksmith Mobile  
Premier Appraisals  
Rainbow Package Store – 3968-A Airport Blvd.  
Rayford & Associates Inc.  
Red Bar  
Reynolds Enterprises LLC d/b/a One Call Cleans It All  
SpringHill Suites Mobile  
T-Mobile - Government Blvd.  
WEAR - TV 3 (Florida)

## ADVERTISERS' INDEX

AltaPointe Health Systems .....	4	Lagniappe.....	33
BancorpSouth .....	28	Mobile Symphony Orchestra ....	25
BBVA Compass Bank.....	23	Page & Jones, Inc.....	16
Bellingrath Gardens & Home ....	31	PNC Bank.....	8
C Spire.....	2	Providence Hospital.....	10
Coast Safe and Lock Co., Inc. ....	6	Regions Bank .....	11
Community Bank.....	24	Safety Source Inc.....	5
Domke Market .....	26	Seabulk Towing.....	23
First Community Bank.....	7	TekLinks.....	25
Gwin's Commercial Printing....	26	Thames Batré Insurance .....	30
Hancock Bank.....	27	Trustmark National Bank.....	16
Interstate Printing & Graphics Inc. ....	32	Wonderland Express .....	32

Know a company interested in benefiting from Chamber membership? Contact Emily Hatcher at 251-431-8619 or ehatcher@mobilechamber.com or Jackie Livingston at 251-431-8642 or jlivingston@mobilechamber.com. Also, find a membership directory at www.mobilechamber.com.

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a. Total No. of Copies	10,255	9,300
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b. (2) Paid in county subscriptions	none	none
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b. (4) Other classes mailed	none	none
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d. (4) Free distribution - outside the mail	300	300
e. Free distribution	7,067	6,319
f. Total distribution	10,100	9,200
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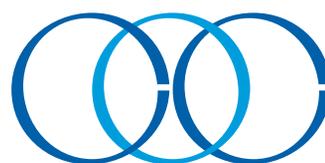
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*Susan Rak-Blanchard 30 Aug. 2016*

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## we're good for business ... your business

It's tough running a business, but it's easier when the Mobile Area Chamber of Commerce has your back. Most of our more than 2,200 members are small businesses working to make a living and make a difference. The Chamber does more than build a strong economy – we offer prime networking venues to develop new contacts and solid resources to help you start, manage and grow your company. Believe in a strong future for Mobile. Belong to the Chamber – because it's good for business and good for Mobile.



MOBILE AREA  
CHAMBER OF COMMERCE