

Mobile Area Chamber of Commerce

JULY 2017

the **business**VIEW



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From the Publisher - Bill Sisson

Serving as the Sane Middle

If the roller coaster of the 2016 presidential election taught us nothing else, it revealed the two-party political system that exists today in the United States is fractured, even within its own parties.

The potential exists for every conversation about every issue to default back to entrenched positions, partisan accusation and separation.

Sadly, researchers forecast even more radicalization of politics and segmentation of society, making consensus more and more difficult to achieve.

But this splintering of our national-level politics and preferences couldn't matter less at the regional level. Here in Mobile, our Chamber has the opportunity to be the "sane middle," providing a pragmatic approach to collectively working together in our



community to find solutions to problems and take advantage of opportunities.

Chambers of commerce by design are excellent conveners, and our Chamber stands ready to pull together resources and political will to focus on problem solving, crisis resolution and celebration of success.

Why us? There are several reasons. First, the diverse composition of our Chamber membership and our extensive partner relationships make the convener role inevitable. Secondly, our pillar goals of jobs, advocacy, value and excellence by their very nature make our organization less self-serving than some special interests. And thirdly, our diverse membership base creates a microcosm of the larger community's debate.

ON THE COVER

The Fort of Colonial Mobile recently reopened with a new name, family friendly activities and will change its flag and theming four times a year. Read more on pgs. 16-17. *Photo by Jeff Tesney.*



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CigarClub.com's Chris Yokley (left) and Jeff Zeiders (right) are pictured with their wives Lisa Yokley and Mary-Lacey Zeiders at Alabama Launchpad during the Mobile event in April.

Alabama Launchpad Mobile Hosts Competition Finale

Entrepreneurship got another boost when Alabama Launchpad, a program of the Economic Development Partnership of Alabama, brought its startup competition finale to Mobile in April. The event was sponsored by the University of South Alabama and the Mobile Area Chamber.

Launchpad judges, who were entrepreneurs, investors and corporate stakeholders, heard the closing cases of five companies. Startup teams from Selma, Birmingham and Orange Beach won a share of nearly \$250,000 to grow their companies.

"The competitions not only put a spotlight on the startups and provide much-needed money support to the teams, they also give the entrepreneurs opportunities to receive

mentoring and feedback from the judges who have proven experience in investing and building successful businesses," said **Greg Sheek**, Launchpad programs director.

Mobile's CigarClub.com was one of the five to make it all the way to the finale – a huge accomplishment in itself, said **Danette Richards**, the Chamber's director of small business development.

Of their experience, co-founder **Chris Yokley** said, "The Alabama Launchpad competition was an amazing experience. The judges gave good feedback and made the best decision they could with the information they had. We were up against some tough competition, and I'm proud of how far we made it." 

Kimberly-Clark Plans Major Expansion in Mobile

Kimberly-Clark Corp. announced significant expansion plans for its Mobile mill. The Texas-headquartered company will initially invest \$75 million for an onsite heat and power plant.

It is the first of multiple investments expected over the next two years and will boost the Mobile mill's overall competitiveness within Kimberly-Clark. Currently, the Mobile site employs more than 600 and produces bath tissue and paper towels under Scott, Cottonelle and K-C Professional brand names.

"Kimberly-Clark has long been an integral part of Mobile's manufacturing base. Their continued growth and

investment in Mobile is evidence of their commitment to the region and to Mobile's business climate," said **Troy Wayman**, the Mobile Area Chamber's vice president of economic development. "We are excited about this expansion and their continuous success."

"Kimberly-Clark has been an outstanding partner to our community for many years. We are pleased to support them in making this major investment in the city of Mobile," said Mobile Mayor **Sandy Stimpson**.

"We are fortunate to have a long-standing relationship with the company, which has been a great corporate citizen for decades. This \$75 million investment in our area solidifies its commitment to Mobile County," said Mobile County Commission President **Merceria Ludgood**.

Kimberly-Clark first established a Mobile presence 22 years ago in 1995. In 2010, the company announced a \$50 million capital investment as part of its plan to save 80 high-paying positions. 



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

St. Paul's Breaks Ground on New Commons Building



St. Paul's Episcopal School broke ground before the end of the school year on a new student commons building. When complete, the facility will house a state-of-the-art innovations lab and writing center to help facilitate interactive learning. As the hub of the school's student gathering space, the new, 25,000-square-foot building will also house an expanded cafeteria, admissions office, counseling services and the community service program. Construction is underway with an expected completion date of January 2019.

New \$6.5M Education Center Coming to Brookley

In May, **Gov. Kay Ivey** announced plans for an Alabama Aviation Education Center, a hands-on instructional facility to be located near the Airbus aircraft manufacturing facility. Its purpose, she said, is to enhance "Alabama's workforce development efforts and inspire young people to pursue careers in the state's growing aerospace cluster."

Greg Canfield, secretary of the Alabama Department of Commerce, said the center will help solidify Alabama's position as an emerging center of excellence in the aerospace industry, while also demonstrating the state's deep commitment to workforce development and STEM (science, technology, engineering and math) instruction.

"With its focus on STEM programming and educational activities, the Aviation Education Center will spark the imagination of young Alabamians and inspire many of them to pursue a career in the fast-growing aviation industry," he said. "We've set a goal

of transforming workforce development in Alabama, and the Aviation Education Center will play an important role in our strategic efforts by showcasing the great opportunities available to young people in aviation."

Developed in partnership with Airbus, the center will provide aviation-themed activities and STEM-focused educational programs to generations of visitors. The \$6.5 million facility to be built at Mobile Aeroplex at Brookley will feature classrooms, workshops and innovation rooms, along with exhibits, aircraft models, videos and more.

"Alabama's aviation and aerospace industries are poised to drive economic growth in the state over the next 20 years, and it's important that we prepare for this expansion with game-changing workforce development initiatives," said Ivey.

Airbus will play a central role in developing the educational programs

offered at the center and will manage and operate the facility.

"Airbus strongly supports the establishment of this education center, a facility that will be of great benefit both to the region and to the aerospace industry," said **Allan McArtor**, chairman of Airbus Americas.

According to the announcement, Airbus will collaborate with educators, universities and other aviation companies operating in Alabama to develop flight-themed educational programming for the center. The facility will be open to the public, with a minimal entrance fee to help offset operating costs.

The center is being made possible through \$5 million in funding from the governor's office. In addition, Airbus is directing \$1.5 million to the center from AIDT reimbursements for job training.

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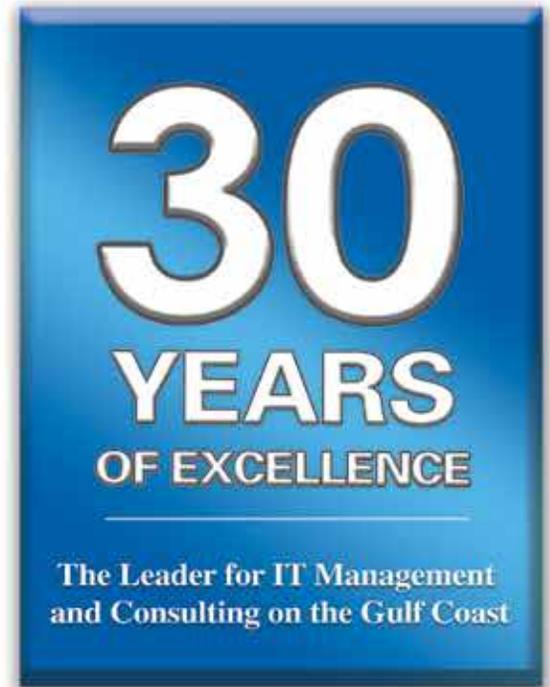
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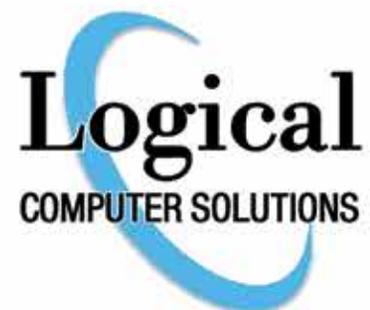
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The UPS Store is a 'One-Stop Solution'

Kyle Moffett, left, opened The UPS Store in west Mobile in 2013. He's pictured above with employees Haley Davis, Lydea Paige Moffett and Peggy Shepard.

Back in 2013, Kyle Moffett was looking for a very specific type of business venture – an existing franchise of an established company with name recognition, but one that had not yet reached its potential.

What he found was a west Mobile location for the world's largest package delivery company – UPS. Nearly four years later, The UPS Store at Airport and Schillinger has built its roster of employees to four and has grown its business by 20 percent.

The UPS Store #2491 at Airport and Schillinger is the Mobile Area Chamber's Small Business of the Month.

Moffett, who owns two of the six independently owned UPS Stores in Mobile, said the key to the growth of his business is simple – an emphasis on customer service.

"Customer service is our No. 1 goal," he said, adding that the Small Business of the Month award is further validation of that focus. "I want my employees to know that it hasn't gone unnoticed."

Moffett said his franchise's vast set of services also sets it apart in the field. The store features a wide array of printing products, from flyers and letterhead to posters and banners; a full range of printing services, including online, mobile and full-service digital printing; mailing, packing and mailbox services; a variety of small business solutions; and the shipping services for which UPS is best known.

"We are the one-stop solution to small business owners," Moffett said. "From mail boxes with a physical address, to packing and shipping services, to printing services from business cards to wide-format

banners, we can service most of the needs of the small business owner."

Moffett's franchise is also active in charitable and community endeavors such as Toys for Tots and Honor Flight, and he is also a member of the U.S. Small Business Administration's Emerging Leaders Program, an experience he called "a game-changer."

"It was an honor being selected for the seven-month-long Emerging Leaders Program," he said. "The classes are very intense and are designed to help you create and obtain realistic goals, as it pertains to growth and revenue. Only two months in, and my staff is already seeing some of the benefits of planning for success."

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Father and son Richard and Sam Catling, (left and center) made the decision to relocate their company Extremegreen in one weekend when visiting with Peter Gaillard, Gaillard Builders (right) and Larry Tomlinson, Baldwin Transfer (not pictured).

Extremegreen

Crossing the Gulf on a Handshake

The deal to move a Jamaican-headquartered company to Mobile started with a franchise inquiry and ended with a handshake – all in a few days' time.

Peter Gaillard, owner of Gaillard Builders, and his father-in-law, **Larry Tomlinson**, chairman of Baldwin Transfer, had an ongoing conversation about better ways to build. Gaillard says they experimented with some different types of building panels, and then someone suggested they meet the father-and-son team of **Richard and Sam Catling**, who own Extremegreen Building Products.

The Catlings had found a way to make a mineral-based, factory-made building sheet like drywall or cement board, with super powers making it resistant to fire, water, mold and insects. It's also recyclable and eco-friendly.

The Introduction

In 2014, Gaillard and Tomlinson reached out to the Catlings about buying Extremegreen franchise rights for Alabama, inviting them to visit Mobile. During the visit, the focus changed to relocating the company. "We did our homework, too, and were very impressed with what was happening in Mobile," said Sam Catling, Extremegreen's president.

It was an easy decision for everyone involved, for several reasons, Gaillard is a builder; Tomlinson works in the transportation business and had available warehouse space; Mobile is a thriving port; and the Catlings were open to the potential of the U.S. market.

"We went back to Jamaica, packed everything up and had it shipped to

Mobile. From handshake to having the factory up and running was about 90 days," said Catling. Extremegreen is located in Baldwin Transfer's office and warehouse building on Telegraph Road.



How It All Started

The Catlings first discovered the potential of these unique building materials while constructing homes in Jamaica.

Originally from London, they initially moved to Jamaica to build a vacation resort. Just

before the team had a financial stake in the project, the global financial crash in 2007-08 took its toll on the Jamaican economy, like many other countries.

They survived by building homes with similar products to what they would eventually manufacture, but had trouble getting consistent quality and strength.

Continued on page 1



Pictured above is an interior design option for an Extremegreen home.

The Product

The raw material used in Extremegreen products is magnesium oxide (MgO), mined from the mountains, primarily in Asia, and then ground to a powder.

In China, Extremegreen finds the purest forms of MgO, meaning the least amount of additives are needed and the end product will be the strongest, explained Gaillard, who also serves as the company's CEO.

The product comes in one-ton sacks to the company's manufacturing facility in Shanghai, China. There it is mixed with other ingredients, reinforced with glass fiber mesh for strength and impact resistance, and made into high-density structural MgO boards of various lengths, widths and depths.

Similar in size to traditional building materials such as sheet rock, MgO boards range from 3-feet-by-5-feet to 4-feet-by-10-feet, and thicknesses starting at 1/8 inch up to 3/4 inch.

Industry experts predict there are enough deposits of this mineral to make these boards for "centuries."

To guarantee a consistent and quality product, representatives from U.S. testing agencies visit Extremegreen's Chinese facility quarterly, said Catling.

The inorganic material requires a low-energy manufacturing process, producing few "greenhouse" gases. The result is a "people-safe, contractor-friendly, environmentally-friendly" building material that defies a home or business owner's biggest fears – fire, water, mold and termites. It's also 100 percent recyclable, durable and lightweight.

"It's the healthiest building material available," said Catling.

The majority of the boards are then shipped to the U.S., with the rest headed to the United Kingdom and several tropical locations, including Jamaica, Barbados, Panama, Dominican Republic and Costa Rica.

The Mobile Operation

Here in Mobile, the company uses the boards to create structural insulated panels (SIPs), adding foam, a step that makes the product hurricane-resistant (in excess of 170 MPH winds) and earthquake-resistant and significantly boosts the energy efficiency of any structure.

SIPs are a complete wall, eliminating the need for studs and insulation, and are fastened to the foundation.

With a small staff that ranges with demand from six to 12, the company can produce enough SIPs for a 2,500-square-foot house in a single 10-hour shift. Once the materials are created, construction time on site is reduced by more than half, according to Catling.

Applications

The products are used in residential and commercial construction from individual residences to multi-family dwellings and office buildings to hotels.

MgO boards can be used inside in the place of sheetrock and on the exterior in place of plywood. In addition to SIPs, Extremegreen's MgO boards are used for siding, ceiling tiles, decking, trim, sub-flooring and more.

As far as costs go, it's a lifestyle choice for the individual homeowner, said Catling. "When it comes to meeting fire codes in commercial and multi-family dwellings or bringing historic homes on small lots to code, we are cheaper, because the SIPs replace several layers in traditional building."

Business-Changing Contract

Late last year, BlueLinx Corp., a leading distributor of building and industrial products in the U.S., became the sole and exclusive distributor for Extremegreen's boards. BlueLinx has an immediate network of sales reps and 47 distribution centers.

"That was huge for us," said Gaillard.

Extremegreen products are also available online at The Home Depot.



To help customers visualize the ways Extremegreen's MgO board can be used inside as walls and floors or outside in place of a traditional frame, the company has this model in its warehouse.

State of the City and County

With more than 900 people in attendance, the Mobile Area Chamber hosted its 20th annual State of the City and County lunch, featuring, (from left to right) Bill Sisson, Mobile Area Chamber; Liz Freeman, Chamber board chair with Long's Human Resource Services; Kellie Hope, Mobile Area Chamber; Merceria Ludgood, Mobile County Commission; and Mayor Sandy Stimpson, City of Mobile.



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Innovation PortAL is Underway

By Hayley Van Antwerp

This spring, Innovation PortAL launched its new signature program, Navigator, in partnership with presenting sponsor, Regions Bank. So far, it has received a great response from budding and existing entrepreneurs. Dr. Todd Greer, chief catalyst of Exchange 202, and I have collaborated to facilitate the program, which is housed in Exchange 202 while renovations are underway on the future Innovation PortAL headquarters in downtown Mobile.

So what is Navigator? It's a three-phase program offering a structured pathway for entrepreneurs to transform an

idea into a scalable business that can reach regional, national and international markets. Phase I workshops focus on developing and refining an idea; Phase II workshops encourage entrepreneurs to validate their idea in the marketplace; and Phase III programming includes intensive coaching, mentoring and support services for new businesses launching into the marketplace.

One of my favorite aspects of this program is that it allows each entrepreneur to progress through the program at their own pace after their initial assessment in a Phase I workshop. Phase I workshops

are held every Thursday from 2 to 4 p.m., and anyone with an idea is welcome to attend, regardless of how well-formed the idea is. Sign-up is required for all workshops and can be accessed at <https://innovation-portal.com/navigator>. Phase I workshops are \$10.

In other exciting news, at the culmination of a qualifications-based selection process, Innovation PortAL selected Giattina Aycock Architecture Studio as the architect and engineer for the multi-million-dollar renovation of our future headquarters at 358 St. Louis St.

We expect to break ground this summer. I invite you to

drive by and take a peek at the transformation taking place both within our facility and also along the entire St. Louis Street Technology Corridor.

Hayley Van Antwerp is executive director of Innovation PortAL, a project of the Mobile Area Chamber of Commerce Foundation. To reach her, email hayley@innovation-portal.com.

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Third 1702 Class Meets



The third 1702 class began meeting in the Spring, and will continue to do so through the end of the year. Session topics for this select group of local entrepreneurs includes networking, counseling and training among a group of Mobile area CEOs and business leaders. Designed to foster a thriving entrepreneurial community similar to that in Silicon Valley, this year's class of executives are meeting monthly and learning from various subject matter experts.

Class presenters will share their success stories and lessons learned on topics critical to launching, scaling and exiting a company. These include: corporate formation structures, legal and risk, raising venture capital, driving revenue, building a board, recruiting and retaining top talent, and successful exit strategies. Pictured here are some members of this year's class, along with local mentors and class graduates, all of whom are committed to growing Mobile's entrepreneurial ecosystem. To learn more about 1702, go to www.seventeenzerotwo.com.

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It's **Not** Your Parents' Fort Condé Anymore

Attractions like an escape room and a shooting gallery. Events like a Colonial Christmas and a Haunted Fort. A seasonal changing of the guard that recognizes a multinational history while giving visitors a new look, a new story and a reason to come back.

This isn't your parents' Fort Condé.

The fort is now known as the Fort of Colonial Mobile and is no longer the static welcome center it's been for more than three decades. It's also no longer free to enter – admission is \$8 for adults and \$5 for children – but **Scott Tindle**, the man behind the reimagining of the fort, believes the new attractions and the new concept will leave visitors considering it money well spent.

"We want to create a hybrid of Colonial Williamsburg and Epcot," Tindle said. "The fort has been free for (almost) 40 years, so

you've got to provide some value for people. We're going to give you a \$15 experience for only \$8."

Tindle said the price point reflects inflation from the original entrance fee of \$1.50 when the fort was first opened as an attraction in 1976 until it was turned into a welcome center in 1981.

The vision includes staff in period costumes and reenactors who will give visitors a sense of what life was like as Mobile was being settled. It also calls for the fort to lower its flag, hold a changing of the guard and transform itself every three months.

From January to March, it'll be French Fort Condé. From April to June, it'll become Spanish Fuerte Carlotta. From July to September, it'll be American Fort Charlotte. And from October to December, it'll retain the Fort Charlotte name but pass into British rule.

The order of occupation isn't historically chronological, but it allows for some logical holiday pairings – French for Mardi Gras, American for the Fourth of July, British for Christmas.

There are also new attractions at the fort, including an escape room, where guests find clues to solve a dilemma rooted in fort history; a dress-up room, where visitors can get photographs in period costumes; and an infrared shooting gallery, where guests can protect the fort from pirates.

"People don't think of Mobile as a pirate town," Tindle said, "but before there was a Wild West, this was the Wild West."

Other portions of the fort will be maintained and enhanced, such as the gunpowder room and other concourses where the story of the fort and the city are told through plaques, dioramas and artifacts on loan from the History Museum

of Mobile. Discreet touches have been added, such as music and lighting, and Tindle says the plan is ultimately to include animatronics, holograms and audio tour options.

Plans also call for a limited-service restaurant and seasonal events, such as a Haunted Fort at Halloween, a food and wine festival, and a Colonial Christmas.

Though work continues on certain portions of the fort, it opened under the new concept at the end of April and is open every day from 9 a.m. to 5 p.m. Tindle and his business partners, **Grant** and **Matt Zarzour**, have subleased a performance contract from the History Museum of Mobile to operate the fort, which is owned by the city of Mobile.

"They've only leased it to us for the remainder of the term that they had, which is about 3½ years," Tindle said of the museum. "We hope that we do such a good job that the city will want to renew that. But there are no promises. We just feel that if we

do this right, we'll add tremendous value to the tourism scene, the downtown scene, and the city will want us to continue on in this capacity."

Part of making that happen is appealing to tourists, including those bound for Mobile's cruise terminal. The fort is addressing that market by offering complimentary luggage storage with the purchase of admission, so visitors in town for a cruise can visit the fort and even grab breakfast or lunch downtown while they wait to embark.

But Tindle, who also operates Gulf Coast Ducks, said he and his partners also want the fort to be a destination for Mobile residents – and not just for one-time visits. That's why creating a new experience every three months is important. His team is also developing grade-specific lesson plans for school field trips. His 43 employees are all cross-trained, allowing them to work at both the fort and the duck boats, and are focused on making the Fort of Colonial

Mobile experience a personable one.

"We believe emotional connections drive brand loyalty," he said. "We didn't invent that; it's Disney's concept."

And the brand for which they're seeking loyalty, he said, is the Mobile community.

"I've got three daughters, all under the age of seven. I want to create a world where my daughters want to raise their kids here," Tindle said. "How do I do that? So when you're thinking that long-term, when you're thinking about generational change, it's no longer this quick fix. This is a process."

The Fort of Colonial Mobile

Location: 111 S. Royal St., 36602

Hours of Operation: 7 days a week, 10 a.m. to 5 p.m.

Cost: \$8 for adults and \$5 for children

Rental/Special Events:
taylor@colonialmobile.com or
251-802-3092

More Information:
www.colonialmobile.com



Mobile's New Welcome Center

Visit Mobile opened a new Welcome Center, located in the History Museum of Mobile, earlier this year.

The Welcome Center was previously located at Fort Condé, and at its peak welcomed 50,000 visitors annually. In 2016, visitors came from more than 57 different countries.

Serving as the first stop for visitors who have just arrived in Mobile or locals who want a refresher on all of Mobile's offerings, the center is stocked with brochures, maps, the new 2017 Official Visitors Guide and staff who can help plan activities.

Mobile is fourth on the list of most-visited counties in the state led by Baldwin, Jefferson and Madison counties, followed by Montgomery, according to a 2016 economic impact report by Smith Travel Research.

Statewide visitors topped 25.8 million, spending more than \$13.3 billion last year. Travel and tourism activities generated \$836 million in state and local tax revenues and either directly or indirectly support 179,644 Alabama jobs.

The center is open Monday through Saturday from 9 a.m. to 4:30 p.m. and on Sundays from 1 to 4:30 p.m.

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“Staycation” in Mobile



If you are planning a staycation, have friends and family visiting, or want to plan a couple of field trips, look to Visit Mobile’s I Am Mobile! Ambassador program for inspiration. The program is designed to turn attendees into tourism experts from history to the arts to eco-tourism to Mardi Gras.

Visit Mobile has a goal to have thousands of certified ambassadors and classes are offered three times annually. While the summer class is full, there is still availability for the fall class. Contact Tara Zieman at tzieman@mobile.org for fees and details.

From the list of places in Mobile and Baldwin County ambassadors are asked to visit in their journey to be certified, *The Business View* is highlighting Chamber member organizations here.

Gerri Moulton’s Children’s Sculpture Park
1700 Center St.
www.usahealthsystem.com/childrenspark



Mobile Carnival Museum
355 Government St.
www.mobilecarnivalmuseum.com

Discover the *Alabama Pass*



Visit Mobile rolled out a new co-op program to promote area attractions, restaurants and retailers during National Travel & Tourism Week in May. Alabama Pass offers individuals discounts from 10 to 25 percent, depending on the venue, for a one-time (or annual) fee. Learn more about participating locations and how to buy yours at www.MobileAlabamaPass.com.



Bellingrath Gardens & Home
12401 Bellingrath Gardens Rd.
www.bellingrath.org



Hank Aaron Childhood Home & Museum
755 Bolling Brothers Blvd.
www.mobilebaybears.com



Alabama Contemporary Arts Center
301 Conti St.
www.alabamacontemporary.org



Gulf Coast Exploreum Science Center
65 Government St.
www.exploreum.com



Phoenix Fire Museum
203 South Claiborne St.
www.museumofmobile.com/phoenix-fire-museum



GulfQuest National Maritime Museum of the Gulf of Mexico
155 S. Water St.
www.gulfquest.org



Gulf Coast Ducks
2703 Battleship Pkwy.
www.gulfcoastducks.com

Mobile Bay



History Museum of Mobile
111 South Royal St.
www.museumofmobile.com

5 Rivers Delta Resource Center
30945 Five Rivers Blvd.
www.alabama5rivers.com



Conde-Charlotte Museum House
104 Theatre St.
www.condecharlotte.com

USS ALABAMA Battleship Memorial Park
2703 Battleship Pkwy.
www.ussalabama.com



Oakleigh Historic Complex
300 Oakleigh Pl.
www.historicmobile.org

Dauphin Island Sea Lab
101 Bienville Blvd.
www.disl.org



Dauphin Island



The Fort of Colonial Mobile
150 S. Royal St.
www.colonialmobile.com

10 Cool Places to Visit in Alabama This Summer



Carnival Cruise Lines in Mobile

If you're looking to venture outside of Mobile for some summer fun, the Alabama Tourism Department suggests the following new destinations or new features at Alabama favorites.

1 Being built by the Poarch Band of Creek Indians, **OWA** is a 14-acre theme park in Foley with more than 20 rides and four roller coasters, a 150-room hotel, restaurants and shops. www.visitowa.com

2 **Birmingham's Civil Rights District** was designated a National Monument by President Barack Obama. It is home to the Birmingham Civil Rights Institute, a cultural and educational research center promoting understanding and appreciation for civil rights and the international struggle for universal human rights. www.nps.gov/bicr

3 The newly restored **Muscle Shoals Sound Studio** in Sheffield, where the Rolling Stones, Bob Dylan and Paul Simon recorded major hits in the late 1960s and '70s, was selected as the Alabama Tourism Department's 2017 attraction of the year. www.msmusicfoundation.org

4 **Huntsville's Botanical Garden** opened a new venue with a welcome center, cafe, restaurant and three event areas. The 112-acre garden and its floral collections, woodland paths, aquatic garden and children's garden also feature the nation's largest seasonal butterfly house and nature center. www.hsvbg.org

5 **Carnival Cruise Lines** began four- and five-day cruises from Mobile to the Western Caribbean late last year. In its description, the tourism department highlights Mobile's Bellingrath Gardens and Home and GulfQuest Maritime Museum as key attractions. www.carnival.com/cruise-from/mobile

6 A new exhibit at **USS ALABAMA Battleship Memorial Park** honors the centennial anniversary of WWI, featuring uniforms from all major fighting forces, historical artifacts and a diorama of a wartime trench. www.ussalabama.com



The flying carousel at OWA theme park in Foley,

7 Mobile's new **Mardi Gras Park** showcases the city as the birthplace of Mardi Gras in the United States. The park features a collection of brightly colored statues representing aspects of Mobile's carnival tradition, including Chief Slacabamorinico, the alter ego used by Joe Cain. www.mobile.org

8 **Roland Cooper State Park** near Camden has four new "tiny house" cabins. The 408-square-foot cabins sleep 4-6 people, have full kitchens and decks to sit outside and enjoy the views. www.alapark.com/roland-cooper-state-park

9 The **Pizitz Food Hall** in Birmingham features 12 market stalls with international dishes, two full-service restaurants, The Louis bar and outdoor seating. One area will be dedicated to a restaurant incubator, where up-and-coming chefs can showcase culinary trends. www.thepizitz.com/food-hall

10 The **Alabama Mountain Lakes Tourist Association** included 31 geocaches hidden throughout North Alabama to attract both experienced and new geocachers. The Dash of the Unexpected GeoTour highlights attractions, historic sites and unique, locally owned places. www.northalabama.org/geocache

For a complete destination listing, see www.tourism.alabama.gov.

Staff Favorites for Summer Fun Around Mobile

Now more than ever, we're turning to social media, Trip Advisor and even Yelp to look for recommendations on everything from hotels to museums to restaurants. So to help you plan some activities for summertime in Mobile, *The Business View* turned to Mobile Area Chamber staffers and asked for some of their favorite things to do here. Here's what a few of them had to say:

Danette Richards, *director of small business development*

Danette's a staunch supporter of community theater in Mobile, and has been active in Joe Jefferson Players not only as a board member, but also as an actor. She challenges locals to take advantage of the many theaters in the area and get out to see a play over the summer. Here's a couple of photos of Danette in various productions, including "A Murder is Announced" and "Sordid Lives."



Kayley Edwards, *economic development project coordinator*

One thing Kayley and her fiancé enjoy doing in Mobile is geocaching. "It is kind of like a global scavenger hunt. You use an app on your phone and people around the world have hidden little capsules." She said the app provides coordinates and clues. When you find the "cache" there is usually a piece of paper so you can sign your name and where you're from. "It's amazing to see all the different places on the list, especially in Mobile, and it's a great way to explore the city as there are geocaches hidden all over, and the clues let you learn more about the different places." Kayley added that one of her favorite caches is at the Geri Moulton Children's Sculpture Park at USA Children's and Women's Hospital. "The app leads you to the first clue, which is a riddle that takes you to various different statues around the park until you find the actual cache."



Patty Howell, *director of regional affairs*

During spring break, Patty and her family took their bikes to the bike trails at Gulf State Park in Gulf Shores. She said it was a great ride, "perfect for all ages and even included a few stops along the trail to see turtles and an alligator sighting."

Alison Unger, *assistant in the membership department*



When Alison's daughters were little and not long after they moved to Mobile, she challenged herself to picnic on every green space on the map of Mobile she could find. She said they even picnicked on one of the traffic circles on the University of South Alabama campus and they, "had a ball watching the cars and bikers ride around us." Medal of Honor Park is fantastic because "there is the most shade on the playground, and you can take a little walk in the woods."

Ashley Horn, *director of digital media & design*



Ashley says her son, a huge racing fan, "couldn't wait to go to Mobile International Speedway" to see a car race in person. "What a surprise it was to see how big the track was, and everyone was so friendly," Ashley said. They walked the track after the race and grabbed a photo with the winning car and driver. "It was a great day and my son was thrilled."

Kellie Hope, *vice president community & governmental affairs*



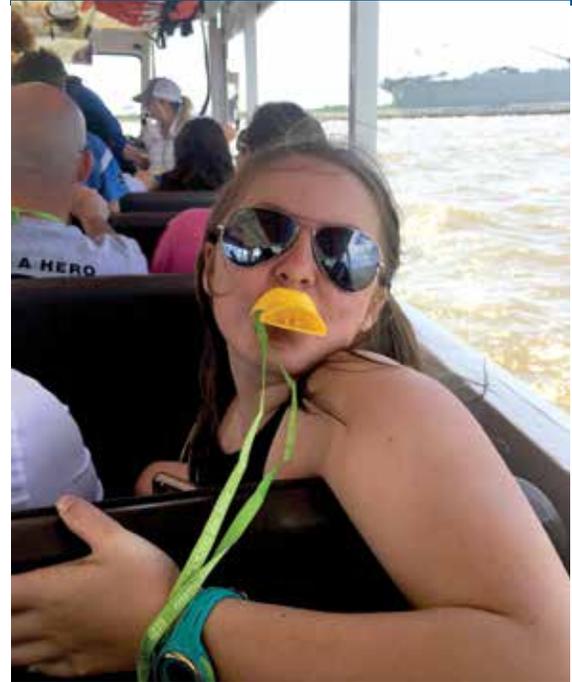
Kellie says her entire family loves the water and her kids are "fascinated by alligators." A great afternoon for them was on the causeway, starting with lunch at the Blue Gill, then an airboat ride into the Delta to see gators and osprey up close. "The weather was perfect, and the gators looked great!"

LeMaris "LA" Alston, *IT coordinator*



When not working for the Chamber, LA can typically be found behind a camera as he is also a professional photographer. But he and his family try not to miss the monthly downtown art walk. There they have an opportunity to learn more about Mobile's burgeoning arts scene, socialize in a family-friendly environment and meet potential new clients. In fact at a recent one, he and his family set up a booth to talk about a nonprofit group they run called Bounce Back.

Leigh Perry-Herndon, *vice president of communications & marketing*



"My family and I decided Easter would be the perfect day to spend on a duck boat tour, and we were not disappointed," Leigh said. Her family was able to learn so many interesting tidbits from the Gulf Coast Ducks guide and they, "also met a great-group of people in town for a family reunion."

Assessing Cybersecurity Risk

In working with our clients to improve their security posture, we have come across several common themes limiting a business's ability to assess and mitigate cybersecurity risk. Previously, we looked at the dangers of devices we didn't know were there. Let's go a step further now and talk about configuration issues. *You can't secure it if ...*

You Don't Know How It's Configured

Many people know how to make things work, but few people know how to make things work securely -- put simply, it's more difficult. This means most off-the-shelf technology often comes with every option enabled.

Printers, for example, can be problematic in several ways. One of our clients brought in a new district manager earlier this year. He wanted a multi-function machine in his office for scanning and printing documents, but he "didn't want to bother IT," so he picked up a device and installed it via USB to his own PC.

On our next visit, we discovered the wireless connection to this printer. There was no wireless on our client's network, but the printer had wireless turned on that anyone could connect to -- even from other buildings nearby -- thus opening a backdoor through the manager's PC and the entire network from there.

Many modern printers have as much processing power and memory as PC desktops did a few years ago, yet most people think of printers as "accessories" rather than actual computers. Security researcher Chris Vickery has found examples of attackers using printers on the Internet to host and serve up malware.

From printers to thermostats to light bulbs and more, many ordinary things now have wireless and other "smart" capabilities built in. These devices are innocently installed by small businesses and individuals, with little understanding of how they work, nor of how to properly configure them.

At a minimum, for any new device, take these two steps:

1. Change the default password.
2. Disable remote administration.

Further, if the wireless capability of the device isn't actually needed, disable it (or at least secure it). These simple steps will go a long way to securing your devices.

This is a six-series column addressing cybersecurity for local businesses by Glenda Snodgrass, president and lead consultant at The Net Effect. Snodgrass can be reached at grs@theneteffect.com.



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New Business Growth Critical to the Chamber's Economic Development Efforts

For two-plus decades, the Mobile Area Chamber has presented a measurable, strategic program to guide its economic development efforts.

*Over the next several issues of **The Business View**, the Chamber will announce its economic*

program of work branded as Partners for Growth (PFG) and detail each of the program's five pillars.

In this issue, we'll take a look at the first pillar: New Business Growth and Investment Attraction.

"Mobile has a great product to sell and numerous assets that stand out from others," said **Troy Wayman**, the Chamber's

vice president of economic development. "Whether it's a company new to our area or one already here, we want to

make sure those making the decisions know our strengths."

As Partners for Growth's primary focus over the past three decades, recruiting new industry to the Mobile area has produced thousands of jobs and billions of dollars in capital investments. High-profile projects such as Airbus and AM/NS Calvert and Outokumpu (former ThyssenKrupp facilities) and the Walmart Distribution Center have created new economic drivers and proven Mobile can compete with communities around the world.

The Chamber is poised to continue its effort to pursue jobs and investment in best-fit industries.

There is a dedicated plan to put Mobile on more "short lists" for relocation and expansion projects and to win projects in the face of ever-increasing competition.

Efforts in this area include:

- Competent, professional project management staff responding to leads and inquiries;

- Gathering and disseminating information and data;

- Managing prospect visits, tours and meetings;

- Developing and sustaining critical relationships with site selectors, state and local elected officials and corporate executives;

- Providing sales and marketing resources and multimedia messaging to target audiences;

- Traveling to conferences and trade shows;

- Accessing consultants and research and data sources, as needed; and

- Creating committees comprised of industry executives and subject matter experts to help guide and direct the PFG strategy and activity.

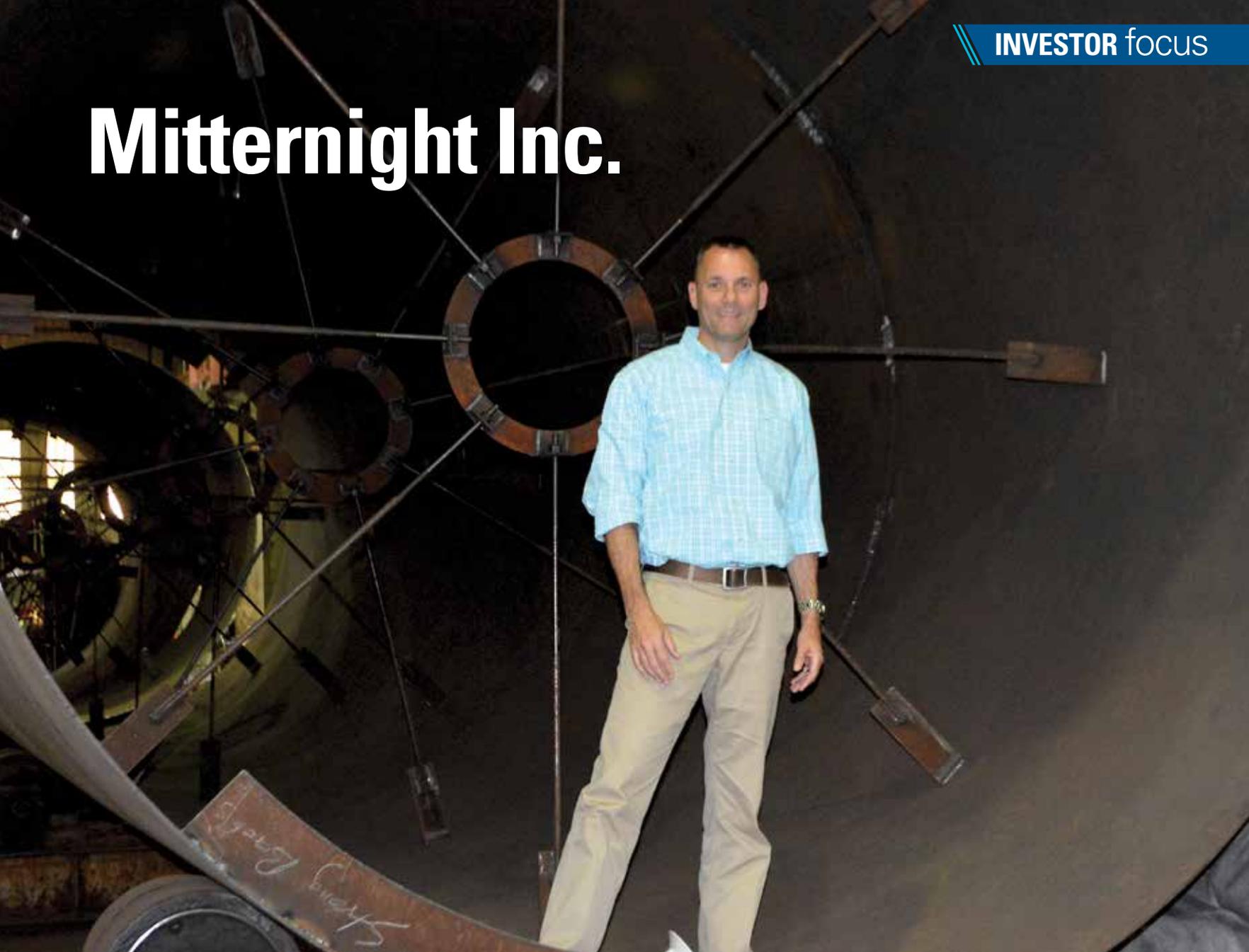
To learn more about PFG efforts, or to schedule a time for a member of the Chamber's economic development team to visit and talk with your company, contact Cesny Soffronoff at 251-431-8636 or cssoffronoff@mobilechamber.com.

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251.432.2010

Mitternight Inc.



Lance Covan, owner/CEO of Mitternight Inc., stands inside an Amine Stripping Tower Vertical Vessel, just one of the many items produced in this world-class production facility.

Company officer: Lance Covan, Owner/CEO

Years in business: 90

Brief company description: Mitternight is a comprehensive solution provider for many of the world's leading chemical, renewable energy, and oil and gas providers. Mitternight offers a full array of services including design, engineering and engineering services, fabrication and machining, installation and field services, and non-destructive testing. Its clients have relied on the company for nearly a century to provide the highest-quality American Society of Mechanical Engineers (ASME) code vessels, heat exchangers, chemical

reactors, distillation columns and other pressure vessels. Although it specializes in high-nickel alloys, the company regularly utilizes materials ranging from carbon steel to titanium. Over the years, Mitternight has evolved into a modern, world-class production facility manufacturing ASME code vessels for Fortune 500 customers around the globe.

Why are you located in Mobile?

"It's strategically important for us to be in Mobile," said Covan. "We can service the Gulf Coast energy and chemical market as well as utilize our coastal location to service our international clients. This works for us on multiple levels."

Why do you support the Mobile Area Chamber of Commerce's Partners for Growth (PFG) initiative?

"I want to see our city flourish," said Covan. "If our business community is experiencing robust growth, I believe PFG creates a ripple effect into many other segments of our city. The Chamber is the primary initiative of the county's economic development efforts so it's a meaningful way for us to engage with and enhance the prosperity of the community."

What do you see as Mobile's greatest potential? "People and culture," said Covan. "I'm amazed at how industrious, innovative and creative our

community can be, when given the opportunity."

Length of continuous Chamber membership: Since 2002



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.

Jesse W. Grear

Company: WKRG-TV5/WFNA-CW55

Title: Vice President/General Manager

Hometown: Augusta, Ga.

First job: "My first paying job was working on a golf course maintenance crew cutting greens and fairways," said Grear.

Previous experience: Grear began his broadcasting career at WAGT Augusta-Aiken, Ga., as an account executive and was later promoted to director of sales. He also worked at WUVG, the first all-Spanish language television station in Atlanta. He was an equity partner and manager of WNCF-WBMM Montgomery and most recently was vice president and general manager of WAKA-WBMM Montgomery-Selma, with additional oversight of WNCF under a shared-services agreement.

Accomplishments: Throughout his career, Grear said he has consistently exceeded economic and operational

goals by implementing innovative programming strategies and unique digital concepts while elevating the level of service provided to viewers and clients. He says his community involvement has been acknowledged by both English and Spanish-speaking viewers, advertisers, businesses and community organizations.

Secret to success: Grear says the secret is "attention to our most valuable resource, our people, and making sure we are meeting our customers' needs in every way."

Brief company description:

WKRG-TV is a CBS-affiliated television station licensed to Mobile that also serves Pensacola, Fla. WKRG's studios are located at 555 Broadcast Dr. in Mobile, and its transmitter is located in unincorporated Baldwin County. WKRG-TV first signed on the air in 1955 and for many years was the only locally owned station in the Mobile viewing area.



BOARD of advisors

Matthew Andrew is an attorney in the E. J. Saad Law Firm. He received a bachelor's degree in business from Spring Hill College. He earned his juris doctorate from Cumberland School of Law. Prior to and after graduation, he worked as project manager and estimator in commercial construction in the Mobile area. Andrews practices in the general field of civil law with special emphasis in construction and insurance litigation, business torts and BP claims. He was admitted to the Alabama State Bar in 2008 and the Mississippi Bar in 2009, and he is authorized to practice in all federal courts in Alabama, the Eastern District of Louisiana and the 5th and 11th Circuit Courts of Appeal.



Dr. Monica R. Motley is president of the Alabama School of Mathematics & Science. Approaching two decades as an educator, she has experience in the Mobile County and Auburn City public schools, Auburn University and the University of South Alabama. Motley earned a bachelor's degree in elementary education from Alabama State University, a master's degree in school counseling from the University of South Alabama and a doctorate from Auburn University. She also holds graduate-level certification in counselor education and supervision, and educational leadership. She is a graduate of Leadership Alabama and Leadership Mobile, and chairs the education committee of Mobile United. She serves on the boards of U.S. Sports Academy, Mobile Area Education Foundation, Alabama State University Foundation, and as Jack and Jill of America Mobile chapter foundation chair. Motley is a member of Rotary International and The Links Inc. Greater Mobile chapter.



Phillip H. Rivers leads the Mobile office of Warren Averett LLC, one of the largest accounting firms in the Southeast. He has more than 15 years of accounting experience in a wide range of industries including real estate, healthcare, financial services, manufacturing and transportation. He specializes in complex accounting and auditing matters for his clients, providing internal control reviews, due diligence and debt issuances as well as assisting with mergers, acquisitions and spinoffs. A member of the firm, Rivers joined Warren Averett in 2012. He earned a bachelor's degree in business (accounting) and a master's degree in business administration from Troy University. He is a member of the Alabama Society of Certified Public Accountants and the American Institute of Certified Public Accountants.



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

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Ozanam Charitable Pharmacy



Ozanam Charitable Pharmacy, located at 109 Cedar St., is a 501(c)(3) nonprofit organization providing prescription assistance to qualifying residents in Mobile, Baldwin and Escambia counties. The pharmacy's primary focus is maintenance medication for chronic illnesses including heart disease, diabetes and high blood pressure. Pictured are Ashley Turk, a fourth-year pharmacy student from Auburn University and Executive Director Shearie Archer. Ozanam is located at 109 S. Cedar St. For more information, call 251-432-4111.

AMBASSADOR of the month



When **Trish Banker** isn't traveling, she can be found participating in numerous Mobile Area Chamber events. Though now officially retired from Regions Bank, she still participates annually during Chamber Chase as part of the bank's team, and continues to serve as an ambassador. Banker, the Chamber's Ambassador of the Month, has spent 30 years demonstrating her passion for growing the community through the Chamber's ambassador program. "I've been doing this so long, I feel like family here at the Chamber," said Banker. "I love it." In 1994, Banker was named Ambassador of the Year.

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.

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Chamber Chase Kicks Off

In May, the Mobile Area Chamber launched its annual Chamber Chase campaign. Chamber-member volunteers are working with staff to recruit new members, sell event sponsorships and advertising and solicit goods and services to offset the Chamber's bottom line. Over the course of the campaign, volunteers are encouraged to participate in weekly reward sessions. There they can learn more about benefits of Chamber membership and how Chamber staff are working to grow Mobile's economy. Kevin Carey with Trustmark Bank is spearheading this year's campaign, working towards a \$1.17 million goal.

Pictured above are volunteers: Judy Smith, Arkema; Andrew Bailey, Crow Shields Bailey; and Colleen Dicks, Crow Shields Bailey.



Pictured here are volunteers: Allison Allen, Alabama Power; Trish Banker, Regions Bank; and Valencia Chaney, Alabama Power.

Meet the Chamber's Project Coordinator, Kayley Edwards

Kayley Edwards is the new project coordinator in the Mobile Area Chamber's economic development department. She supports the department's recruitment, workforce development, international trade, and business retention and expansion activities.



Edwards

Edwards came to the Chamber in January as an IMCP (Investing in Manufacturing Communities Partnership) intern, promoting the ACT National Career Readiness Certificate.

"I absolutely love the people and atmosphere at the Chamber," she said. "The first task I ever had as an intern was attending a YEA (Young Entrepreneur Association) class, and I loved seeing how this organization impacted the youth of our city. Mobile is my hometown, and I've always wanted to be as involved in our community as possible. Interning at the Chamber gave me an outlet for this."

Edwards recently earned a bachelor's degree in foreign languages, French and international studies from the University of South Alabama (USA). She is pursuing a master's degree in business administration at USA.

"We are excited to have Kayley join the economic development team as our project coordinator," said **Troy Wayman**, the Chamber's vice president of economic development. "During her internship here, she more than proved her capabilities and became a valuable part of the Chamber team as a whole. We are so happy that she is now a permanent member of the Chamber family."

Edwards can be reached at 251-431-8629 or kedwards@mobilechamber.com.

JULY 2017

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

4 INDEPENDENCE DAY - CHAMBER CLOSED

12 NONPROFIT ROUNDTABLE *Members Only

A bimonthly forum for Chamber-member nonprofit executives and managers.

When: Noon to 1 p.m. (bring a brown bag lunch)

Where: The Fuse Factory, 200 Government St.

Speakers: Bo Megginson, The AIM Group - Gulf Coast

Topic: Maintaining Focus

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

No charge, but seating is limited. RSVP requested.

Sponsor:



12 NETWORKING@NOON *Members Only

One Representative Per Company

Make 40-plus business contacts in 90 minutes over lunch. One representative per company

When: Noon to 1:30 p.m.

Where: The Pillars of Mobile, 1797 Government St.

Cost: \$10 and must be paid with reservation

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

Sponsor:



13 MEMBERSHIP 101

Come 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.

18 EXECUTIVE ROUNDTABLE *Members Only

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

When: 8 to 9 a.m.

Where: Mobile Area Chamber, 451 Government St.

Speaker: Terry Harbin, market president, BancorpSouth

Topic: Changing Landscape: Finance and Banking

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

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

Sponsor:



20 BUSINESS AFTER HOURS

When: 5:30 to 7 p.m.

Where: Feeding the Gulf Coast, 5248 Mobile South St., Theodore

Cost: \$5 for members and \$10 for potential members

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

Reservations are not needed.

Sponsor:



25-26 AIDT LEADERSHIP LSI TRAINING

AIDT Leadership Development training program introduces team leaders, supervisors and managers to effective leadership responsibilities, communication skills and motivation techniques.

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

Where: Mobile Area Chamber, 451 Government St.

Cost: \$50 per person for members and \$60 for non-members; includes course materials, lunch and snacks.

Contact: Cheryl Nicholls at 251-431-8651 or cnicholls@mobilechamber.com

Reservations are required. Cancellation notices must be received prior to event to receive refund. Class size is limited to 25 people. Free parking.

CONNECT with the Chamber >>



@MobileChamber

Mobile Area Chamber

Who's New



Angela Strickland joined the staff of **Bellingrath Gardens and Home** as director of special events.

Strickland graduated from Auburn University, earning a bachelor's degree in public relations.

*



Blattner

Airbus appointed **Laurent Blattner** as president of Airbus DS Military Aircraft Inc.

*



Mann



Brady



Franklin



Westbrook



Subirats



Sage



Tompkins



Stallworth

Roberts Brothers welcomed the following new agents: **Deborah Mann, Kim Brady, Dawn Franklin, Scott Westbrook, Michael Subirats, Megan Sage, Ray Tompkins** and **Michael Stallworth**.



Wittner



Wilburn



Gollotte



Burnett

University of Mobile announced several promotions in the areas of enrollment, business development, academic affairs and advancement:

Charity Wittner was promoted to vice president for enrollment services. She earned a bachelor's degree in psychology from the University of Mobile.

Dr. Kevin Wilburn was named to the new post of vice president for business development, and continues as assistant to the president for church relations. He is a graduate of the University of Mobile with a bachelor's degree in communication and a master's degree in Christian education from New Orleans Baptist Theological Seminary. He is an ordained pastor.

Tonya Gollotte was promoted to associate vice president for the office for advancement. She holds a bachelor's degree in psychology from the University of South Alabama.

Dr. Lonnie Burnett was named associate vice president for academic affairs and will continue to lead the College of Arts and Sciences as dean. He holds a bachelor's degree from the University of Mobile, a master's degree from the University of South Alabama, and a doctorate from the University of Southern Mississippi, all in history.

*

Mobile Paint Manufacturing Co. Inc. named **Thomas G. Johnson Jr.** president and CEO. Johnson earned a bachelor's degree in industrial engineering from Auburn University. He brings 30 years of manufacturing,

sales and general management experience.

*

Neel-Schaffer Inc. welcomed **Brad Ehrman** to the firm as a hydraulics engineer and senior project manager. Ehrman has a bachelor's degree in civil engineering from the University of Dayton and a master's degree in business administration from Emory University. He has nearly 15 years of engineering experience in project management, hydraulics/hydrology, and erosion control, regulations, policies and design.

*



McLaurin

Bellator Real Estate & Development welcomed **Jeff McLaurin** to the company as managing broker.



Ehrman

McLaurin earned a bachelor's degree in communications from The University of Alabama.

*

Maynard Cooper & Gale announced **Kenyen Brown** joined the firm's white collar criminal defense and litigation practice groups as a shareholder in the firm's Mobile office. Brown received a law degree from the University of Tennessee College of Law and a bachelor's degree from The University of Alabama. Most recently he was U.S. Attorney for the Southern District of Alabama.

*

Adam Thomas is the new men's basketball coach at **St. Paul's Episcopal School**. Thomas most recently served as associate athletic director and boys' varsity basketball coach at the Randolph School in Huntsville.




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Babcock



Walker

Hospital. Brown earned a bachelor's degree in nursing from the University of Mobile and a master's degree in nursing in executive administration from the University of South Alabama.



Burch



McCollough

Berkshire Hathaway HomeServices Cooper & Co. Inc. Realtors welcomed new associates **Melissa Babcock, Craig Walker, Butch Burch** and **Skip McCollough.**



Katrina Brown was selected chief nursing officer and chief operations officer at **Providence**



Brown



Heisterhagen



Walker

Armbrecht Jackson LLP announced **Timothy A. Heisterhagen** is now a partner. He practices primarily in the area of general civil litigation. He received a law degree from The University of Alabama School of Law and bachelor's degrees in economics and politics and in business administration from Washington and Lee University.

Also, **Robert S. Walker** is an associate with the firm. Walker practices primarily in

civil defense litigation. He received a law degree from Cumberland School of Law-Samford University in 2013 and a bachelor's degree in history from Birmingham-Southern College.

Business Endeavors

Berkshire Hathaway Home Services Cooper & Co. Inc. Realtors introduced a new 3D technology for real estate listings. The 3D Showcase creates realistic and immersive three-dimensional images of interior spaces. The technology will help consumers decide if an in-person tour of a property is needed.



BIS Technology Group is now offering mobile app development and management. This new service allows organizations to better communicate with current clients while attracting new customers with state-of-the-art marketing.

The **Mississippi-Alabama Sea Grant Consortium** and **Smart Home America**



announced a Hodde new, first-of-its-kind partnership to increase wind and flood resilience across coastal Alabama and Mississippi. The agreement aligns the common missions of both organizations through a shared staff position. Both organizations agreed to hire **Henry (Hank) Hodde**, a certified floodplain manager, as the planning and policy manager. Hodde received a bachelor's degree in residential sciences from Florida State University.



Airbus debuted a new website, www.airbusalabama.com, for all things related to manufacturing in Mobile. Content includes stories of colleagues who hail from nine nations at the Final Assembly Line.

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Well Done



George Harold Garzon, a descendant of the Bellingrath family, joined the board of directors of

the Bellingrath Gardens and Home Foundation. He is the great-grandson of William A. Bellingrath, the older brother of Bellingrath Gardens and Home founder Walter D. Bellingrath. He earned a master's degree in aeronautical science from Embry Riddle University. Garzon serves as a lieutenant colonel, KC-135R pilot in the Alabama Air National Guard.

*

Truland Homes LLC was ranked 179 out of the nation's top 240 builders, according to *Professional Builder* magazine. The publication's annual Housing Giants list determines rank based on overall revenue and units closed per year.

Truland Homes closed a total of 185 units, generating more than \$62,952,018 in revenue during 2016.

*

HUB International Gulf South announced **Jerrime Kitsos** qualified for his fifth consecutive Superior Hub

Awards Recognition Program (SHARP), earning him "Legend" status with HUB International. Only the top 1 percent of HUB's production staff qualifies for SHARP, and fewer than 100 have earned Legend status in the company's history.

*



Hargrove Engineers + Constructors ranked No. 73 on *Engineering News-Record's* (ENR) 2017 Top 500 Design Firms list. The magazine's



Kitsos

annual national rankings are based on design revenue for architecture, engineering and environmental firms. Hargrove also made ENR's list of "Top 20 U.S. Design Firms Supporting the Industrial Process/Petroleum Industry."

In other news, the company was awarded the **Partners for Environmental Progress (PEP)** Environmental Stewardship Award. Also, Hargrove's vice president of project controls and estimating, **Perkins Fendley** was named president of the board of directors for PEP.

*

The Catholic Health Association of the United States (CHA) named **Susan Davis**, market leader of

Providence Hospital in Mobile and Sacred Heart Health System in Pensacola, as a recipient of the 2017 Sister Concilia Moran Award. The award recognizes



Davis

"trailblazing leaders" and innovative ideas and achievements that have taken Catholic healthcare in new directions.

*

Neel-Schaffer Inc., an employee-owned, multi-disciplined engineering and planning firm, improved 10 spots to 177th on the nation's list of the Top 500 Design firms for 2017, according to *Engineering News-Record*, which compiles the list. This marks the 23rd consecutive year Neel-Schaffer has been included in ENR's Top 500.

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.

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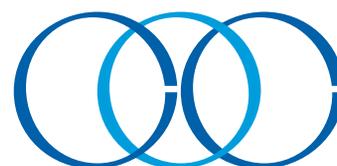
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