

# BUSINESSVIEW

MOBILE AREA CHAMBER OF COMMERCE

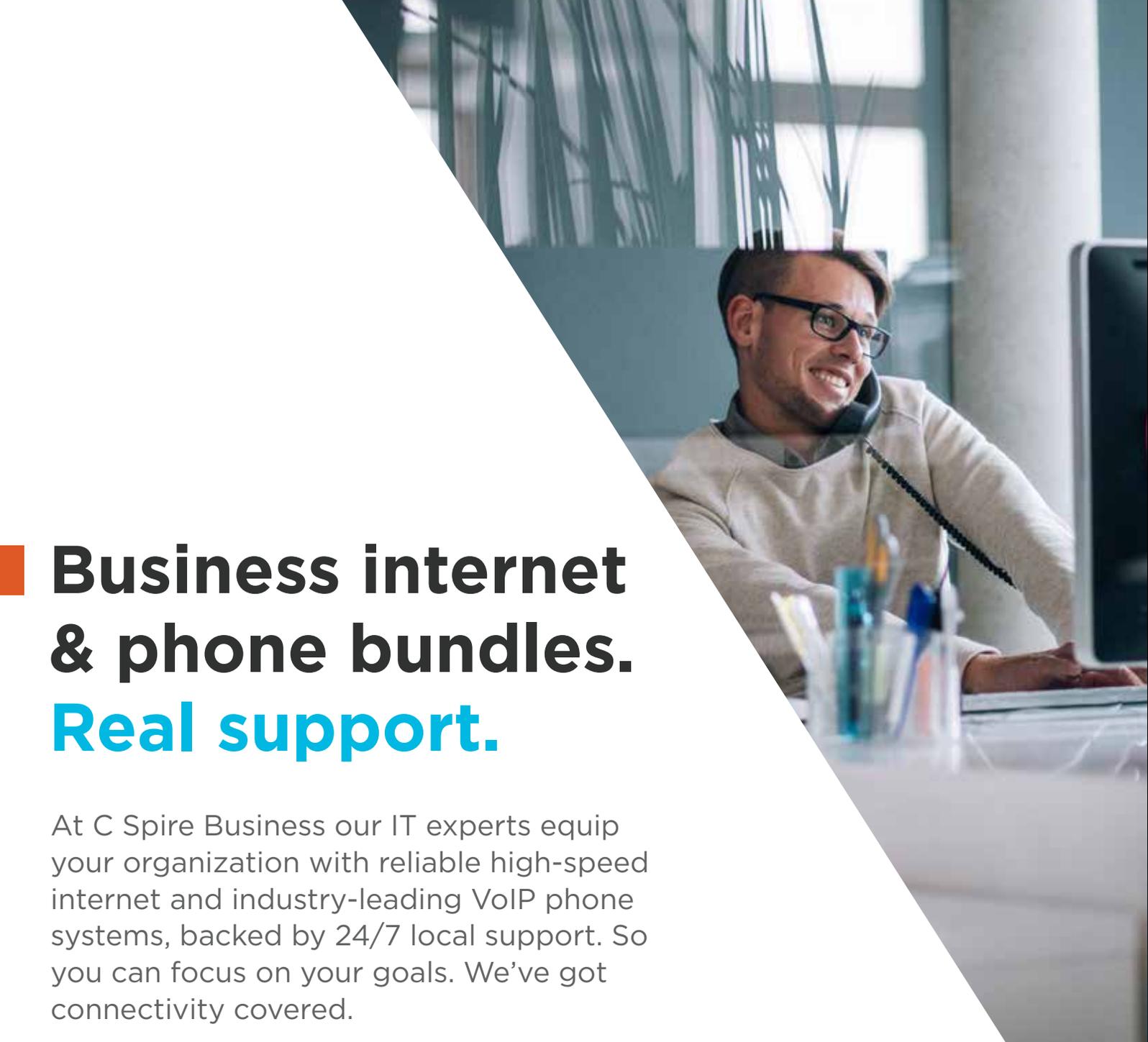
SEPTEMBER 2020

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# BUSINESSVIEW

MOBILE AREA CHAMBER OF COMMERCE

SEPTEMBER 2020

## IN THE ISSUE



### 9 ON THE COVER:

*Lenise Singleton is one of 50 new employees at Coast Diagnostics. The company relocated to a bigger facility and continues to grow. See pg. 9. Photo by Toni Riales.*



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## PUBLISHER'S NOTE: THE IMPORTANCE OF HEALTHCARE TO THE ECONOMY

Bill Sisson, President & CEO, Mobile Area Chamber of Commerce

Across the country, healthcare plays a major role in the social and economic vitality of communities. This is certainly the case in the Mobile region, where our medical institutions, doctors and nurses provide critical services to a large population on the central Gulf Coast.

In the years of my involvement in community and economic development, one constant has always been that a well-functioning healthcare sector is a prerequisite for a well-functioning economy.

And let's not forget that the healthcare sector provides thousands of high-paying jobs and significant spending on goods

and services annually, generating millions of dollars of economic activity.

Recently, COVID-19 has upended the U.S. healthcare system, but it has been amazing to watch how our local medical institutions have stepped up and mobilized to serve the public being affected by the pandemic. Now more than ever, the people who live in this region are understanding how fortunate we are to have access to world-class healthcare.

Join me in thanking all of our medical heroes delivering frontline care to those in need.



# TOURISM ANNOUNCEMENTS BOOST OUTLOOK FOR MOBILE

**W**hile summer with COVID-19 paused an influx of tourists in Mobile, two major developments gave cause for celebration.

On July 1, Mobile's Tourism Improvement District Ordinance went into effect, and a few weeks later Carnival Cruise Lines announced it is bringing a new ship to Mobile.

## Tourism Improvement District

With funds generated by the tourism improvement district at a rate of \$1 a night paid by guests, the Mobile Area Lodging Corp. will fund promotional efforts to generate additional hotel room nights. It is the first program of its kind in the state and one of more than 165 in the nation, with the closest one being in New Orleans.

"Our lodging partners are united and are ready to be innovative to produce positive results. All stakeholders win," says **Kent Blackinton**, Mobile Area Lodging Association president and the Renaissance Mobile Riverview Plaza Hotel's general manager.

Visit Mobile, the city and county's destination marketing organization, will develop and execute the marketing plan using targeted digital, print, broadcast, internet and mobile advertising and communications for leisure marketing as well as convention sales efforts.

"The Tourism Improvement District creates a significant platform to position Mobile as a top tourist destination," says **David Clark**, Visit Mobile president & CEO.

## Carnival

Carnival Cruise Lines announced the Sensation will move from Miami to Mobile, ending speculation on whether or not the company would return to the port city in light of the COVID-19 pandemic and the Centers for Disease Control's No Sail Order currently running through the end of September.

The Sensation will take up itineraries previously assigned to the Fantasy and the Fascination, two of the four ships the company either sold or put on long-term lay-up status.

All three ships are part of the company's Fantasy Class, and of similar size and passenger capacity. The Sensation was first put into service in 1993 and was last renovated in 2017 to add several new bars and restaurants as well as a kids' area.

"This is great news for our city and a huge shot in the arm for our tourism industry. Mobile believes in Carnival," says Mobile Mayor **Sandy Stimpson**.

**"The Tourism Improvement District creates a significant platform to position Mobile as a top tourist destination."**

**David Clark**, president & CEO, Visit Mobile

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Photo by Toni Riales



# GROWING DURING A PANDEMIC

**A**s the COVID-19 pandemic was taking hold in Mobile, **Brian Ward** made the decision to expand testing services at Coast Diagnostics.

That quick change led to Coast Diagnostics moving to a new location, buying additional equipment, hiring dozens of employees and processing up to 2,000 tests a day for its customers along the Central Gulf Coast.

The Mobile-based laboratory leased a 7,500-square-foot building on Airport Boulevard, quadrupling the space of its previous location. The new site accommodated machines needed for COVID-19 testing and spaced out its growing number of team members.

“We went from five to 50-plus employees in three weeks,” says Ward, the company’s founder and CEO.

As more people contracted the virus, preoperative testing was instituted, and more companies and schools mandated testing, the strain on national labs delayed lab results for days, even weeks.

“We can do the same thing at the local level that is being done nationally. We get your results quicker,” says Ward.

In May, the lab added onsite testing by appointment and was still able to maintain its results time of 24 to 48 hours.

While COVID-19 prompted the recent expansion, Ward is taking the opportunity to maintain that increase. This fall, in addition to normal services, Coast Diagnostics will be conducting flu and respiratory illness testing to complement COVID-19 testing.

Ward, who also owns DocRx, a licensed manufacturer, wholesaler and distributor of healthcare products and services for hospitals, pharmacies and physicians, founded the diagnostics lab based on conversations with doctors in 2008.

Coast Diagnostics initially expanded DocRx’s services by helping physicians identify the appropriate medications for each patient up front, based on their current genetic makeup. Coast also uses its industry standard web-based software to enable physicians to order clinical toxicology lab tests, receive electronic patient test results and manage a patient’s medication regimen at the point of care.



Photo by Toni Riales



*Airbus employees are among area manufacturers who delivered PPE to healthcare workers.*

# AREA MANUFACTURERS DIVERT PRODUCTION TO MAKE PPE FOR HEALTHCARE WORKERS

**W**hen industry representatives dropped off their personal protective equipment (PPE) donations to hospitals, healthcare providers and first responders, it was just ahead of the area's surge of COVID-19 cases.

Together Airbus, AM/NS Calvert and Austal USA made hundreds of medical face masks and tension-relief straps by diverting part of their core manufacturing operations dedicated to planes, ships and steel and using 3D printers.

What sounds like a fairly simple and speedy process is actually anything but. Once the pattern was set up, it took 24 hours to complete four masks or 40 relief straps. And beyond the sheer need, as PPE is being used more frequently, these donations are more valuable because these particular face masks and tension-relief straps can be sanitized and reused.

"A mask that is reusable is a game-changer," said **Dr. Benjamin Estrada**, a pediatric infectious disease specialist with USA Health.



*Dr. Benjamin Estrada, a pediatric infectious disease specialist with USA Health, displays a reusable face shield for AM/NS Calvert employees.*



*Mathew Reicher with USA displays PPE created with three-dimensional printers.*

Estrada explained he could extend the life of a standard surgical mask five times by cutting it into pieces to fit the 3D-printed face masks.

The idea came at the beginning of the COVID-19 pandemic, when the Mobile Area Chamber's leadership team pulled the area's largest manufacturing employers together, along with the University of South Alabama (USA), on a weekly conference call where they could check in and share best practices – a move that established the industry consortium.

USA's **Mathew Reichert**, assistant vice president for research, was the technical mastermind behind the effort to use three-dimensional printers to create PPE aimed at helping avoid a shortage as the state prepared for a wave of cases.

"It was clear our local healthcare facilities and professionals were about to encounter an unprecedented medical event," said **Wendy Bedsole**, executive director of the Medical Society of Mobile County.

"Through the efforts of companies like Austal, Airbus, AM/NS Calvert, the Chamber and more, we were able to address the needs of not only our local hospitals, but hundreds of other local healthcare providers desperately in need of supplies," Bedsole said.

Airbus partnered with Coastal Alabama Community College, community volunteers and Flight Works Alabama to produce more than 500 reusable face masks and hundreds of tension-relief straps. In addition, Airbus donated 40,000 masks from its own inventory.

**"A mask that is reusable is a game-changer."**

**Dr. Benjamin Estrada**, pediatric infectious disease specialist, USA Health

AM/NS Calvert, with an ArcelorMittal facility in Spain and its partnership with the Cube 3D printing lab at The University of Alabama, provided 500 face shields and 100-plus 3D-printed tension-relief straps for local doctors, nurses and other medical professionals. Also, the company sponsored the Exploreum Science Center's ExploreTec STEM Lab, where the Exploreum team printed tension-relief straps for the healthcare community.

Austal turned its 3D printers into manufacturing centers to produce hundreds of tension-relief straps and medical masks for local hospitals, including the University of South Alabama Health centers.

**David Rodgers**, the Mobile Area Chamber vice president of economic development, said the support and response of our business community "has been terrific, from our largest manufacturers down to small businesses. We will continue to stay in tune with what our healthcare workers tell us they need."

On its website, [mobilechamber.com/covid19-resources/reopening-your-business](http://mobilechamber.com/covid19-resources/reopening-your-business), the Chamber continues to update its list of member businesses providing personal protective equipment, face coverings and products to help keep area businesses clean and employees healthy.

**"Support and response of our business community has been terrific, from our largest manufacturers down to small businesses."**

**David Rodgers**, vice president of economic development, Mobile Area Chamber



*An Austal employee displays a tension-relief mask strap created with a 3D printer as Craig Savage delivers the first round of tension-relief straps to Dr. Benjamin Estrada at USA Health.*

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# HEALTHCARE - MOBILE'S TOP ECONOMIC DRIVER

**T**he keystone of Mobile's economy is the healthcare industry. It not only serves the local and regional populace but also bolsters economic development while employing more than 14 percent of the area's workforce. Healthcare is Mobile's largest industry, and the pillars of this economic engine are the city's four major health systems: Ascension Providence, Infirmary Health, Springhill Medical Center and USA Health.

Combined, these four medical centers employ thousands, and at rates far above the median income for Mobile households. The research and educational components of each system are also critical to the economy, setting a technological standard that progresses yearly. The constant evolution, paired with the fact that each system maintains emergency response operations, makes the area attractive to companies around the world, as it keeps insurance costs low.

"Their emergency response is incredible, which helps us continue to grow," said **David Rodgers**, the Mobile Area Chamber's vice president of economic development.

An interesting facet of healthcare's role in industrial recruitment lies in the family dynamics of those who relocate to the Mobile area, he said. When someone moves here for a manufacturing job, it's common their spouse works in healthcare, and is able to find good work in their field, as well. Conversely, when a health system employee is recruited to Mobile, their spouse likely works in manufacturing, or one of the other major industries rooted here.

Just as important to the lasting strength of Mobile's healthcare industry is the area's ability to develop its local workforce.

Key to this are two- and four-year higher education systems, responsible for training and certifying hundreds of medical professionals each year. And strides are also being made to identify and connect with students in high school, as well.

For example, Mobile County Public Schools has nearly 1,600 students enrolled in healthcare programs, and local private schools are developing programs for students interested in a career in healthcare. To support this, the Chamber leads several initiatives for the area's homegrown talent. Each year, more than 900 students attend the Chamber's two-day Health Occupations Career Fair, a hands-on experience where they learn what specific careers are available. Those who are truly interested in healthcare can then take advantage of the Chamber's job-shadowing Summer Scrubs program.

"Our whole goal is to help them identify, before they graduate, if healthcare is a fit and which pathway they'd like to go down," Rodgers said.

The advancements in medical care, research and education — along with growing partnerships between the manufacturing and healthcare sectors — has led to a standard of high-quality healthcare that is the cornerstone of the city's relevance throughout the region. It's a standard that filters down to each member of the community.

"It's a major piece of quality of life," said Rodgers.

On the pages that follow, learn what's happening in the four hospital systems in Mobile.



# ASCENSION PROVIDENCE

More than 165 years ago, Ascension Providence was founded by the Catholic Daughters of Charity as a faith-based organization, with special attention to those who are poor and vulnerable. As part of a national Catholic nonprofit health system, the 349-bed hospital shares resources across 21 states.



A leader in value-based medicine, Ascension Providence will soon roll out its own insurance program, called Ascension Providence Medicare Managed Care, with a goal of dramatically reducing premiums and drug costs. Its advancements in direct hospital care include a hybrid operating system for cardiologists and cardiovascular surgeons, a technology which allows for non-invasive procedures allowing patients to go home within a single day.

Ascension Providence's pivot to telemedicine during the coronavirus pandemic has blossomed since March, and since May 1 the system's medical group has conducted more than 10,000 virtual visits. That trend is on track to steadily grow as the months progress, according to administrators across the Mobile healthcare industry.

The organization has also pursued growth markets outside healthcare on its 200-acre campus in west Mobile. In addition to the Providence Park medical component, the property also contains two restaurants, two hotels and a 200-home community.



The *Business View* asked each of Mobile's hospital systems to share what it believes are their top five most significant recent advancements or additions.

## ASCENSION PROVIDENCE'S TOP FIVE

- 1 Unwavering dedication to mission of compassionate care, innovation and respect for the dignity of all persons
- 2 Part of one of the nation's largest Catholic nonprofit health systems
- 3 Mobile's first open heart program
- 4 Campus includes more than healthcare services, including restaurants, hotels and a 200-home community
- 5 Pioneer in value-based medicine



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*Mike Molyneux,  
President and CEO of Symbol Health Solutions*

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# INFIRMARY HEALTH

Infirmiry Health's roots in the Mobile community go back to the 19<sup>th</sup> Century, and have blossomed into Alabama's largest not-for-profit, non-governmental healthcare system in Alabama. Employing more than 6,000 — with 700 physicians on staff — Infirmiry Health operates three acute care hospitals in Mobile and Baldwin counties, comprising nearly 1,000 licensed hospital beds, as well as 60 medical clinics and two freestanding emergency departments.

As a whole, the system serves 1.3 million patients per year in 11 counties across the Gulf Coast, and has an economic impact of more than \$1.5 billion, according to Infirmiry officials. Over the last 10 years, Infirmiry Health invested more than \$355 million in capital improvements, and currently is expanding its neurosciences program. The organization already maintains its Primary Stroke Center at Mobile Infirmiry, committed to improving patient outcomes and meeting the specialized needs of stroke patients.

Now, Infirmiry Health is developing a Neurosciences Center of Excellence to provide accessible and comprehensive neurological and rehabilitation care, neurosurgery and pain management in Mobile and Baldwin counties. The system also recently received a grant to expand its teleneurology program, which administrators say will be “revolutionary in streamlining our neurosciences care at our hospitals and clinics on both sides of the bay.”

Like each of the other major health systems, Infirmiry Health advanced into telemedicine during the COVID-19 pandemic. From March to June 2020, Infirmiry medical clinics participated in more than 41,000 telemedicine visits, and system leaders say the practice is here to stay.





The *Business View* asked each of Mobile's hospital systems to share what it believes are their top five most significant recent advancements or additions.

## INFIRMARY HEALTH'S TOP FIVE

- 1 Advanced robotic surgery program
- 2 Comprehensive care through Infirmiry medical clinics
- 3 Cardiovascular services
- 4 Infirmiry Cancer Care (ICC)
- 5 Economic impact



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# SPRINGHILL MEDICAL CENTER

Springhill Medical Center is Mobile's only for-profit, privately owned health system, founded in 1975 by Dr. Gerald L. Wallace. The hospital maintains 263 beds and is home to the area's busiest emergency room, with more than 60,000 ER visits each



year. Springhill employs more than 1,300 and, having been founded by a physician, is known to give unique consideration to its medical professionals.

Evidence of this can be found on the Springhill Medical Center campus, also home to two of the largest groups of specialists in the area: Cardiology Associates and the Alabama Orthopedic Group. The health system is a regional leader in robotic surgery and treatment, and administrators see technology to be a main source of growth for Springhill moving forward.

"We are working with artificial intelligence and our IT partners to advance precision medicine, as well as predictive medicine and analytics as genome science progresses," said Springhill President and CEO **Jeff St. Clair**. He said technology is not only a cornerstone of Springhill's mission, but is a significant part of what the area's healthcare industry is known for.

"There are a lot of people walking the streets of Mobile who otherwise wouldn't be if it weren't for the tremendous access to (medical) care and technology that they get in this town," St. Clair said.



The *Business View* asked each of Mobile's hospital systems to share what it believes are their top five most significant recent advancements or additions.

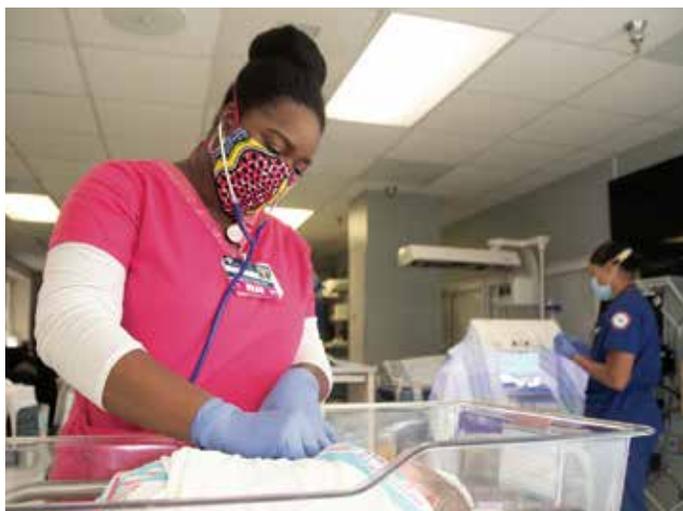
## SPRINGHILL MEDICAL'S TOP FIVE

- 1 Regional leader in robotic surgery technology
- 2 Emergency department physicians are all board certified in emergency medicine
- 3 Unique and comprehensive heart program
- 4 Birthing suites
- 5 Region's only hyperbaric medicine program



# USA HEALTH

USA Health is Mobile's only academic health system, centered around the University of South Alabama, which enrolls 74 medical students annually and provides graduate medical education training to more than 240 residents and fellows. The system employs 3,800 and includes USA Children's & Women's Hospital and USA Health University Hospital, home of the region's only Level I trauma center.



USA Health also operates the USA Mitchell Cancer Institute (MCI). Annually, MCI offers more than 40 clinical trials and conducts 50,000 patient visits per year. And the USA Health Physicians Group conducts more than 190,000 patient visits each year with a staff of almost 250 physicians and 80 advanced practice providers. Because of the increased demand for its services, USA Health expanded to more than 600 beds at its two hospitals.

In recent years, administrators within the health system noticed better outcomes occurred when those who needed specialty and subspecialty care were closer to it. So USA Health opened several non-hospital clinics and care centers in Mobile and Baldwin counties, including a standalone emergency department and imaging center in west Mobile. Plans were recently announced to break ground on a new campus in Fairhope.

The COVID-19 pandemic brought several new opportunities, according to USA Health officials, including significant growth of telehealth and public-private partnerships, like the collaboration with the city of Mobile to create a drive-thru coronavirus testing center.



The *Business View* asked each of Mobile's hospital systems to share what it believes are their top five most significant recent advancements or additions.

## USA HEALTH'S TOP FIVE

- 1 Region's only academic health program
- 2 Addressing health disparities
- 3 Education and research
- 4 Mitchell Cancer Institute
- 5 Unprecedented growth

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Photo by Toni Riales

Cam Marston's popular radio show "What's Working with Cam Marston" is heard on 106.5 on Wednesdays at 6 p.m. and "Keeping it Real" runs on Alabama Public Radio on Fridays at 7:45 a.m. and 4:45 p.m.

## CAM MARSTON'S JOB IS EXPLAINING DEMOGRAPHIC TRENDS

**Cam Marston** loves when a client "gets it." He can see it all over his or her face.

As a consultant to small businesses and large corporations and professional organizations, Marston explains how generational workplace and marketplace preferences affect every aspect of business.

His company, Generational Insights, is the Mobile Area Chamber's Small Business of the Month.

Generational Insights is a professional service firm that specializes in generational studies. Years ago, while facilitating focus groups and conducting exit interviews for clients in Charlotte, N.C., he noticed distinctions between Baby Boomers and Gen Xers.

That difference, and the value of understanding the generations – along with their impact on both the workplace and the marketplace – prompted him to start the company.

Soon afterwards, Marston, his wife Lisa and their growing family moved back to Mobile. "Mobile is home," he says. "As long as I have an airport, I can live in Mobile." For his work he has logged more than three million airline miles.

**That difference, and the value of understanding the generations – along with their impact on both the workplace and the marketplace – prompted him to start the company.**

Marston is an author, columnist, blogger and lecturer whose expertise has been featured in *The Wall Street Journal*, *Forbes* and other publications. His work now includes a radio show, "What's Working with Cam Marston," which can be heard locally on Wednesdays at 6 p.m. on 106.5 FM. He also regularly contributes commentary, "Keeping It Real," on Fridays at 7:45 a.m. and 4:45 p.m. on Alabama Public Radio.

Marston says he is grateful for the networking opportunities the Chamber has provided, especially when suggesting guests for his radio show. Along with engaging with the Chamber, he works with the University of South Alabama Mitchell College of Business Professional Readiness Engagement Program (PREP) to help graduates prepare for the workplace and its Real Advice Mentorship Program (RAMP), mentoring small businesses.



Photo by Toni Riales

**COMPANY NAME:** Generational Insights  
**OWNER:** Cam Marston  
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# MEET MOBILE'S HEALTHCARE SUPPORT SYSTEM

Mobile's healthcare community goes well beyond the confines of the hospital system.

Tens of thousands of people are employed in the region by healthcare support industries ranging from physicians offices, pharmacies, hospices, therapists and beyond. In addition, local K-12 and higher education systems are producing highly skilled workers in various training programs.

Below is a listing of Mobile Area Chamber members who are in the healthcare field. Throughout the COVID-19 pandemic, our healthcare workers have gone above and beyond time and time again. On behalf of the Mobile Area Chamber staff we want to thank them for their continued work to care for our community.

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- **Joseph M. Crow, DMD PC** - Offers dental implants, root canal therapy and periodontal care. [251.342.4926](tel:251.342.4926) [joecrowdentistry.com](http://joecrowdentistry.com)
- **W. Day Gates II, DMD** - Specializes in general dentistry. [251.343.2163](tel:251.343.2163) [gatespros.com](http://gatespros.com)
- **Hollon Dental** - Provides comprehensive oral healthcare, including creating crowns, inlays and veneers in-house. [251.342.5664](tel:251.342.5664) [hollondental.com](http://hollondental.com)
- **Charles J. Keith, DMD PC** - A leading dental care practice in Saraland. [251.675-4423](tel:251.675-4423) [charleskeithdentistry.com](http://charleskeithdentistry.com)
- **Knollwood Dental Group** - Offers comprehensive family dentistry [251.666.3982](tel:251.666.3982) [knollwooddentalgroup.com](http://knollwooddentalgroup.com)
- **Maitre & Crabtree Dental Group** - Provides general, pediatric and cosmetic dentistry. [251.344.4571](tel:251.344.4571) [mobilealabamadentistry.com](http://mobilealabamadentistry.com)
- **Noblet Family Dental** - Provides general family oral healthcare, cosmetic dentistry, implants, mouth rehabilitation and more. [251.342.5323](tel:251.342.5323) [nobletfamilydental.com](http://nobletfamilydental.com)
- **Earl D. Rodgers, DMD PC** - Specializes in cosmetic and restorative dentistry. [251.344.7096](tel:251.344.7096) [rodgersdmd@aol.com](mailto:rodgersdmd@aol.com)
- **Skyline Family Dental Care** - Specializes in maintaining dental health and helping clients improve appearances. [251.666.0576](tel:251.666.0576) [skylinefamilydental.net](http://skylinefamilydental.net)
- **Smile Center Inc.** - Specializes in maintaining dental health and helping clients improve appearances. [251-343-9998](tel:251-343-9998) [smilecentermobile.com](http://smilecentermobile.com)

### DENTISTRY - ORAL MAXILLOFACIAL SURGERY

- **Christopher Mullenix, DMD MD PC** - Practices a full scope of oral and maxillofacial surgery with expertise ranging from corrective jaw surgery to wisdom tooth removal. [251.471.3381](tel:251.471.3381) [mobileoralsurgery.com](http://mobileoralsurgery.com)

### DENTISTRY - ORTHODONTICS

- **James B. Donaghey II, DMD PC** - Offers unique orthodontic treatment. [251.342.3188](tel:251.342.3188) [orthomobile.com](http://orthomobile.com)
- **Harvey and Thomas Orthodontics** - Is a leader in braces, invisalign, and orthodontic treatments [251.479.9597](tel:251.479.9597) [harveyandthomasortho.com](http://harveyandthomasortho.com)
- **Pickett Orthodontics** - Provides orthodontic care for patients living in Mobile and Baldwin Counties. [251.607.0110](tel:251.607.0110) [pickettortho.com](http://pickettortho.com)

### HEALTHCARE SERVICES

- **Ball Healthcare Inc.** - Provides quality nursing home care, rehabilitation, occupational/physical therapies, cognitive/dementia care, hospice service and more. [251.433.9801](tel:251.433.9801) [ballhealth.com](http://ballhealth.com)
- **BioLife Plasma Services** - Collects plasma donations from donors. [251.725.5211](tel:251.725.5211) [biolifeplasma.com](http://biolifeplasma.com)
- **Biomat USA Inc.** - Collects plasma donations. [251.666.3155](tel:251.666.3155) [grifolsplasma.com](http://grifolsplasma.com)
- **CLS Plasma Mobile 284** - Accepts plasma donations. [251.277.8915](tel:251.277.8915) [cslplasma.com](http://cslplasma.com)

- **LifeSouth Community Blood Center Inc.** - A community-based blood supplier in Florida, Alabama and Georgia committed to supplying local hospitals. **251.706.1470** [lifesouth.org](http://lifesouth.org)

- **Swift Biotechnology LLC** - Developing state-of-the-art technologies to save lives and save the healthcare system billions of dollars in unnecessary treatments due to late diagnosis. **251.272.4095** [swiftbiotechnology.com](http://swiftbiotechnology.com)

## HOME CARE SERVICES

- **Faithful Hands Home Care Services LLC** - Specializes in dementia, Alzheimer's, ALS and Parkinson's Disease care and cancer treatment care. **251.620.8276** [mobilehomecareagency.com](http://mobilehomecareagency.com)
- **Favor Home Healthcare LLC** - A State licensed home health agency that provides quality, professional in-home healthcare services to clients in the state of Alabama. **251.604.3898** [favorhomehealthcare.com](http://favorhomehealthcare.com)
- **Preferred Care At Home of South Alabama** - Offers personal, live-in and companion care and more. **251.930.4337** [preferhome.com/alabama/south-alabama](http://preferhome.com/alabama/south-alabama)
- **Saad Health Service** - Specializes in care and daily living assistance. **251.421.5594** [saadhealthcare.com](http://saadhealthcare.com)
- **Southern Cross Home Care of Alabama LLC** - Specializes in care and daily living assistance. **251.421.5594** [southerncrosshomecare.com](http://southerncrosshomecare.com)
- **Tender Loving Care Sitters LLC** - Offers non-medical in-home care for seniors. **251.300.8761** [tlcsitters.com](http://tlcsitters.com)
- **Visiting Angels** - Provides senior home care services, helping elderly adults age in the comfort of their own homes. **251.345.4100** [visitingangels.com](http://visitingangels.com)

## HOME HEALTH SERVICES

- **Amedisys Home Health** - Provides home health, hospice and personal care. Also assists patients who are recovering from illness or injury. **251.380.0492** [amedisys.com](http://amedisys.com)
- **Home Instead Senior Care** - Offers in-home senior and elderly care. **251.300.8761** [homeinstead.com](http://homeinstead.com)
- **Newman Inc. d/b/a Oak Ridge Home Medical** - Oak Ridge doing business as a local retailer of Newman Inc., providing medical supplies and equipment and are considered as Medicare chargeable items. (supplier) **251.666.0891**
- **Port City Medical LLC** - A full-line medical supplies and equipment distributor servicing physicians, hospitals, emergency medical services, home health, long term care and more. (supplier) **251.554.9595** [portcitymedical.com](http://portcitymedical.com)

- **PureVine Healthcare LLC** - Empowers clients to age gracefully at home, achieve wellness and to live abundantly at any age. **251.455.5547** [purevinehealthcare.com](http://purevinehealthcare.com)

- **Willing Workers & Sitters LLC** - Provides home healthcare to elderly, small children and pets throughout the entire Gulf Coast. **251.533.3484**

## HOSPICE

- **Alabama Hospice Care of Mobile** - Offers special care for terminally ill people. **251.345.1023** [lhcgroupp.com](http://lhcgroupp.com)
- **Saad Healthcare** - Offers home, hospital and skilled nursing facility or assisted living facility. **251.343.9600** [saadhealthcare.com/core-services/hospice](http://saadhealthcare.com/core-services/hospice)
- **Southern Hospice** - Provides hospice care coupled with clinical excellence. **251.666.2113** [southerncarehospice.com](http://southerncarehospice.com)
- **St. Joseph Hospice of South Alabama** - Provides Medicare certified special care service for the terminally ill. **251.675.7555** [carpenterhealthnetwork.com](http://carpenterhealthnetwork.com)

## MEDICAL CLINICS

- **American Hyperbaric Center** - AHC is a hyperbaric oxygen therapy treatment facility providing treatments to outpatients six days a week. **251.210.1496** [AmericanHBOT.com](http://AmericanHBOT.com)
- **Bradford Health Services** - A substance abuse rehabilitation service. **251.633.0900** [bradfordhealthservices.com](http://bradfordhealthservices.com)
- **Franklin Primary Health Center** - A nonprofit healthcare center offering quality healthcare for underserved communities. **251.434.8177** [franklinprimary.org](http://franklinprimary.org)
- **Greater Mobile Urgent Care** - Specializes in family medicine, emergency medicine and internal medicine. **251.633.0123** [gmucare.com](http://gmucare.com)
- **Greater Mobile Urgent Care of Springhill** - Provides immediate, non-life-threatening healthcare services. **251.633.0123** [gmucare.com](http://gmucare.com)
- **Hillcrest Urgent Care** - Provides immediate, non-life-threatening healthcare services. **251.459.6200** [hucmobile.com](http://hucmobile.com)
- **Immediate Care of the South** - Walk-in urgent care facility providing quality care by board certified physicians. **251.300.2770** [medcare-al.com](http://medcare-al.com)
- **Infirmary Medical Clinics** - The clinics include physicians clinics, hospitals, rehabilitation centers and more that encompass the Infirmary Health System in Mobile and Baldwin counties. **251.435.1300** [infirmaryhealth.org](http://infirmaryhealth.org)

- **Infirmiry Occupational Health PC** - Offers a comprehensive 24-hour network treatment program to take care of employers' occupational and industrial medicine needs. [251.433.3781](tel:251.433.3781) [infirmiryoccupationalhealth.com](http://infirmiryoccupationalhealth.com)
- **Mobile Bay Medical Weight Loss** - A medically supervised weight loss clinic. [251.307.5509](tel:251.307.5509) [mobilebayweightloss.com](http://mobilebayweightloss.com)
- **Occupational Health Center** - Dedicated to the well-being and safety of employees in the workplace. [251.434.6770](tel:251.434.6770) [occupationalhc.com](http://occupationalhc.com)
- **Southern Rapid Care** - A walk-in healthcare clinic that serves Gulf Shores, Orange Beach, Foley and Perdido residents. [251.974.2273](tel:251.974.2273) [southernrapidcare.com](http://southernrapidcare.com)
- **Springhill Physician Practices** - Specializes in family medicine, sleep medicine, pain management, OB/GYN services, women's health and internal medicine. [251.410.4001](tel:251.410.4001) [springhillmedicalcenter.com](http://springhillmedicalcenter.com)
- **Victory Health Partners** - Provides affordable, quality healthcare to the thousands of uninsured adults in the Gulf Coast community. [251.460.0999](tel:251.460.0999) [victoryhealth.org](http://victoryhealth.org)

## MENTAL HEALTH INFORMATION AND TREATMENT CENTER, COUNSELORS

- **AltaPointe Health** - Oversees a community-based system of mental health, substance abuse and developmental disability services. [251.450.5901](tel:251.450.5901) [altapointe.org](http://altapointe.org)
- **National Alliance on Mental Illness/NAMI Mobile** - Works to educate, advocate, listen and lead to improve the lives of people with mental illness and their loved ones. [251.461.3460](tel:251.461.3460) [namimobile.org](http://namimobile.org)
- **The Nook Counseling Services LLC** - Provides clinical counseling for adults, children/adolescents, couples, and families experiencing distress related to anxiety, depression and more. [251.219.8607](tel:251.219.8607) [nookcounseling.com](http://nookcounseling.com)

## PHARMACIES

- **Compound Pharmaceutical Technologies** - A compounding pharmacy focused on dermatology. [251.626.2820](tel:251.626.2820) [cptinc.org](http://cptinc.org)
- **Ozanam Charitable Pharmacy** - A 501(c)3 nonprofit pharmacy that provides free medication to uninsured patients in Mobile, Baldwin, Washington and Escambia Counties. It focuses primarily on maintenance medications for chronic illnesses. [251.432.4111](tel:251.432.4111) [ozanampharmacy.org](http://ozanampharmacy.org)

- **Royal Pharmacy** - A full-service pharmacy located in downtown Mobile. [251.277.8990](tel:251.277.8990)

## PHYSICIAN/SURGEON GROUPS

- **Alabama Orthopaedic Clinic PC** - Specializes in orthopedic surgery and physical therapy. [251.410.3600](tel:251.410.3600) [alortho.com](http://alortho.com)
- **Bay Area Physicians for Women** - Practice specializing in obstetrics, gynecology and surgery. [251.344.5900](tel:251.344.5900) [bayareaobgyn.com](http://bayareaobgyn.com)
- **Bay Area Plastic Surgery Associates** - Offers cosmetic, plastic and reconstructive surgery. [251.471.3211](tel:251.471.3211) [chuckdyasplasticsurgery.com](http://chuckdyasplasticsurgery.com)
- **Cardiology Associates** - Offers vascular care and heart treatments including pediatric cardiology, heart rhythm disorders and congestive heart failure. [251.340.6859](tel:251.340.6859) [cardassoc.com](http://cardassoc.com)
- **Children's Medical Group PA** - Specializes in the highest quality of care to children and their families. [251.639.1300](tel:251.639.1300) [cmgdoctors.com](http://cmgdoctors.com)
- **Coastal Neurological Institute** - A group practice specializing in neurology, neurological surgery and psychiatry. [251.450.3700](tel:251.450.3700) [whycni.com](http://whycni.com)
- **Mobile Heart Specialists** - Specializes in cardiology and nursing (nurse practitioner). [251.433.4700](tel:251.433.4700) [mobheart.com](http://mobheart.com)
- **Mobile OB-GYN** - Provides a comprehensive range of gynecologic and obstetric screening and diagnostic procedures. [251.633.0793](tel:251.633.0793) [mobileobgyn.com](http://mobileobgyn.com)
- **Outlaw Plastic Surgery** - Specializes in cosmetic and reconstructive surgery of the face, breast and body. [251.414.1333](tel:251.414.1333) [outlawplasticsurgery.com](http://outlawplasticsurgery.com)
- **Pediatric Associates of Mobile PA** - Provides healthcare to children. [251.344.1502](tel:251.344.1502) [pediatricassociatesofmobile.com](http://pediatricassociatesofmobile.com)
- **Premier Medical Group** - Eye, ear, nose and throat specialists. [251.341.3368](tel:251.341.3368) [premiermedicalgrp.com](http://premiermedicalgrp.com)
- **Radiology Associates of Mobile PC** - Specializes in diagnostic radiology and vascular and interventional radiology. [251.343.0040](tel:251.343.0040)
- **Southern Cancer Center** - Provides patients with cancer specialists to help them through treatments. [251.625.6896](tel:251.625.6896) [southerncancercenter.com](http://southerncancercenter.com)
- **Sunrise Dermatology** - Offers the latest in medical, surgical and cosmetic dermatology. [251.289.1786](tel:251.289.1786) [sunrisedem.com](http://sunrisedem.com)

- **The Center for Reproductive Medicine** - Provides patients with infertility and reproductive endocrine care. [251.438.4200](tel:251.438.4200) [infertilityalabama.com](http://infertilityalabama.com)
- **The Orthopaedic Group PC** - Specializes in orthopedic surgery and physical therapy. [251.476.5050](tel:251.476.5050) [theorthogroup.com](http://theorthogroup.com)
- **Urology & Oncology Specialists PC** - Combines the skills of urologists and radiation therapy oncologists into one group. [251.343.9090](tel:251.343.9090) [uospc.com](http://uospc.com)
- **Crowne Health Care of Springhill** - Provides professional therapy services to help residents reach their full potential to return home stronger and better. [251.304.3000](tel:251.304.3000) [crownehealthcare.com](http://crownehealthcare.com)
- **Goodwill Easterseals of the Gulf Coast** - Committed to the comprehensive health and wellness of the more than 1.4 million people it serves each year. [251.471.1581](tel:251.471.1581) [gesgc.org](http://gesgc.org)
- **North Mobile Nursing & Rehabilitation Center** - Serves the community's long-term care and rehabilitation needs. The center is both Medicare and Medicaid certified. [251.452.0996](tel:251.452.0996) [northmobilerehabcenter.com](http://northmobilerehabcenter.com)

## REHABILITATION SERVICES

- **American Autism & Rehabilitation Center** - Offers speech, physical and occupational therapy. [251.210.1632](tel:251.210.1632) [www.americanautismcenter.com](http://www.americanautismcenter.com)
- **Autism2Ability Inc.** - Develops and administers programs for families with special needs children. [251.432.3552](tel:251.432.3552) [autism2ability.com](http://autism2ability.com)
- **Crowne Health Care of Mobile** - Provides long-term care, rehabilitative services and memory care. [251.473.8684](tel:251.473.8684) [chcmobile.com](http://chcmobile.com)

## SENIOR CITIZEN SERVICES

- **Mercy LIFE of Alabama** - A PACE program of all-inclusive care for the elderly. [251.287.8420](tel:251.287.8420) [mercylifeal.com](http://mercylifeal.com)
- **VIA Health** - Fitness and enrichment center for seniors. [251.478.3311](tel:251.478.3311) [viamobile.org](http://viamobile.org)

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Source: The *Barron's* "Top 1,200 Financial Advisors" list, March 13, 2020. The *Barron's* "Top 1,200 Financial Advisors" ranking considered advisors with a minimum of seven years financial services experience and have been employed at their current firm for at least one year. This is a list of the top advisors in each state, with the number of ranking spots determined by each state's population and wealth. Other quantitative and qualitative measures include assets under management, revenues generated by advisors for their firms, and the quality of the advisors' practices, regulatory records, internal company documents, and 100-plus points of data provided by the advisors themselves. Rankings and recognition from *Barron's* are no guarantee of future investment success and do not ensure that a current or prospective client will experience a higher level of performance results, and such rankings should not be construed as an endorsement of the advisor. *Barron's* is a trademark of Dow Jones & Company, Inc. All rights reserved.

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# TOP CAREERS IN HEALTHCARE

Healthcare remains one of Mobile's top industries for job growth. The sector continues to develop in the area thanks to the health systems, teaching hospital, medical school and various health-related degrees offered.

In Mobile, "With more than 14 percent of the local population working in healthcare, it's no wonder there are so many diverse professions within the industry," says **Cheryl Nicholls**, the Mobile Area Chamber's director of education and workforce development.

"The Chamber not only works with local hospitals and healthcare facilities to encourage our local workforce, our students, into thinking about these professions, we also promote the industry."

Below are the national top careers according to the Bureau of Labor Statistics Outlook Handbook based on salary, flexibility and return on investments. All salary information is from the Alabama Hospital Association, the Alabama Labor Market Information and JobsEQ ([chmuraecon.com/jobseq](http://chmuraecon.com/jobseq)).

**HEALTHCARE  
IS MOBILE'S  
LARGEST INDUSTRY**



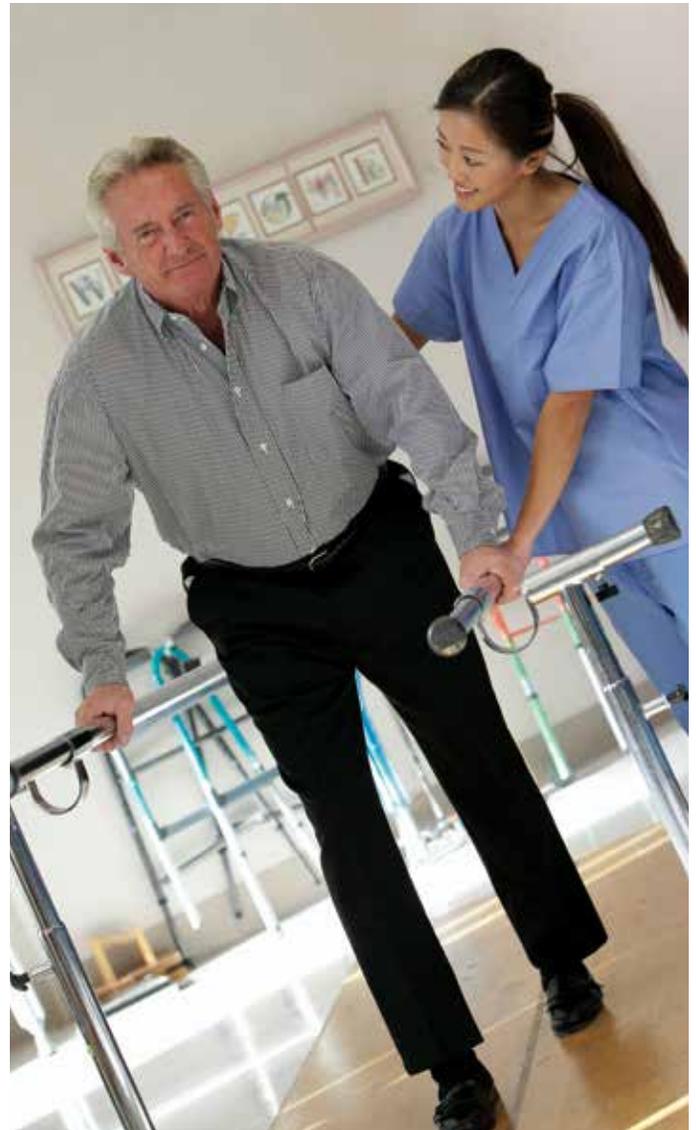
## PHYSICAL THERAPIST

Physical therapy tops this health career list. It is a lucrative position with tremendous growth expected, and it also offers a relatively flexible and comfortable lifestyle. Unlike some other health professionals, physical therapists are often able to make their own hours and choose their clients, and they are more likely to be self-employed.

Physical therapists help patients improve mobility, relieve pain and prevent or limit permanent physical disabilities of patients suffering from injuries or disease.

**Salary Range:** \$64,600 to \$108,000

**Education/Professional Requirements:** Most programs require a bachelor's degree prior to admission into the professional doctorate program and passing a certification exam. To practice, students must earn a physical therapist degree from a CAPTE- accredited (Commission on Accreditation in Physical Therapy Education) physical therapist education program and pass a state licensure exam.



## DENTAL HYGIENIST

Prior to COVID-19, dental hygienist jobs were expected to increase by 11 percent.

Dental hygienists perform routine dental cleanings by removing soft and hard deposits from teeth, take dental X-rays, examine patients' teeth and gums, and record the presence of diseases or abnormalities. When needed, hygienists perform deep scaling and cleaning of the gums and tooth surfaces beneath the gum line in patients with gum disease.

**Salary Range:** \$35,800 to \$52,400

**Education/Professional Requirements:** An associate's degree is required for practice in a private dental office. A bachelor's or master's degree is usually required for research, teaching or clinical practice in public or school health programs. Dental hygienists must be licensed by the state in which they practice.

## NURSE PRACTITIONER

In many states, including Alabama, nurse practitioners are licensed to do much of what physicians can do. As the demand for healthcare services increases over the next decade, the demand for nurse practitioners is expected to increase 26 percent.

Nurse practitioners are registered professional nurses who function in an advanced nursing practice role and a delegated medical role. They have additional knowledge and skills in an advanced nursing practice specialty and collaborate with physicians to deliver medical care.

**Salary Range:** \$62,100 to \$95,800

**Education/Professional Requirements:** An applicant for a license to practice as a nurse practitioner must be a registered nurse, complete an approved advanced registered nurse practitioner program through a master's or doctoral degree and pass a national certifying exam.

 **850**  
**PHYSICIANS**  
**AND 160 DENTISTS**



## PHYSICIAN ASSISTANT

Not to be confused with medical assistants, physician assistants are highly trained health workers with advanced degrees who work closely with medical doctors to diagnose and treat illness.

Physician assistants (PAs) are licensed healthcare practitioners who provide medical services traditionally performed only by a physician. They are licensed to practice medicine under the supervision of a physician as part of the PA/physician team and make independent medical decisions. PAs take medical histories, perform physical exams, order and analyze diagnostic data, develop treatment plans, prescribe medications and provide patient education.

**Salary Range:** \$49,400 to \$98,400

**Education/Professional Requirements:** All PA programs offer a master's degree. PA students must complete an accredited formal program, found in allied health schools and four-year universities. They generally last two years and require previous college credits and some healthcare work experience for admission. Students obtain supervised clinical training by rotating through several specialty areas. Graduates may achieve licensure by passing the Physician Assistant National Certifying Examination.

## PHYSICIAN

Becoming a physician carries a great deal of prestige and requires a significant investment of time and financial resources.

Physicians examine patients, obtain medical histories and order, perform and interpret diagnostic tests. They diagnose illnesses and prescribe and administer treatment for people suffering from injury or disease. These professionals may practice general medicine or focus on one of more than 30 specialty areas. Pediatricians, general and family practitioners and general internists are often called primary care physicians since they are the first health professionals patients usually consult.

**Salary Range:** \$72,300 to \$263,700

**Education/Professional Requirements:** Physicians typically complete four years of undergraduate school and four years at an accredited medical school, followed by at least three years of paid on-the-job training known as a residency. Depending on specialization, residencies last up to eight years. All physicians apply for state licensure (a requirement for residency as well) and must pass a series of standard exams. Certification is granted by the American Board of Medical Specialists or the American Osteopathic Association. To be licensed, a person must be a graduate of an accredited college of medicine, have at least one year of graduate medical education and pass a series of exams.



## REGISTERED NURSE

As of 2018, there are over three million registered nurse jobs in the United States, and that number is expected to swell 12 percent through the year 2028.

Nurses participate in patient care evaluation, discharge planning and patient education. The nurse is responsible for assisting the patient in lifestyle changes and promoting self-care for patients with chronic self-limiting health concerns. Today's nurse operates and interprets intricate life-saving equipment and understands, administers and evaluates the effects of a wide range of medications.

**Salary Range:** \$44,800 to \$64,100

**Education/Professional Requirements:** Students may complete an associate degree in nursing (ADN) from a two-year community college or a bachelor's degree in nursing (BSN) from a four-year university. Once students have successfully completed the nursing program, they are eligible to take the National Certification Licensure Exam to become a registered nurse. Increasingly, hospitals are requiring a bachelor's degree for supervisory positions.



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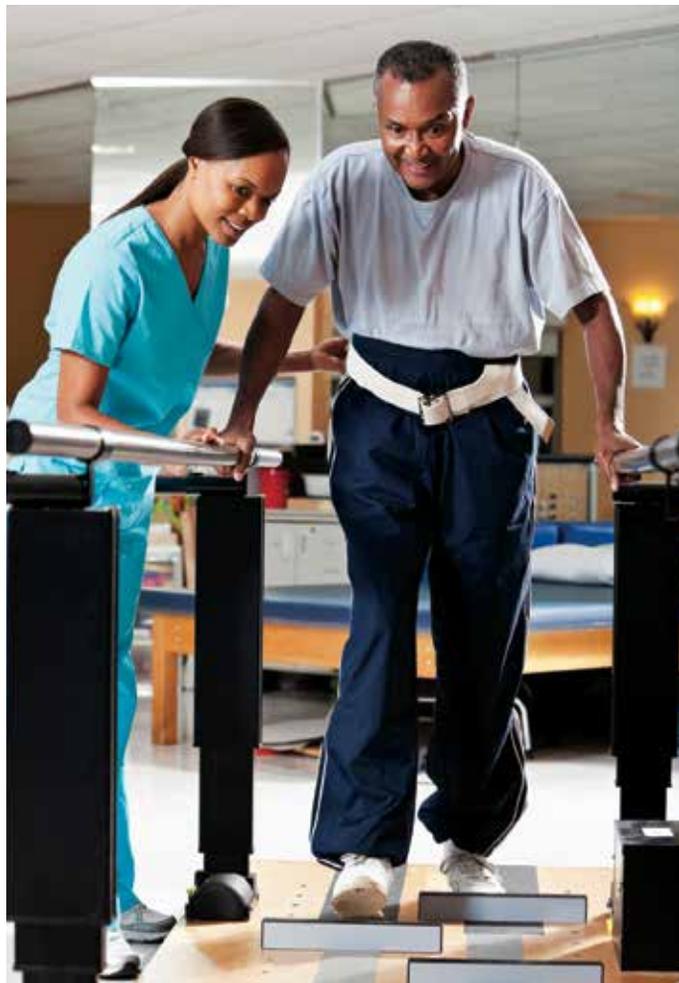
## OCCUPATIONAL THERAPIST

The U.S. Bureau of Labor Statistics noted the demand for occupational therapists is expected to grow 18 percent by the year 2028.

Occupational therapists not only help patients improve basic motor functions and reasoning abilities, but also help them adjust to permanent loss of function (such as people who become paralyzed). The goal of these professionals is to help patients have independent, productive and satisfying lifestyles. For those with permanent functional disabilities, such as spinal cord injuries, cerebral palsy or muscular dystrophy, therapists provide such adaptive equipment as wheelchairs, splints and aids for eating and dressing.

**Salary Range:** \$58,700 to \$92,900

**Education/Professional Requirements:** A master's degree is required to practice as an occupational therapist, and all states require graduates to complete six months of supervised fieldwork and pass a national certification exam. A bachelor's degree is required to be admitted to an occupational therapy program, and most schools require applicants to complete a number of observatory hours with an occupational therapist prior to program application.



## HOME HEALTH AIDE

Home health aides assist patients in the comfort of the patient's home, and while doing so enjoy a wide-open employment market with a projected 41 percent growth rate.

Expected duties of a home care aide may include caring for patients who are physically or mentally ill, confined to home or residential care facilities. Home care aides work under the supervision of a nurse and work closely with family members to provide the needed care. Both men and women are sought after as home health aides. It is one of the top 10 occupations showing large job growth, according to the Bureau of Labor Statistics.

**Salary Range:** \$16,800 to \$22,300

**Education/Professional Requirements:** Home health aides have differing requirements, depending on employment circumstances. Requirements may include training and examination. Prospective health aides have the option of enrolling in short formal programs that may provide preparation for a relevant certification such as the National Healthcareer Association's Certified Patient Care Technician/Assistant (CPCT/A). A CPCT/A candidate will need formal training or recent work experience.

## DIAGNOSTIC MEDICAL SONOGRAPHER

Diagnostic medical sonographers work closely with physicians but do not require nearly as much training. This profession is expected to grow 19 percent through 2028.

Diagnostic medical sonographers are ultrasound professionals, qualified through professional credentials and clinical experience, who offer patients diagnostic imaging services. Most people think of pregnancies when they consider sonography, but their duties go far beyond just one aspect in diagnostic imaging. Diagnostic imaging involves sound waves that are used to generate images, which allow assessment and diagnosis of different medical conditions.

**Salary Range:** \$32,600 to \$61,300

**Education/Professional Requirements:** An associate's or bachelor's degree is typically required of a diagnostic medical sonographer. Students also have the option to graduate with a degree in a related field, pursue a certificate program in diagnostic medical sonography, then receive on-the-job training.

## LICENSED PRACTICAL OR LICENSED VOCATIONAL NURSE

It's no secret that the demand for all types of nurses is high, with the shortage sometimes referred to as a crisis. In response, the demand for licensed practical and vocational nurses is expected to climb, with nearly 78,100 more jobs being added between 2018 and 2028.

Licensed practical nurses (LPN) care for the sick, injured, convalescing and handicapped under the direction of physicians and registered nurses. Most LPNs provide basic bedside care and take vital signs such as temperature, blood pressure, pulse and respiration.

**Salary Range:** \$27,900 to \$43,900

**Education/Professional Requirements:** Less than two years of training is required. An applicant for a licensed professional nurse must complete high school or the equivalent, complete an approved program of practical nursing through a community college or vocational school and pass the NCLEX-PN exam.

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coastalalabama.edu

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faulkner.edu

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251.344.1203  
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251.380.4000  
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## JAMES HARTMAN

### PREMIER MEDICAL GROUP

**James Hartman** has been CEO of Premier Medical Group since 2010, having previously served as its chief financial officer. Prior to joining Premier, Hartman was vice president of finance for Midtown Restaurants Corp. He spent the first 10 years of his professional career in public accounting with Smith, Dukes & Buckalew, and was admitted as a partner in 1993. He is a CPA licensed in Alabama and Florida and is also a Certified Ophthalmic Executive. He is the past president of the National Board of Certified Ophthalmic Executives and served on the board of the American Society of Ophthalmic Administrators. Hartman has served as state president of the Coastal Conservation Association, president of the Mobile Chapter of the Auburn Alumni Association and president of the Mobile Chapter of the Medical Group Management Association. He currently serves on the advisory board for the Dauphin Island Sea Lab Foundation and is chairman of the local advisory board for Truist Bank.



## MIKE PIVER

### ALABAMA ORTHOPAEDIC CLINIC PC

**Mike Piver** serves as the CEO of Alabama Orthopaedic Clinic PC, a 20-physician orthopedic group, and administrator of Gulf Coast Surgical Partners LLC, an ambulatory surgery center with four operating rooms and two procedure rooms. Prior to arriving in July 2019, Piver was the associate vice president of orthopedics for HonorHealth, located in Scottsdale, Ariz., where he was responsible for creating one of the largest orthopedic co-management agreements in the country with 93 orthopedic and spine surgeons.

## TUERK SCHLESINGER

### ALTAPOINTE HEALTH

**Tuerk Schlesinger** is the CEO of AltaPointe Health, where he has served for 22 years. Based in Mobile, AltaPointe is a comprehensive health and human services organization that provides behavioral and primary healthcare to people living with mental illness, intellectual disabilities and substance-use disorder across a seven-county area. In 2017, Schlesinger spearheaded the launch of Accordia Health, AltaPointe's division of primary care. He then helped create Accordia Health & Wellness, an employee-centered clinic offering high-quality primary healthcare by board-certified clinicians at a reduced rate for employees and their families covered by AltaPointe's health insurance plan. Under Schlesinger's leadership, the organization has grown from employing 277 to 1,600 and from serving an average of 7,000 individuals each year to more than 35,000 in 2019.





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# CHAMBER AT WORK

## EQUAL OPPORTUNITIES FOR BUSINESSES

The Chamber joined 425 chambers and trade associations across the country in becoming national partners in the U.S. Chamber of Commerce's Equality of Opportunity Initiative. This summit brought together private and public sectors to discuss solutions to some of the underlying challenges driving inequality of opportunity in four critical areas: education, employment, entrepreneurship and the criminal justice system.

## CHAMBER HOSTS ENERGY TASK FORCE

The Chamber's community and governmental affairs department hosted its Energy Task Force via Zoom to discuss the City of Mobile's proposed new zoning regulations – the Unified Development Code. Members were briefed on the details of the proposed regulations and the potential implications on business and industry.

## PLANNING A VISIT FROM THE NETHERLANDS

**DELEGATION** The Chamber's international business team hosted a call with the deputy consul general of The Netherlands regarding Mobile's economic status and to plan a potential visit by the consul general and deputy consul general to Mobile in the fall.

## VIDEO PROJECTS TO PROMOTE EVENT

**SPONSORSHIPS** The Chamber's communications and marketing team and membership department collaborated on a series of five videos to promote selling Chamber event sponsorships. The videos ran on the Chamber's social media channels throughout the Chamber Chase campaign.

## MEMBER RIBBON CUTTINGS AND GRAND

**OPENINGS** Chamber staff and Ambassadors helped cut the ribbon and celebrate the grand opening at Yummi Crab, a new restaurant located at 840 Montlimar Dr. For more information on how the Chamber can help with your upcoming ribbon-cutting event, contact Dawn Rencher at 251.431.8649 or [drencher@mobilechamber.com](mailto:drencher@mobilechamber.com).

## NEW BOARD OF ADVISORS MEMBERS NAMED

The Chamber announced Lane Advisors and TC Boiler as new Board of Advisors members, bringing the number to 260. To learn more about this group of influential members, contact Shelly Mattingly at 251.431.8655 or [smattingly@mobilechamber.com](mailto:smattingly@mobilechamber.com).

## GROWTH ALLIANCE TASK FORCE MEETS

The Chamber's Growth Alliance Task Force, whose mission is to enhance awareness and promote the growth of minority-owned businesses, met virtually in June with more than 25 people in attendance. Michael Brooks, associate director of the Alabama Small Business Development Center, gave an update on the CARES Act legislation and the status of the PPP loan forgiveness plan.

## AUBURN STUDENT INTERNS AT CHAMBER

Margaret Carey, a senior public relations major at Auburn University, worked with the Chamber's communications and marketing team over the summer. Her work includes a six-video series and social media plan to promote Chamber Chase event sponsorships, writing for the *Business View* and assisting with several event productions.

## VIDEO PROJECT FOR MEMBERSHIP RENEWALS

The Chamber created a short video to send to members whose renewals are due. Thank You for Choosing the Chamber features a variety of Chamber staffers talking about the investment they made in their business and the community, as well as how the Chamber works for them.

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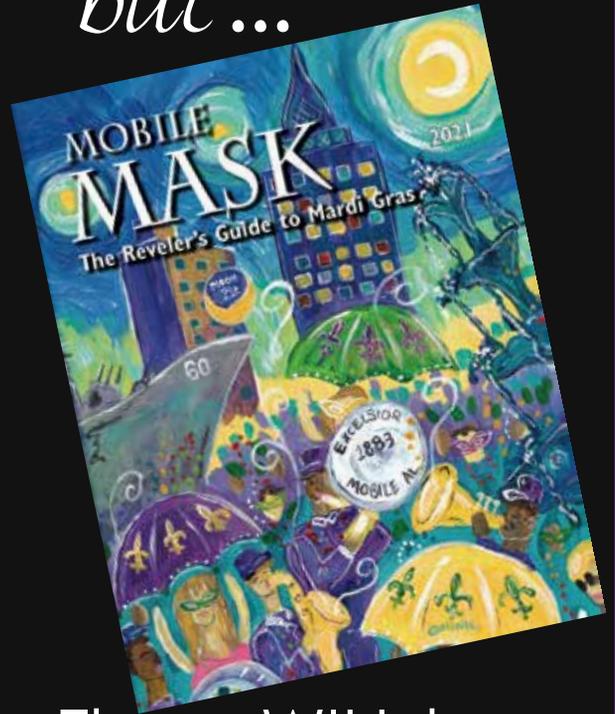


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# SEPTEMBER 2020

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*Note: Watch the Mobile Area Chamber's website, [mobilechamber.com/events](http://mobilechamber.com/events), and our social media channels for updates as we balance in-person and virtual events.*

## 3 VIRTUAL STATE OF THE CITY AND COUNTY

Join Mobile County Commission President Jerry Carl and City of Mobile Mayor Sandy Stimpson as they discuss the state of the city and county at this annual event hosted by the Mobile Area Chamber.

**When:** Noon to 1:30 p.m.

### VIA ZOOM

**Cost:** \$15 per person or \$25 for potential members

**Contact:** Mallory Tyson at 251.431.8621 or [mtyson@mobilechamber.com](mailto:mtyson@mobilechamber.com)

*RSVP required for a password protected meeting code*

**Sponsors:** AT&T, Austal USA, Blue Cross & Blue Shield of Alabama, Express Employment Professionals, Infirmary Health, Mobile Area Water & Sewer System, Renasant Bank, Southern Earth Sciences, Spire, The Stewart Lodges

## 9 NETWORKING@NOON

*\*Members only; one representative per company*

Make 20+ business contacts in one hour over lunch.

**When:** Noon to 1 p.m.

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

**Cost:** \$10 and must be paid with reservation

**Contact:** Dawn Rencher at 251.431.8649 or [drencher@mobilechamber.com](mailto:drencher@mobilechamber.com)

**Sponsors:** Firehouse Subs and Keesler Federal Credit Union

## 15 VIRTUAL EXECUTIVE ROUNDTABLE

**VIA ZOOM:** A monthly forum exclusively for Chamber-member small business owners and managers featuring speakers on important business topics.

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

**Speaker:** Chris Curry, president, Mobile Airport Authority

**Topic:** Update on the Metro Aeroplex and Airport Projects

**Contact:** Brenda Rembert at 251.431.8607 or [brembert@mobilechamber.com](mailto:brembert@mobilechamber.com)

*RSVP required for secure ZOOM meeting code*

**Sponsor:** BancorpSouth



The Mobile Area Chamber was awarded the U.S. Chamber of Commerce's highest designation. Of the 6,936 chambers in the U.S., only 3 percent achieved five-star distinction.

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## THANK YOU TO THE SPONSORS OF OUR SEPTEMBER EVENTS



## WHO'S NEW

McFadden Engineering Promotes  
Newton to Firm Partner

Newton

McFadden Engineering announced **Brad Newton** as a new partner at the firm. Newton earned a bachelor's degree in civil engineering from the University of South Alabama. He has more than 20 years with the company.

## Hibbard, Menefee Join New USA Clinic

**Nina Jo Hibbard** and **Dr. Judson Menefee** are providers at the new USA Health Endocrine & Diabetes clinic in Baldwin County. Hibbard, a nurse practitioner, earned a master's degree in nursing from Auburn University and is board certified by the American Academy of Nurse Practitioners.

Menefee, an endocrinologist, earned a medical degree from the University of Texas Southwestern Medical School in Dallas. He completed residency training in internal medicine at the University of Alabama at Birmingham, followed by a fellowship in endocrinology at Vanderbilt University Medical Center in Nashville.

William Grete to Lead Legal Effort for  
USA Health

Grete

The healthcare practice leader.

**William Grete** of Jackson, Miss., joins USA Health as the health system's senior in-house legal counsel executive. Grete comes to USA Health from Brunini, Grantham, Grower and Hewes PLLC, where he was a partner and

Naval Aviation Museum Foundation  
Names New CEO

Cozad

after serving as the commander of the Naval Education and Training Command (NETC) at NAS Pensacola. Before taking command at NETC, Cozad commanded a squadron, wing and reconnaissance group. He also served as senior director of the White House Situation Room and led Joint Task Force Guantanamo. Cozad served 35 years in the military.

The Naval Aviation Museum Foundation announced Rear Adm. **Kyle Cozad USN (Ret.)** as its new CEO.

Cozad becomes president and CEO of the foundation

## Wilkins Miller Hires Ernster

Wilkins Miller LLC accounting and advisory



Ernster

firm added **Sue Ernster** to its outsourced accounting service team as an accounting specialist. She brings experience in accounting services from a variety of industries, including medical and retail. Ernster graduated from Ottawa University in Brookfield, Wis., with a bachelor's degree in business administration.

White-Spunner Realty Announces  
New Hire

White-Spunner Realty announced **Katherine**



White-Spunner

**White-Spunner** joined the firm as a business analyst.

Roberts Brothers  
Welcomes New Agents

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Preston

Elkartabani,  
Dylan Schmitz,

**Mark Preston** and **Lolita Elkartabani** are new agents with Roberts Brothers.

## BUSINESS ENDEAVORS

## USA Health Opens New Clinic

**USA Health** is expanding to better serve its endocrinology and diabetes patients in Baldwin County with the opening of the USA Health Endocrine & Diabetes clinic located at 28260 U.S. Hwy. 98, Suite B, in Daphne.

USA Health MCI Continues to Make  
Progress

Breakthrough technology, made possible through a grant award from the U.S. Army, is providing researchers at **USA Health Mitchell Cancer Institute** a more precise understanding of how cancer cells grow with an instrument called the Seahorse XFe96 Analyzer. The instrument is used to monitor metabolic changes and mitochondrial functions of cells in patients and will enable researchers to further explore potential new strategies for cancer treatment.

## iBERIABANK Completes Merger

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**iBERIABANK Corp.** and First Horizon National Corp. completed a merger. The new entity will be headquartered in Memphis, and operate under the First Horizon name. Clients will continue to be served through their respective **First Horizon** or **iBERIABANK** branches, websites, mobile apps, financial advisors and relationship managers until systems are integrated – a move expected by mid-2021.

### More News for Austal USA

The U.S. Department of Defense released details on a \$50 million agreement with **Austal USA**, granted through the CARES Act. Officials at Austal's Australian headquarters say the company will most likely match that investment, and the agreement will maintain, protect and expand U.S. domestic production of steel shipbuilding capability and capacity through capital projects that will be executed over the next 24 months.

In other news, the company was awarded a \$43.36 million modification U.S. Department of Defense contract for post delivery services to its LCS.

### Mobile Bay National Estuary Program Releases Short Film

The **Mobile Bay National Estuary Program** capped off a year of intensive research with the release of the short film: *The Unintended Consequences of Convenience: The Story of Coal Ash in Alabama*. The film details the two EPA's Coal Combustion Residuals-approved closure options of Alabama Power's plan to close-in-place the 597-acre Plant Barry coal ash pond to help inform community understanding of the plan.

### Mobile Airport Authority Receives Grant

The **Mobile Airport Authority** announced it will receive an additional \$3 million Federal Aviation Administration grant to the Mobile Downtown Airport to rehabilitate an apron, the area where aircraft are parked, unloaded or loaded. It was one of 16 airports in Alabama to receive improvement grants through the CARES Act of 2020, which is in addition to the more than \$23 million in grants previously announced in the past two months, as a result of the CARES Act.

## WELL DONE

### Abe Harper Selected to Governor's Innovate Alabama Board



Harper

**Abe Harper with Harper Technologies** was named to Gov. Kay Ivey's first statewide commission on entrepreneurship and innovation, known as **Innovate Alabama**. It is a platform to engage policymakers, exchange ideas and identify policies that promote innovation.

### Wilkins Miller Staffers Earn CPA Status



Kline



Murray

**Wilkins Miller LLC** accounting and advisory firm announced **Bradly Kline** and **Ben**

**Murray** successfully completed and passed the Uniform Certified Public Accountant (CPA) examination. Kline graduated cum laude with a bachelor's degree in business administration focused on accounting from the University of South Alabama and has over 10 years of experience in the accounting and restaurant management industries. Murray earned a bachelor of accountancy from the University of Mississippi and a master's of accounting from the University of South Alabama.

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 first and 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)



## FEATURE PHOTOGRAPHER TONI RIALES

Toni Riales is a commercial photographer with a studio located in Mobile. After starting out in radio, she became a fashion photographer who now has 20 years of professional photography experience. She works with local, regional and national magazines for fashion editorial; shoots commercial, food and product photography for small and large businesses; and creates portfolios for modeling agencies across the country. Her work has been featured in magazines including *Mobile Bay*, *Cliché Los Angeles*, *Fashion Chicago*, *EnVie Tokyo* and *Vogue Italia*, as well as numerous others. Toni's work is featured on the cover, as well as in the story on page 9 and the Small Business of the Month story on page 24. To see more of Riales' portfolio, visit [toniriales.com](http://toniriales.com).

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priorityresponseusa.com  
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Mobile, AL 36619  
251.550.2319  
profireservices.com  
*Fire Protection Equipment*

**RED SQUARE AGENCY**

Rich Sullivan  
54 St. Emanuel St.  
Mobile, AL 36602  
251.476.1283  
rsq.com  
*Advertising Agency*

**SHORELINE EVENTS INC.**

Quell Solomon  
917 Western America Cir.  
Mobile, AL 36609  
205.719.9611  
shorelineeventsinc.com  
*Marketing*

**SIGNAL 88 SECURITY**

Justin Farmer  
P.O. Box 850322  
Mobile, AL 36685  
251.263.2255  
Signal88.com  
*Security Guard/Patrol Service*

**SOUTHERN GLOW**

Katie Aloï  
1151 Hillcrest Rd., Ste. E  
Mobile, AL 36695  
251.263.2044  
Southernglowtans.com  
*Tanning Salon*

**WILLIAMS APPRAISAL**

John Williams  
P.O. Box 81353  
Mobile, AL 36689  
251.709.9911  
*Real Estate Appraisers*

**WIND CLAN CONSTRUCTION CO.**

Kelli Williams  
765 S. Conception St.  
Mobile, AL 36605  
205.332.2530  
windclanconstruction.com  
*Construction*

As of 7/31/2020

Know a company interested in benefiting from Chamber membership? Contact Jackie Hecker at 251.431.8642 or [jhecker@mobilechamber.com](mailto:jhecker@mobilechamber.com). Also, find a membership directory at [web.mobilechamber.com/search](http://web.mobilechamber.com/search).



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