

NOVEMBER 2013

the Mobile Area Chamber of Commerce  
**business**

VIEW

**\$500M**  
*to be*  
**Invested**  
*in Mobile*

**Volunteers**  
**Raise**  
**\$1.55 M**

*Pledge to*  
**Shop**  
**Local**





# PERSONALIZED SOLUTIONS. PERSONAL SERVICE.

**Introducing C Spire Business Solutions.** C Spire has greatly expanded our portfolio of communications solutions for business to include Wireless, Phone and Internet. To ensure that you get the most out of this new portfolio of options, we have deployed dedicated teams who live and work near you so they can not only help you quickly, but also understand your business, your market and your challenges.

All trademarks and service marks are the property of their respective owners.  
©2013 C Spire Business Solutions. All rights reserved.

PHONE




IPVoice

WIRELESS



4G LTE

INTERNET



FIBER

**Save 10%** on IP Voice Phone System when you sign up for Wireless.

## Cover

It's a holiday version of Made in Mobile as this issue features just a few things made locally by Mobile Area Chamber members. On the cover is Susan Stanfield owner/designer of SugarLots, a west Mobile mini mall-type gift shop full of homemade crafts and gifts. See pages 17-19 for story. Photo by Jeff Tesney Photography.

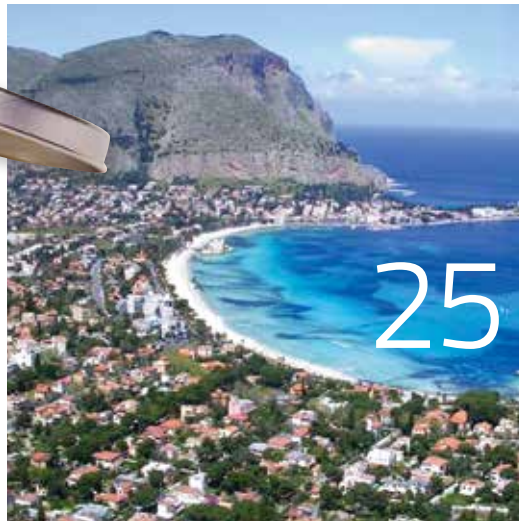


# the Mobile Area Chamber of Commerce business VIEW

- 4-5** News You Can Use
- 7** Restoring Three Mile Creek
- 8** Veterans Day Events
- 10** Small Business of the Month: BES Inc.
- 12-15** Volunteers Raise \$1.55M
- 17-19** Think Before You Click, Shopping Local Impacts All of Us
- 21-22** Chamber@Work
- 21** Ambassador of the Month: Kim Garrett
- 22** Board of Advisors
- 22** Business Spotlight of the Month: Hampton Inn & Suites
- 24** Emily McGrath Named Project Coordinator
- 25** Chamber Offers Trip to Sicily
- 26** How Veterans Can Put Their Small Business in the Spotlight
- 27** Economic Indicators
- 28** Investor Focus: Delaney Development
- 31** Calendar
- 32-33** Member News
- 34** New Members
- 35** Anniversaries



17



25



8

22

**the business VIEW** is published monthly, except for the combined issue of December/January, by the Mobile Area Chamber of Commerce  
451 Government St. Mobile, AL 36602 251-433-6951  
www.mobilechamber.com ©2013

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

**Additional Writers and Editors**

Shayla Beaco, Ashley Horn, Susan Rak-Blanchard, Carolyn Wilson

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

# Bayer CropScience Selects Mobile for \$500 Million Project

**A \$500 million investment by Bayer CropScience at Evonik's south Mobile County plant was recently announced.**

The project, a production facility for an herbicide glufosinate-ammonium, marketed in the U.S. under the brand name Liberty, is expected to be operational in the fourth quarter of 2015, in time for the 2016 growing season.

The company will manufacture its herbicide using a by-product of Evonik, and the co-location was one of Mobile's advantages in site selection.


Mobile Area Chamber Vice President of Economic Development **Troy Wayman** said the Bayer announcement has been months in the making. Coupled with the massive


capital investment Bayer is bringing to Mobile, Wayman said the company expects to hire 180 workers with average annual wages of \$75,000. The project's location – on the campus of Evonik (Degussa) is a win-win for both companies as Evonik manufactures some of the chemicals going into the herbicide, cutting down on Bayer CropScience's transportation cost.

"With about (\$500 million) earmarked for this new facility, this is the biggest single construction project in the history of Bayer CropScience," said CEO **Liam Condon** at Bayer's annual press conference in Monheim, Germany, in September. He said this new facility will contribute significantly to the company's target of more than doubling global product supply for this important active ingredient.

Condon explained the increased production of Liberty will help to fight weed resistance, a key challenge for

modern agriculture. Demand for this product has grown so much that it is necessitating this expansion. Today, about 50 percent of U.S. farmers have experienced weed resistance on their fields, and the situation is worsening further not only in the United States but also around the world.

As a result of the accelerated investment program, the production volume of key active ingredients for crop protection products is expected to increase significantly. "Many industries today are facing overproduction. At Bayer CropScience, we are in a completely different situation: A growing global population, changing diets and increasing weather volatility are affecting food supply and need to be addressed today," said Condon. 

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



**THE WHEELS  
OF PROGRESS  
ARE TURNING AGAIN.**

## GET YOUR BUSINESS MOVING WITH THE RIGHT LOAN FROM REGIONS.

Thanks to the hard work and commitment of business people like you, things are turning around. Soon enough, you'll be looking to grow. And a loan from Regions can help. Our business loans, lines of credit or leasing options can get your business moving in the right direction while making your banking easier. So partner with Regions, and let's keep moving forward together. Visit a branch, call 1.800.REGIONS or, to see how Regions has helped businesses like yours, visit [regions.com/success](http://regions.com/success).

Loans | Checking | Leasing | Treasury Management

 **REGIONS**  
It's time to expect more.

MEMBER FDIC © 2013 Regions Bank. Checking accounts subject to the terms and conditions of the Regions Deposit Agreement. All loans, lines and leases are subject to credit approval. Leasing solutions are provided through Regions Equipment Finance Corporation and De Lage Landen Financial Services, Inc.

# Merger of Two Real Estate Firms Creates NAI Mobile

What happens when the guys who have leased 65,000 square feet in the RSA Tower, sold 15,000 acres of timberland and helped recruit Publix to Mobile join forces under a national real estate flag?

Allan Cameron and his partners are excited to find out. They have their sights set on achieving the same market share held by the NAI New Orleans affiliate — roughly 40 percent.

Mobile-based real estate firms Peebles & Cameron and Gleason & Roberds merged to form NAI Mobile, a locally owned office of the internationally managed network of real estate companies.

The new firm's partners are John Peebles, Tommy Gleason, Jay Roberds, David Dexter and Cameron.

Each brings a different area of expertise and together they have more than 90 years of commercial and industrial real estate experience. The new full-service firm will offer its customers corporate and consulting services, industrial and retail

representation, development, investment opportunities and marketing.

Their efforts, the team says, will be enhanced by the technology of NAI Global and its name recognition, as well as the resources and experience of its 300-member firm network on five continents. "We can theoretically provide real estate services throughout the world," says Cameron.

Cameron also expects the association with NAI will help the company in its staff recruiting.

NAI first contacted Peebles and Cameron about joining the network based on the company's relationship with another national firm. As the two prepared for the transition, they looked to expand their services and sought out Gleason, Roberds and Dexter.

The NAI Mobile team will move its offices early next year to a 4,000-square-foot space in the historic DeBrier Building at 56 St. Emanuel St.



Two local real estate firms merged to form NAI Mobile. The local office is affiliated with an international network of real estate companies. Pictured in the historic DeBrier's building being restored to share with Red Square in downtown Mobile from left to right is Pete Riehm, Jay Roberds, Tommy Gleason Jr., Allan Cameron Jr., David Dexter and John Peebles.



## Worlds of Opportunity

More than 11,000 eighth graders from Mobile and surrounding counties learned about possible careers at the fourth annual Worlds of Opportunity career expo at the Mobile Civic Center Sept. 25 and 26. A project of the Southwest Alabama Workforce Development Council, and managed by the Mobile Area Chamber, this hands-on expo exposes students to careers available locally and demonstrates what each career involves through an interactive, engaging series of activities. Pictured here are Calloway-Smith Middle School students learning the importance of wearing safety equipment through a series of races in the construction world. ○○

## Red Square Transforms Internally & Externally

Mobile-based Red Square Agency has a transformation underway that will affect both agency operations and from where the agency operates.

CEO and Executive Creative Director Rich Sullivan announced the launch of two new divisions: Red Square Gaming, catering to the casino industry; and RSQ, a project-based digital creative group. The divisions are autonomous, fully staffed and will operate under their brand names.

Sullivan believes specialization is the answer to making his agency stand out among the competition.

"Moving advertising forward starts with blowing up old models and strategically reconstructing better ones — and it begins with us," says Sullivan.

The rebranding of the agency, Red Square Gaming and RSQ will be completed this fall.

Next year brings additional change for Red Square, when the agency moves its headquarters to the DeBrier Building at 54 St. Emanuel St. in downtown Mobile. The new digs will include 15,000 square feet — the majority of it for offices, and amenities such as an auditorium, creative lab, conference room and patio are also part of the restoration.

NAI Mobile, will take the remaining 4,000 square feet for its new offices.

Red Square continues to hire as its client list grows, and currently has approximately 70 employees.

# FOR SHEING

your business's cash flow all in one place.



## Cash Flow Insight<sup>SM</sup> | for the achiever in you<sup>®</sup>

Introducing Cash Flow Insight powered by PNC CFO — an innovative suite of user-friendly online banking tools to help you visualize your business's cash flow, so you can make more informed decisions now, next month and next year. Try it at no cost today\*. Call a Cash Flow Insight Consultant at **855-762-2361**, stop by any PNC branch or go to [pnc.com/cashflowinsight](http://pnc.com/cashflowinsight)

**PNC | CFO<sup>SM</sup>**  
Cash Flow Options



\*Offer requires a PNC Business Checking account and enrollment in PNC Online Banking. Offer valid during your current statement cycle period and two additional statement cycles, which constitutes your free trial period. One free trial period per customer, based on the enrollment date of the first account you enroll in Cash Flow Insight. Your free trial period for all accounts in Cash Flow Insight ends at the same time. At the end of your free trial, you will remain enrolled in Cash Flow Insight and be charged a fee of \$10/month. If you do not want to continue with Cash Flow Insight, you may opt out of the service on your Preferences page within Cash Flow Insight. Beyond the trial period, certain account types have Cash Flow Insight for no additional monthly fee, including Business Enterprise Checking, Industry Solutions Checking and Retail Businesses Checking. Cash Flow Insight and CFO: Cash Flow Options are service marks of The PNC Financial Services Group, Inc. ©2013 The PNC Financial Services Group, Inc. All rights reserved. PNC Bank, National Association. Member FDIC

# Mobile Bay National Estuary Program Leads Efforts to Restore Three Mile Creek

**N**estled in the northernmost reaches of the city of Mobile, Three Mile Creek is a precious environmental jewel that served as the city's lifeline until World War II. The waterway previously served as Mobile's primary source of drinking water for most of the 1900s.

Over time, however, its environmental integrity has been lost due to decades of pollution, coupled with the negative effects of urban growth and development.

Despite its current condition, many envision a restored Three Mile Creek offering endless environmental, recreational and economic opportunities to greatly benefit the entire Mobile region.

The Mobile Bay National Estuary Program (MBNEP), in conjunction with 25 other local, state and federal partners and community leaders, including the Mobile Area Chamber, are working to complete a comprehensive watershed management plan aimed at restoring it to an attractive public access area, encompassing biking and walking trails.

"Three Mile Creek and its watershed provide an extraordinary opportunity to turn what is now a community liability into a community amenity similar to 'river walks' that we see in other communities," said MBNEP Executive Director **Roberta Swann**. "By restoring water quality and expanding recreational amenities along this historic, cultural and environmental resource, Three Mile Creek can become a unique, urban ecotourism destination



*Community leaders envision an attractive public access area with biking and walking trails.*



ultimately benefitting Mobile's overall economy and quality of life."

"Mobile Area Water & Sewer System has always been committed to protecting water resources for future generations," said MAWSS Director **Charles Hyland**.

In addition to MAWSS, this MBNEP initiative received support from the EPA Climate Ready Estuaries Program, the Alabama Department of Conservation and Natural Resources, the Alabama Department of Environmental Management and the Mobile County Commission. These organizations have invested \$250,000 for the initial planning phase. The plan will recommend ways to reduce and prevent trash and litter, improve water quality, provide recreational opportunities and amenities, enhance aesthetics and restore ecological integrity and function to this urban stream.

The Chamber is working with the MBNEP to raise community awareness of

creek restoration efforts. The collective goal is to develop a sustainable community of wise stewards that bring about economic and recreational opportunities throughout the Three Mile Creek watershed.

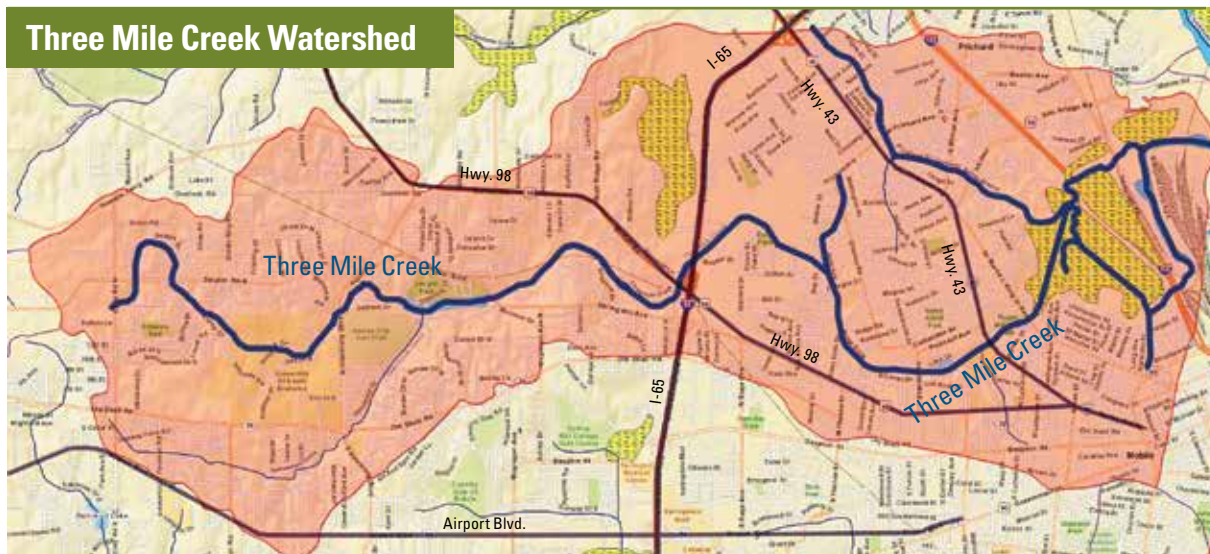
"We are a partner in the MBNEP's upcoming cleanup day in the Toulminville community," said **Shayla Jones Beaco** the Chamber's director of local affairs. An event is slated for Saturday, Nov. 23 at 8 a.m. and is a neighborhood cleanup. It will have a conservation component too, educating residents how trash and other

pollutants are carried from land to our waters. Interested volunteers should contact **Kelley Barfoot** at 251-431-6409 or [kbarfoot@mobilebaynep.com](mailto:kbarfoot@mobilebaynep.com).

## What can my business do to help?

- Include Three Mile Creek information on company literature including website, newsletters and customer materials;
- Incorporate the TMC initiative into your company's community service programs;
- Sponsor environmental education materials for local K-12 schools;
- Sponsor workshops to train volunteers to become water quality monitors;
- Recruit other corporate partners to assist with cleanup events and activities;
- Sponsor TMC trail components including, boat launches, picnic areas, pathways, etc.;
- Donate cleanup materials and supplies; and
- Sponsor operation of water/land trash collecting vehicles – boat could have sponsorship name.

## Three Mile Creek Watershed





Battleship Memorial Park's aircraft pavillion is one of the latest beneficiaries of artist Scott LoBaido, known for his patriotic American flag murals. LoBaido has painted thousands of renditions of the flag, meant to rekindle the country's pride and salute the U.S. military.

The schedule of his local mural was tied to the Sept. 15 Stephen Siller Tunnel to Towers 5K Run/Walk, with event proceeds supporting a specially adapted "smart home" for Jacksonville, Ala. native Sgt. Ben Tomlinson, U.S. Marine, combat veteran.

# Mobile to Celebrate Veterans Day

on Monday, Nov. 11

**T**he Mobile BayArea Veterans Day Commission will honor **James McEachin** as Patriot of the Year and will recognize him and the local Veteran of the Year during its luncheon to be held on Monday, Nov. 11, as part of the city's Veterans Day activities.



**McEachin**

The Veterans Day celebration begins at 10 a.m. with a parade through downtown Mobile. The luncheon is set for noon at Fort Whiting at Brookley Aeroplex. A Freedom Celebration follows the luncheon at 3 p.m. at USS ALABAMA Battleship Memorial Park Pavilion and a concert by the Mobile Pops at 7 p.m. at the park. All events are free to the public except lunch, which is \$18 per person or \$144 for a table of eight. On Sunday, Nov. 10 at 2 p.m., the South Alabama Veterans Council will hold a dedication ceremony for Flags of Glory, a Veterans Day Salute at Mobile Memorial Gardens, 6100 Three Notch Rd. More than 250 full-sized U.S. flags will be on display to honor area Veterans.

McEachin was selected for his bravery and loyalty in the service of his country during the Korean War. In 2003, he was the honored guest at the dedication of the Korean War Veterans Memorial at USS ALABAMA Battleship Park. He received the Distinguished Achievement award from Morgan State University in Baltimore in 2005 and became an Army Reserve Ambassador.

McEachin is a Silver Star, Purple Heart and Combat Infantryman Badge veteran of the Korean War, as well as an accomplished actor and award-winning author. He is perhaps best known for his television roles on "Perry Mason," "Matlock" and "The Rockford Files," in the movie "Play Misty for Me" and as Harry Tenafly in "Tenafly." With "Tenafly," he was the first African-American actor to have his own show on NBC.

## Facts About Mobile's Military Impact

There are more than 71,000 retired Veterans in Southern Alabama.

The city of Mobile has been designated one of America's "Coast Guard Cities."

More than 20,000 Veterans have, or will come back home to Alabama from Middle East combat zones.

The Coast Guard payroll for the Mobile area is more than \$59 million with an economic impact of more than \$82 million.

The U.S. Army Corps of Engineers has more than 1,100 employees working in its Mobile office.

### Fast Facts

**What:** Veterans Day Activities

**When:** Monday, Nov. 11

**Events: Veterans Day Parade**  
10 a.m. - Government Street (free to public)

**Veterans Day Luncheon**  
Noon - Fort Whiting at Brookley Aeroplex

**Freedom Celebration**  
3 p.m. - Battleship Memorial Park (free to public)

**Mobile Pops Concert**  
7 p.m. - Battleship Memorial Park (free to public)

**Cost:** Luncheon \$18 per person or \$144 for a table of eight

**Info:** Register for the luncheon online at [www.events.mobilechamber.com](http://www.events.mobilechamber.com) or contact Carolyn Hunt at [chunt@mobilechamber.com](mailto:chunt@mobilechamber.com) or call 251-431-8621 with payment information. Payment required at time of reservation. No refunds after Wednesday, Nov. 6.

Source: AL Dept. of Veterans Affairs and the U.S. Coast Guard





## • A CLASSIC STEAKHOUSE ON MOBILE BAY •

Sizzling steaks. Breathtaking views. The Grand Steakhouse combines a picturesque ambiance with steakhouse fare to create an exceptional dining experience. Dine on the finest cuts of certified Angus, Prime or Snake River Farms Kobe beef cooked to perfection and finished with our Grand Herb Butter. Pair your steak with one of our recommended wines and fresh-made sauces while overlooking Grand views of Mobile Bay.

*Located at the Grand Hotel and just minutes from downtown Fairhope.  
Complimentary valet parking. Open daily for dinner. Reservations recommended.*

### **GRAND STEAKHOUSE**

One Grand Boulevard • Point Clear, AL 36564 • 251.928.9201 • [marriottgrand.com](http://marriottgrand.com)

## SMALL BUSINESS of the month



# Beaufort Engineering Services *Finds Going Green is Good for Business*

Looking for green and sustainable solutions in building design and construction isn't just good for the environment. Beaufort Engineering Services (BES) Inc. believes it's also good for business.

"BES made green and sustainable design and construction a core part of our business several years ago simply because it is the right thing to do," said William Walter Bolton, president and CEO of the firm. "We have a committed goal of designing all projects to be sustainable, environmentally friendly, and to meet energy efficiency standards. We want to be innovators in reducing energy use and eliminating waste from the construction process. In utilizing green and sustainable processes, we increase the value we offer our clients by providing healthier and more efficient buildings for their use."

BES, the Mobile Area Chamber's Small Business of the Month, is a veteran-owned firm providing full architecture, engineering and construction services, with a 22-person corporate office in Fairhope and offices in Beaufort, S.C. and Johnson City, Tenn. The company was founded in

1976 as Charles C. Baggs & Associates in Beaufort, S.C., later changing its name in 1979. Bolton became a partner in 2000 and full owner of the firm in 2006.

The company's portfolio includes a blend of federal contracts and local commercial projects.

Bolton said BES' ability to see a job through from conception to completion with an in-house staff of professional architects, multidiscipline engineers and construction managers sets it apart from competitors.

"Our ability to provide turn-key architecture/engineering/construction services as a one-stop shop provides a convenience for our client that is not offered at many firms," he said, adding that the firm features on-staff certified LEED Accredited Professionals, Green Globes Professionals and Evidence-Based Design Accreditation and Certification personnel.

"Our mission," Bolton said, "is to build long-term client loyalty by providing the highest level of professional expertise with an emphasis on developing personal relationships."

That emphasis can be seen in the firm's involvement in several charitable and civic endeavors, such as the Habitat for Humanity, the Fairhope Mayor's Advisory Board, the Fairhope Tree & Park Committee, volunteer art workshops at Fairhope Intermediate School and volunteer work at Historic Blakely State Park and in Biloxi after Hurricane Katrina. "We feel that it is part of our duty to lead by example in charity and civic pro bono work," Bolton said.

Bolton sees renewable energy and energy conservation as a major focus in his industry over the next decade, and BES is structured to be at the forefront of this ongoing trend.

"Our goal is to provide designs with the long-term advantages of minimal environmental impact and beneficial life cycle owner experience," he said. "This underlying goal of providing a facility that demonstrates a functional, cost effective and sensible response to meeting the owner's goals and the needs of the public at large for years to come is paramount to the design process and the implementation of that design."

Go to [mobilechamber.com/award.asp](http://mobilechamber.com/award.asp) to submit a Small Business of the Month nomination, or contact Danette Richards at 251-431-8652 or [drichards@mobilechamber.com](mailto:drichards@mobilechamber.com).



# Reinvent Yourself



## Community College's Center for Professional Development

The Faulkner State Center for Professional Development (CPD) provides support of economic growth through professional development, recreational classes and workforce training initiatives. The College provides quality professional education to individuals and corporate clients to enhance careers, foster workforce development and provide community enrichment.

Cisco | Networking Academy®  
Mind Wide Open™

The Cisco Networking Academy courses cover a range of topics to help individuals succeed in IT careers such as IT Essentials and CCNA Exploration. **Certification Courses offered:** Cisco Certified Network Associate (CCNA) Part I | CCNA Part II | CCNA Part III | CCNA Part IV

#### Certificate in Supervision – a Program for:

- Newly appointed supervisors with little or no formal supervisory training.
- Employees soon to be promoted to a supervisory position.
- Technicians, engineers, shop employees or administrative staff members moving into supervisory functions.
- “Fast-tracked” individuals with supervisory potential.
- Experienced supervisors who want to update their skills and practices.
- Non-Supervisory personnel wishing to learn more about leadership duties/responsibilities to enhance their career prospects.
- Individuals who wish to re-enter the workforce in a supervisory role.

#### Other programs for your business to take advantage of:

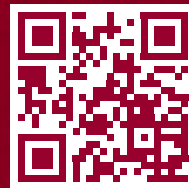
- Nursing & Allied Health Workshops (CEUs)
- Core Four Entrepreneurship
- Five Star Southern Hospitality Certification:
  - Hospitality 101
  - Coaching for Managers
  - Communication Basics
  - Customer Service Skills
  - Exceeding Customer Expectations
  - Internal Customer Service
  - Tele-Sales Skills A to Z

We will customize our training programs to fit your needs

With training available at all three campuses, the choice is simple!

Bay Minette | Fairhope | Gulf Shores

**For more information:** Faulkner State Center for Professional Development  
440 Fairhope Avenue  
Fairhope, Alabama 36532  
251-990-0445  
[www.faulknerstate.edu/programs/cpd](http://www.faulknerstate.edu/programs/cpd)



# Chamber Chase

## Surpasses \$1.55 Million Goal



**Campaign Chairman  
Daniel Dennis, Roberts Brothers Inc.**

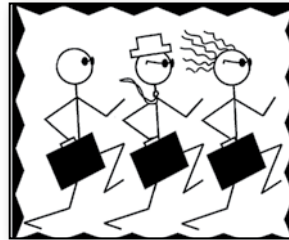
**IN MAY**, the Mobile Area Chamber's annual total resource campaign, Chamber Chase, kicked off WITH A GOAL OF RAISING \$1,550,000

in memberships, sponsorships, advertisements and donated goods and services. Under the leadership of chairman Daniel Dennis, Roberts Brothers Inc., an enthusiastic group of 62 volunteers not only met the goal, they once again exceeded it.

Over 15 weeks the volunteers, representing 32 member companies, exceeded the goal by raising \$1,563,192 through new member dues, sponsorships and advertising contracts used for publications such as *The Business View* and *Guide to Mobile* and also donated goods and services from member businesses. Volunteers recruited 76 new members and 13 of the teams exceeded its goal.

"This was our 17th campaign and every year our volunteers have done better than the previous year", said

Carolyn Golson, vice president of membership. "Their hard work and dedication makes our organization better able to do the work that will keep our region moving forward." "Our volunteers did the heavy-lifting . . . they understood the importance of Chamber Chase, not only to the Chamber itself, but to Mobile as a whole," added Dennis.



**CHAMBER  
CHASE '13**

Golson says Chamber Chase offers unique networking opportunities for the volunteers, a fun competitive spirit, and a great social outlet as well. "The real goal is to bring in new members to the Chamber and raise resources that ultimately come back full circle to the business community through the work of the Chamber," she said.

"As we look upon what needs to be done to maximize the opportunities in front of us, there is no question that we can elevate our region to the next level. But, we must

have an engaged and strong Chamber of Commerce," said Dennis.

To learn how your company can get involved in Chamber Chase, contact Golson at 251-431-8622 or [cgolson@mobilechamber.com](mailto:cgolson@mobilechamber.com).



**Business Banking Solutions Just right for you.**

personal banking  
business banking  
investment services  
insurance  
home mortgages  
asset management & trust



**Top business services to manage your bottom line.**

What if you could create a bank that's just right for your business? You'd need a bank with easy-to-use tools to manage your business, like making deposits from your office. And a special relationship with a banker who can make decisions locally – quick and customized for you. Of course, you'd want your bank to be a one-stop shop for all your financial needs – both business and personal. With BancorpSouth, you have a bank that's just right for your business. Call us today, and we'll visit your business for a custom analysis of your business needs.

Mobile - Pinebrook 251.345.0750 Fairhope 251.990.5850

Mobile - Schillinger 251.304.3241 Spanish Fort 251.607.5500 Foley 251.967.1975



**Right Where You Are**

[bancorpsouth.com](http://bancorpsouth.com)

Bank deposits are FDIC insured. BancorpSouth Investment Services, Inc., and BancorpSouth Insurance Services, Inc., are wholly owned subsidiaries of BancorpSouth Bank. Insurance products are offered by BancorpSouth Insurance Services, Inc. Investment products are offered by BancorpSouth Investment Services, Inc. Member SIPC. Insurance and investment products are • Not a deposit • Not FDIC insured • Not insured by any federal government agency • Not guaranteed by the bank • May go down in value



**Just right for you**



**TOP  
Campaign Producers**

**Top Overall Producers**

Sherry Coker.....\$107,443  
Linda Faulkner.....\$64,373  
Spencer Wiggins.....\$51,084

**Top Cash Producers**

Harris Oswalt.....\$50,884  
Terri Owler.....\$40,396  
Mark Spivey.....\$31,692

**Top New Member Producer**

Jason McKenzie, PNC Bank

**Top Overall Producing Teams**

Hancock Bank.....\$203,156  
Regions Bank.....\$146,031  
Servisfirst Bank.....\$108,338  
Evonik Corp.....\$64,373  
Arkema Inc.....\$58,221

**Top Cash Producing Teams**

Regions Bank.....\$113,231  
Hancock Bank.....\$63,525  
Alabama Power.....\$55,350  
Arkema Inc.....\$55,021  
Trustmark Bank.....\$53,934

**Top Rookie Volunteer**

Ryan New, BBVA Compass Bank

**Teams Over Goal**

Alabama Power  
Arkema Inc.  
BancorpSouth  
BBVA Compass Bank  
Hancock Bank  
iBERIABANK  
International Shipholding Corp.  
LLB&B Inc. Real Estate  
Mobile Gas  
Regions Bank  
Roberts Brothers Inc.  
Servisfirst Bank

**Community Bank  
\$5,471**



**Oliver Latil**  
*President & CEO*  
Jennifer Bergoon.....\$5,471

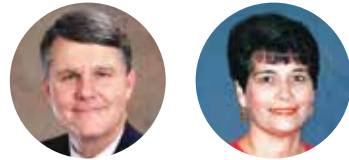
**Bart Lary**  
*Captain*

**CorroMetrics Services Inc.  
\$12,845**



**Harrietta Eaton**  
*CEO*  
Harrietta Eaton.....\$12,845

**Alabama Power Co.  
\$57,650**



**Mike Saxon**  
*Mobile Division  
Vice President*  
Dawn Bush.....\$26,040  
Sharon Murrill.....\$31,610

**Sharon Murrill**  
*Captain*

**BB&T  
\$35,635**



**Edward H. O'Gwynn III**  
*Market President*  
Jennifer Gontarski.....\$5,100  
Mark Spivey.....\$5,720  
Paul Stanley.....\$16,176  
Team Credit.....\$8,639

**Paul Stanley**  
*Captain*

**Century Bank  
\$7,880**



**Peter vanLingen II**  
*President*  
Janet Johnson.....\$7,880

**Janet Johnson**  
*Captain*

**Crow Shields & Bailey  
\$13,609**



**Kenny Crow Jr.**  
*Managing Partner*



**Lott Brigham**  
*Co-Captain*  
Nikki Allen.....\$190  
Lott Brigham.....\$3,382  
Ryan Damrich.....\$190  
Kristi Daughtery.....\$3,557  
Colleen Macon.....\$5,935  
Jenna Summersell.....\$355

**Colleen Macon**  
*Co-Captain*

**Arkema Inc.  
\$58,221**



**John Lakenan**  
*Plant Manager*  
Terri Owler.....\$40,396  
Judy Smith.....\$17,825

**Judy Smith**  
*Captain*

**BBVA Compass Bank  
\$21,070**



**Mark Fillers**  
*Market President*  
Ryan New.....\$14,705  
Jahn Paton.....\$1,365  
Team Credit.....\$5,000

**Ryan New**  
*Captain*

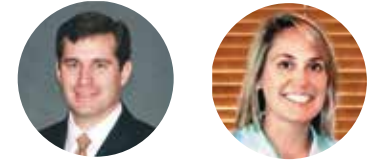
**BancorpSouth  
\$55,225**



**Terry Harbin**  
*Market President*  
James Alexander.....\$40,225  
Christa Hilburn.....\$7,500  
Virginia Knight.....\$7,500

**James Alexander**  
*Captain*

**Blue Cross/Blue Shield of AL  
\$14,150**



**Clay Walden**  
*District Manager*  
Kay Williams.....\$14,150

**Kay Williams**  
*Captain*



*Congratulations to the Hancock Bank team named top overall producer of the campaign.*

**Evonik Corp.  
\$64,373**



**Bonnie Tully**  
*Vice President &  
Site Manager*  
Linda Faulkner.....\$64,373

**Linda Faulkner**  
*Captain*

**Hancock Bank  
\$203,156**



**G. Robert Baker Jr.**  
*South Alabama  
Region President*  
Jimmy Campbell.....\$15,380  
Jamie Horton.....\$24,000  
Paige Ingram.....\$15,000  
John McCrory.....\$28,900  
Ross Seifert.....\$42,356  
Spencer Wiggins.....\$55,459  
Team Credit.....\$22,061

**Spencer Wiggins**  
*Captain*

**IBERIABANK**  
**\$15,376**



**Russ Ford**  
*Regional President, EVP*



**Laura Searcy**  
*Captain*

Laura Searcy.....\$15,376

**Jeff Tesney Photography**  
**\$5,050**



**Jeff Tesney**  
*Owner*



**Elissa Tesney**  
*Captain*

Elissa Tesney.....\$5,050

**Lewis Communications**  
**\$3,630**



**Ellen Praytor Wingard**  
*SVP, Managing Director*



**Jennifer Foster**  
*Captain*

Team Credit.....\$3,630

**Mobile Area Chamber of Commerce Board**  
**\$18,169**



**Daniel Dennis, Roberts Brothers**  
*Captain*

Team Credit.....\$18,169

**International Shipholding**  
**\$26,500**



**Erik Johnsen**  
*President*



**Sheila Dean-Rosenbohm**  
*Captain*

Sheila Dean-Rosenbohm.....\$26,500

**LLB&B Inc. Real Estate**  
**\$21,322**



**Melissa Morrisette**  
*Captain*

Melissa Morrisette .....\$21,322

**Mobile Area Chamber of Commerce Ambassadors**  
**\$53,742**

Gary Adams.....\$2,003  
Karyl Hanisch.....\$41,857  
Millie Sue Hawk.....\$310  
Kasie Irby.....\$2,000  
Marylee Kilday.....\$5,400  
Jannea Rogers.....\$800  
Team Credit.....\$1,372

**Mobile Gas Service Corp.**  
**\$51,364**



**Mike Fine**  
*President*



**Harris Oswalt**  
*Captain*

Harris Oswalt.....\$50,884  
Marcus Stacey.....\$480

**PNC Bank**  
**\$24,686**



**Cedric Hatcher**  
*Regional President*



**Jason McKenzie**  
*Captain*

Jason McKenzie.....\$17,800  
Team Credit.....\$6,886

**Reward Session Sponsors:**

Buffalo Wild Wings  
Chick-fil-A  
Georgia Roussos Catering  
Papa Murphy's Pizza  
Robertson Gallery  
Roly Poly  
Sonny's Real Pit Bar-B-Q  
The Original HoneyBaked Ham Co.  
Wintzell's Oyster House

**Chamber Chase 2013 Supporters:**

3T Trade Group  
5 Rivers  
A Better Choice Music  
A Servant's Love  
ABS Business Systems  
Adams and Reese  
ADECA  
Admiral Movers  
Advocate/Fit Champions Inc.  
Aerotek  
AFLAC - Tom Jackson  
AHL Corporate Housing  
Air Liquide America Specialty Gases  
Airbus Americas Inc.  
Airbus Military North America  
Aker Solutions  
AL.com  
Alabama Department of Commerce  
Alabama Orthopaedic Clinic  
Alabama Power  
Alabama SBDC Network  
Alabama State Port Authority  
Alabama Telco Credit Union  
Alec Naman Catering  
All A Bloom  
AltaPointe Health Systems  
American Tank & Vessel  
American Weatherstar  
America's First Federal Credit Union  
APM Terminals  
AQUALife Water & Coffee Services  
Aqualux HydroChem  
Arkema  
Armbrecht Jackson  
Army Aviation Federal Credit Union  
Aircraft Press  
Ashley Furniture Home Store  
ASM Recycling  
Assist-2-Sell  
Assisted Transition - Senior Living & Care Finders  
AT&T  
Austal USA  
Azalea Gardens of Mobile  
BAE Systems Southeast Shipyards  
BancorpSouth  
BancorpSouth Insurance Services  
Bank of the Ozarks  
Bath Fitter  
Battle House Renaissance  
Mobile Hotel & Spa  
Bay Area Food Bank  
BB&T  
BBVA Compass Bank  
BCM Moring Co. Inc.  
Beds & Blinds Inc.  
Bel Air Mall  
Bellator Real Estate & Development  
Ben M. Radcliff Contractor  
Bender Real Estate Group  
Better Business Bureau  
Big Communications  
BIS Office Systems  
Bishop State Community College  
BL Harbert International  
BLP/Mobile Paint  
Blue Cross and Blue Shield of Alabama  
Blue Haven Pools  
BMW of Mobile  
Bounce Back Youth Leadership Foundation

Brantley & Associates Real Estate  
BrightStar Care of Mobile  
Broussard's Piano Gallery and Academy  
H. Radcliff Brown Jr. DMD  
Budget Blinds of North Mobile  
Buffalo Rock-Pepsi  
Buffalo Wild Wings  
BugMaster Exterminators  
Burr & Forman  
Butler & Co. of Mobile  
C Spire Wireless  
CG Group  
Cakes by Judi  
Callaghan's Irish Social Club  
Callis Communications  
Cam-Air  
Camille's Sidewalk Café  
Candlewood Suites  
Downtown Mobile  
CapVal-ABA  
Carwie Properties dba Security Stor-All  
Castal Resources  
Centaur Building Services  
Southeast Inc.  
Central Holidays  
CG Group Inc.  
Chef Rob & Co.  
Chicken Salad Chick  
Chick-fil-A  
Chill Yogurt Café  
Chris & Carla's Catering & Heavenly Ribs  
Cintas Corp.  
Citrin, Rihner & Gupta  
Cardiology PC  
Clark Personnel Services  
Claudio's Spring Hill Italian Bistro  
Clear Channel Radio  
Cleveland the Florist  
Coastal Bank & Trust  
Coastal Clinical Research Inc.  
Coastal Courier  
Coastal Human Resources  
Coca-Cola Bottling Co. Consolidated  
Cockeyed Charlie's Sports Bar  
Colonial Trailways  
Columbia Southern University  
Comcast Communication  
Commodore Steel Buildings  
Commonwealth National Bank  
Community Bank  
Community Coffee Co.  
Complete Dental of Mobile  
Consumer First Mortgage  
Content Fresh  
Continental Motors  
Copy Products Co.  
CorroMetrics Services  
Dr. Chris Corsentino & Associates  
Cream & Sugar  
Creative Catering  
Credit Central #26797  
Credit Central #26798  
Crittter Gitter Pest Control  
CrossCountry Mortgage  
Cunningham Bounds  
Cypress Employment Services LLC  
Dade Paper Co.  
DailyAccess Corp  
Deep Water Horizon Support Services  
Delphia Consulting  
Denise Harris-NAIFA/Mobile  
Devin Ford Photography  
DiRecManagement Inc.  
Dixie Trucks  
Don's Catering  
Dorsey & Dorsey Engineering  
DQ Grill & Chill  
DRC Security Services  
DSI LLC  
DuPont Crop Protection  
EcoSouth Services  
EcoView Windows of Mobile

Elements Therapeutic Massage  
Empower Your Life  
Encore Rehabilitation  
ENGlobal Corporation  
Equity Technologies  
e-worc Web & New Media  
Explosive Signs & Graphics  
Express Employment Professionals  
ExxonMobil  
Family Security Credit Union  
Felder Services  
Filters-Now.com  
Fincher & Assoc.  
Fine Line Design  
Fiver Rivers Delta Resource Center  
Floor Trader  
Flowerwood Management Co.  
Fluid Engineering  
FMS Engineering  
Food for Less  
Frank R. Friedman  
Fred South Construction  
Fremin's Contractor Services LLC  
FusionPoint Media  
G & K Services Co.  
G.A. West  
Gallo Mechanical  
Gardberg, Clausen & Kemmerly PC  
Genesis Technical Staffing  
George McAlman-National  
Association of Real Estate Brokers  
Georgia Roussos Catering  
Gigi's Cupcakes of Mobile  
Gill Development  
Glenn Crane & Rigging  
Glenn Shepard Seminars  
Global Security International  
Goodwill Easter Seals  
Grand Band Entertainment  
Granger, Thagard & Associates  
Greater Gulf State Fair  
Greater Mobile Laser & Aesthetic Center  
Greg's Professional Barber & Beauty Salon  
Gulf Coast Air & Hydraulics  
Gulf Coast Angel Network  
Gulf Coast Canteen Vending and Coffee Services  
Gulf Coast Containers  
Gulf Coast Dermatology & Skin Care  
Gulf Coast Exploreum  
Science Center  
Gulf Coast Office Products  
Gulf Distributing Holdings  
Gulf South Pipeline  
Gwin's Commercial Printing  
H & H Electric Co.  
H.H. Jordan Construction  
Hackbarth Delivery Service  
Hafez Corporation d/b/a McDonald's  
Hampton Inn & Suites Mobile  
Downtown/Historic District  
Hampton Inn & Suites  
Providence Park  
Hampton Inn N. Mobile/Saraland  
Hancock Bank  
Hand Arendall LLC  
Harbor Communications  
Hargrove Engineers + Constructors  
Hatch Mott MacDonald  
Healing Touch Chiropractic  
HealthSource of West Mobile  
Helmsing Leach Herlong Newman & Rouse  
Heroes Sports Bar & Grille  
Hilton Garden Inn/Hampton Inn & Suites Orange Beach  
Hilton Pensacola Beach Gulf Front  
HKA Enterprises  
Home Mortgage of America  
Homewood Suites by Hilton-Mobile  
East Bay Daphne  
Horizon Research Group  
House Call LLC  
HUB International

Hunter Limousines  
Hurricane Electronics  
Hydroprocessing Associates  
IDEACOM of the Gulf Coast  
Indus Travel  
INEOS Phenol  
Infirmary Health  
Information Transport Solutions  
Inner Parish Security Corp.  
InShapeMD  
International Shipholding  
InXpress  
Itex Gulf Coast  
ITT Technical Institute  
J. Hilburn Men's Clothier  
J. Townsend Personnel  
J.O. Acree Co.  
Jaguar IMG Sports Marketing  
Jeff Tesney Photography  
Jemison Marine  
Jerry Gerritsen Real Estate  
Jim Owen Studios  
JMF Solutions  
Joe Jefferson Players  
Joe Lewis Music Studio  
Johnstone Adams LLC  
Jones Walker  
Jot Worthy Communications  
JubileeScape  
Kahn Swick & Foti  
Kay Jewelers  
Dr. Charles Keith  
Keith Mosley Construction  
Keith R. Scott Associates  
Kona Ice Azalea City  
Krispy Mixes Inc.  
L R Enterprise  
L&M Welding Supply  
LA+SOUTH  
Lamar Advertising  
Lassere's Catering  
LCM Motorcars  
Leaf & Petal Florist & Gift Shop  
Legacy Bar & Grill  
Leroy Hill Coffee Co.  
Life + Legacy Benefits  
Bradford Liles DMD  
Linda C. Sowell Rodan + Fields  
Little Flower Catholic School  
Little Monkey Toes  
LLB&B Inc. Real Estate  
Logical Computer Solutions  
Long's Human Resource Services  
Lovely J's  
Lumpkin & Associates  
M&M Construction Materials  
M. Washington & Associates  
Marine Well Containment Co.  
Mary's Southern Cooking  
Massage Envy Spa  
Master Boat Builders  
McAleer's Office Furniture  
MCG Business Solutions  
Meador Warehousing  
Mediterranean Sandwich Co.  
Melting Pot  
Merchants Transfer  
Mercy LIFE of Alabama  
MetLife  
Michael's Arts & Crafts  
Mill & Marine Supply  
Mississippi Export Railroad  
Mitsubishi Polysilicon  
Midnight  
Mobile Airport Authority  
Mobile Area Association of Realtors  
Mobile Area Water & Sewer System  
Mobile Bay Parents Magazine  
Mobile BayBears  
Mobile County Public School System  
Mobile Gas  
Mobile Infirmary  
Mobile Marriott  
Mobile Mask

Mobile Popcorn Co.  
Mobile Screen Print & Embroidery  
Mobile SPCA  
Mobile Symphony  
MobileALTogo.com  
Morrissette & Co. Catering  
Musial Dental Center  
Naman's Catering  
Navigator Credit Union  
New Horizons Credit Union  
Office Solutions & Innovations  
Offshore Inland Marine & Oilfield  
Old Shell Rd. Small Animal Hospital  
Omega Properties/Mobile's Best Storage  
OmniTranz  
Optera Creative  
Organic Soil Restoration  
Outback Steakhouse  
Outokumpu Stainless  
Padgett Business Services  
Page & Jones  
Panini Pete's  
Papa Murphy's  
Performance Contractors  
Phelps Dunbar  
Physicians' Pain Specialists of Alabama  
Pickers Paradise  
Pilot Catastrophe  
Pioneer Pool Products  
PNC Bank  
Pollman's Bake Shops  
Polysurveying of Mobile  
Port City Medical  
Port City Rentals  
Precision Tool & Grinding  
Premier Medical Management  
Premier Roofing  
Principal Financial Group  
Print King  
Prism Systems  
Providence Hospital  
Prudential Cooper & Co.  
Quality Bookkeeping & Tax Service  
Quality Valve  
Raising Cane's Chicken Fingers  
Regions Bank  
Remington College  
Renaissance Mobile  
Riverview Plaza Hotel  
Robert J. Baggett  
Roberts Brothers  
Roberts Brothers Commercial & Property Management  
Roberts Brothers-Joe Gerard  
Robertson Gallery  
Rock Creek Golf Club  
Roly Poly  
Ron's Catering  
Room Service  
Rowe Surveying & Engineering Co.  
Royal Cup Coffee  
Russell Thompson Butler & Houston  
S. Baker Medical  
S/M Warehouse  
Safe Archives  
Safety Plus  
Sanders Hyland  
SB&T Bank  
ServisFirst Bank  
SH Enterprises  
Shell Chemicals  
Sign Pro  
Skyline Gulf Coast  
SMG Mobile Convention & Civic Centers  
Smiths Machine LLC  
Snelling Staffing Services  
Sonny's BBQ  
SouthData Inc.  
Southeastern Surgical Specialists  
Southern Earth Sciences

Southern LED Solutions  
Southern Light  
Southern Smiles  
Splash Duo-Coolrayz Band  
Spot of Tea  
Springhill Medical Center  
SSAB  
St. Luke's Episcopal School  
St. Mary Catholic School  
Star Service  
State Farm - Makeda Nichols  
STC  
Strategic Wealth Specialists  
Strojny & Strojny  
Financial Services  
Sunrise Network Solutions  
Supreme Medical  
Surgical Innovation  
Synergy Financial Solutions  
Take 5 Oil Change  
Tanner's Pecans  
Taylor Martino PC  
Technology Integration Group  
Telecom Agent Solutions  
The Broken iPhone  
The Computer Crew  
The Factory Connection  
The Grounds Guys of South Mobile  
The Hungry Owl  
The Ladd Firm  
The National Flight Academy  
The Original HoneyBaked Ham Co.  
The Royal Scam  
The Salvation Army of Coastal Alabama  
The SSI Group  
Threaded Fasteners  
ThyssenKrupp Steel USA  
T-Mobile  
Toni Riales Photography  
Trademark Promotions  
Transworld Business Advisors of Alabama  
TruFund Financial Services  
Truland Homes  
Trustmark Bank  
Tyndall Federal Credit Union  
Tyner's Catering  
University of Mobile  
University of South Alabama  
University of South Alabama Technology & Research Park  
USA Children's & Women's Hospital  
USS ALABAMA Battleship Memorial Park  
Vance McCown Construction  
Vending for U  
Verizon Wireless - Z Wireless  
VIC Companies  
Virtual Contact Group  
Vision Environments  
Volkert Inc.  
WALA FOX 10  
Walks & Wags  
Wal-Tech Valve  
Walter Haffner Co.  
Ward International Trucks  
WAVH FM Talk 106.5  
Weinacker's Montessori School  
Wells Fargo  
Wesco Gas & Welding  
Whites Sitting Service  
White-Spinner Construction  
Wilkins Miller Hieronymus  
William H. Philpot  
Willis of Alabama  
Wintzell's Oyster House  
WKRQ-TV  
WNSP FM & WZEW FM  
Wolsley Industrial Group  
YP  
Zimlich Patio & Garden

**Regions Bank**  
**\$146,031**



**Brian Willman**  
*South Alabama Area President*

Trish Banker.....	\$26,027
Julye Clark .....	\$21,950
Bernard Moseby.....	\$440
Stephen Schlautman.....	\$9,750
Team Credit.....	\$87,514

**ServisFirst Bank**  
**\$108,338**



**Bibb Lamar**  
*Chairman & CEO  
Region President*



**Sherry Coker**  
*Captain*

Sherry Coker.....	\$107,443
Becky Minto .....	\$475
Jay Weber.....	\$420

**Wells Fargo**  
**\$3,735**



**Chuck Harmon**  
*Market President*



**Belinda Shoub**  
*Captain*

Belinda Shoub.....	\$1,235
Team Credit.....	\$2,500

**Roberts Brothers Inc.**  
**\$20,136**



**Daniel Dennis**  
*President*



**Ann Akeridge**  
*Captain*

Ann Akeridge .....	\$569
Sandy Frost .....	\$4,180
Tricia Graham.....	\$2,201
Anna Luce .....	\$4,090
Bernadette Windle.....	\$5,565
Team Credit.....	\$3,530

**Trustmark Bank**  
**\$54,534**



**Mike Fitzhugh**  
*South Alabama  
Region President*



**David Hagan**  
*Captain*

David Hagan .....	\$20,000
Lisa Owen .....	\$20,400
Team Credit.....	\$14,134

Member Investment .....	\$187,903
Board of Advisors .....	\$281,961
Advertising in Chamber Publications .....	\$56,067
Sponsorships of Projects/Events and In-Kind .....	\$530,215
Donations of Products/ Services .....	\$507,046

**FINAL TOTAL**  
**\$1,563,192**



More than 60 volunteers representing 32 Chamber member businesses, exceeded its \$1.5 million goal in recruiting new members, selling sponsorships and ads, and securing needed donated goods and services.



## WE'VE GIVEN CHILDBIRTH THE SPA TREATMENT.

Every surface is newborn in our Family Plaza suites, from glass tiles and spacious shower to spa-grade linens. The nursery barrier has been replaced by the luxury of seamless,



en suite care for mother and baby—with enhanced accommodations for dad. Tour online or in person to see how Mobile's newest birthing center treats our newest families.

[infarmacywomenshealth.com](http://infarmacywomenshealth.com)

**More, devoted to your care.**

**H**  
**Mobile Infarmacy**  
INFARMARY HEALTH

Mobile Infarmacy · Thomas Hospital · North Baldwin Infarmacy



## How \$100 is spent in Mobile

### Think before you click!

All of us are busy, but before you pull out your laptop to order Christmas gifts, think about how your support, or lack of it, impacts Mobile and your quality of life.



For every \$100 spent at a local independent business, \$68 is invested into the Mobile economy through payroll, taxes and expenditures.



\$43 stays in the Mobile economy when \$100 is spent at national chain stores.



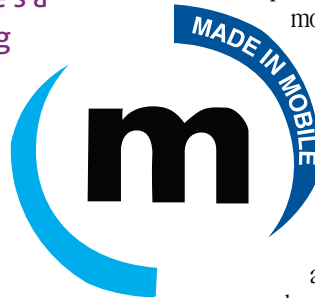
If you shop out of town or online, there is no contribution to the Mobile economy.

Source: [www.the350project.net](http://www.the350project.net)

# Shop Local

## on Small Business Saturday

**M**ove over, Black Friday. Forget about Cyber Monday. There's a new shopping wave gaining momentum – Small Business Saturday, and this year's date is Nov. 30. It's the day dedicated to checking off your Christmas shopping list with presents found at local shops, boutiques and stores.



And if you've never thought about how your gift-giving impacts the local economy, now is a good time. The more local ties the store, gallery or restaurant has, the more is invested back into Mobile, according to The 3/50 Project, launched by Cinda Baxter in 2009.

By Baxter's calculations, every \$100 spent translates into \$68 by way of taxes, payroll and other expenditures when buying at locally owned, independent stores and \$43 at national chains located in Mobile. If shopping via Internet, the total drops to zero.

So, in the spirit of buying local, *The Business View* put together a few ideas from local Mobile Area Chamber members.



### Carpe Diem

Fresh ground coffee or whole roasted beans and mugs are a welcomed gift.

[www.springhillcoffee.roasters.com](http://www.springhillcoffee.roasters.com)

### Mobile Popcorn

Popcorn, candy apples and other treats make great gifts for teachers and children, as well as party favors.

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



### Tanner's Pecans & Candies

What better housewarming gift than a container of mixed nuts, cheese straws and candies?

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



### Robertson Gallery

Art is a great investment and would be an amazing family purchase.  
[www.robertsongallerymobile.com](http://www.robertsongallerymobile.com)

### SugarLots Décor

Holiday wreaths and other decor make great gifts for the hard-to-shop for in-laws who seem to have everything.  
[www.facebook.com/SugarLotsDecor](http://www.facebook.com/SugarLotsDecor)



### Friedman's Fine Jewelry

Jewelry is a perfect gift for any woman, girl or infant – from custom-designed rings to first set of pearls to dress pins for hand-smocked and lace gowns.  
[www.friedmansjewelers.com](http://www.friedmansjewelers.com)

### More Gift Ideas

- Breakfast, lunch and/or dinner from a local restaurant
- Massage or Spa Day
- Green plants that will last long after the holidays
- Coffee and homemade danishes
- Deliver a catered meal
- On-location family photo
- Membership to a museum or a gym
- Tickets to a show, the theatre, symphony, ballet, opera, sporting event, park, music festival or gardens
- Chartered or dinner cruise
- Magazine or newspaper subscription
- Design a family T-shirt or coffee mug
- Certificate for a house cleaning, car wash or oil change
- Basket of items made in Mobile – Leroy Hill coffee, China Doll rice, Krispy Mixes spices

*Search the Mobile Area Chamber's membership directory for these and more ideas on where to shop local, [www.mobilechamber.com](http://www.mobilechamber.com).*



### When it comes to banking, there's no substitute for experience.

When you bank with Trustmark, you're banking with one of the region's most experienced and trusted banking teams. You'll also recognize a few familiar faces. After all, our leadership team has been serving South Alabama for years and offers in-depth knowledge of the Mobile area.

So come let us put our experience to work for you. Call or drop by your nearest Trustmark location today, or visit us online at [trustmark.com](http://trustmark.com).

Henry O'Connor  
 President  
 Community Bank  
 Mobile

Michael Fitzhugh  
 Regional President  
 South Alabama

Rob Diehl  
 Executive Vice President  
 Commercial Banking Manager  
 Mobile

Kevin Carey  
 Executive Vice President  
 Private Banking Manager  
 Mobile

Lee Mitchell  
 Executive Vice President  
 Real Estate Banking Manager  
 Mobile



*People you trust. Advice that works.*



Member FDIC [trustmark.com](http://trustmark.com)

## Condé Systems/Calagaz Photo

Custom phone covers, mouse pads, cutting boards make fun Dirty Santa gifts for friends and personalized gifts for family.

[www.conde.com/www.calagaz.com](http://www.conde.com/www.calagaz.com)



## Goodwill Easter Seals of the Gulf Coast

Mobile Christmas ornaments make a great gift for people who love all things Christmas!

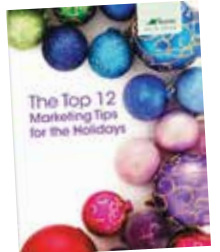
[www.gesgc.org](http://www.gesgc.org)

## 12 Holiday Marketing Tips for Local Businesses

Target Marketing and Bronto released a checklist to help businesses plan their holiday marketing efforts. Here's a sample from each of the 12 sections.

- 1 Create a "Holiday Emergency Contact List," including your team members and related vendors, so it will be easy to reach them outside of business hours if needed.
- 2 Offer customers options by gift recipient, price, top rated products and personal picks based on your best sellers.
- 3 Add a specialized footer to your email highlighting store hours, gift cards and shipping deadlines.
- 4 Segment email subscribers based on levels of engagement, and resend to those who opened but did not click or clicked and did not purchase.
- 5 Launch an email campaign featuring a countdown to Christmas promotion or daily deal.
- 6 Offer a flash sale - a limited time offer.
- 7 Consider that social media will likely be one of your "largest revenue drivers," and make sure your call to action is clear.
- 8 Identify mobile opportunities, from QR codes to texting coupons.
- 9 Ask "Who are my best customers?" and "What did they buy?" Use the information to drive repeat sales.
- 10 Send a holiday greeting card/message – these messages typically have high open rates even among those with no promotions.
- 11 Build post-holiday and New Year strategies centered on your return policy, in-store specials and clearance sales.
- 12 Send shipping-focused messages in this order: last day for standard shipping, last day for priority shipping, last day for overnight shipping, all shipping guarantees expired – pick up in-store and online gift cards.

Download the 16-page report and other resources at [www.brnto.com/holiday](http://www.brnto.com/holiday).



© 2013 Alabama Power Company

SOLUTIONS FOR A BETTER PLACE

(OUTDOOR LIGHTING)

**MAKE CUSTOMERS FEEL MORE WELCOME.  
LEAVE THE LIGHTS ON FOR THEM.**

*Dusk to dawn outdoor lighting attracts customers and deters theft and vandalism.*



Alabama Power offers our customers solutions for a better workplace. Experts in our custom-designed lighting program can audit your facility's current lighting needs and design, install and maintain a system that's automatic from dusk to dawn, without timers or switches. The cost is a flat monthly fee that includes the electricity, bulb replacement, the works. Find your solution for a better place at 1-888-430-5787 or [AlabamaPower.com](http://AlabamaPower.com).



**ALABAMA  
POWER**  
A SOUTHERN COMPANY

Always on.™



“Coastal Bank and Trust is more like a community. We’re more than just a name. We’re somebody to them.”



Thomas Benton, Partner — Marine & Industrial Supply Company

## Choose a bank that takes the time to understand you and your business.

In order to grow your business, you have to take advantage of new endeavors. Marine and Industrial Supply Company understands that more than most. They recognized the opportunity of pursuing more global ventures. But that required large amounts of capital on short notice. Worried about getting lost in the shuffle of a big bank, they approached Coastal Bank & Trust. Coastal took the time to learn the complexities of their business. Coastal quickly understood their cash flow needs and were able to accommodate short and long term capital needs. Coastal was also able to handle international transactions as well as provide treasury management support. But the real difference wasn't the size of the bank — it was the partnership. Visit us at [coastalbankandtrust.com](http://coastalbankandtrust.com).



a division of **SYNOVUS<sup>®</sup> BANK**  
MEMBER FDIC



Loan products subject to credit approval.

Coastal Bank and Trust is a division of Synovus Bank. Synovus Bank, Member FDIC, is chartered in the state of Georgia and operates under multiple trade names across the Southeast. Divisions of Synovus are not separately FDIC-insured banks. The FDIC coverage extended to deposit customers is that of one insured bank.

## Chamber's Air Service Task Force Expands

The Chamber's air service task force recently formed a special subcommittee to address transportation access issues at Mobile Regional Airport. The effort is being led by Dave Trent, Airbus Americas Engineering Center; and the Chamber's transportation coalition, chaired by Steele Holman with Zieman, Speegle, Jackson & Hoffman. Its participants include representatives from the Mobile Airport Authority, Alabama Department of Transportation, ALDOT, Mobile's MPO, and both the city of Mobile and Mobile County engineering departments. The subcommittee identified preliminary recommendations to enhance traffic access along critical routes leading to and from the airport and will reconvene regularly to explore other traffic access alternatives.

## Chamber Hosts Southeast Asia Briefing

In conjunction with the Alabama Department of Commerce and the Export Alabama Alliance, the Chamber hosted Wanwemol Charukultharvatch, senior

commercial specialist in Bangkok, Thailand, with the U.S. Commercial Service, for a market briefing on Southeast Asia. She serves as primary liaison between the Embassy and both the Royal Thai Government and the Thai private sector. The state of Alabama and the Chamber will lead a trade mission in late March 2014 to Jakarta, Indonesia and Bangkok. For more information, contact Christina Stimpson at 251-431-8648.

## Chamber Co-Sponsors Workshop on Credit Insurance

The Chamber hosted Warren Bares of J. Maxime Roy Inc. for a workshop entitled "How To Grow your International Sales by Offering Credit Terms but Minimizing Risks." Bares, a leader in the Southeast on export credit insurance and an authorized broker for the Export-Import Bank of the U.S., spoke to 15 people interested in learning how credit insurance could expand their export sales. The program was sponsored by the Mobile Area Chamber, Alabama International Trade Center and Alabama Small Business Development Center Network, in cooperation with the Export-Import Bank of the United States and the Small Business Administration.



## NASA Conference Draws More than 200

In September, the Chamber hosted a business-to-business forum connecting more than 200 small- to medium-sized businesses with representatives from NASA Marshall Space Flight Center, Stennis Space Center, Michoud Assembly Facility, the U.S. Army Corps of Engineers – Mobile District and more than 20 of their prime contractors and other agencies. The day-long forum began with informational presentations regarding the process of doing business with NASA. The afternoon gave attendees the opportunity to speak one-on-one with individual representatives to learn more about their specific purchasing needs. Within a week of holding the forum, meetings were already taking place between attendees and the purchasing agents. NASA expects to return to Mobile to repeat the session in 18 months.

## INFIRMARY OCCUPATIONAL HEALTH

Infirmary Occupational Health is the leading occupational health program on the Gulf Coast with three clinics and a 24-hour network treatment program. We provide the highest quality occupational health, workers' compensation injury treatment, therapy and wellness services. Our goal is to provide a safer, healthier and more productive workplace for you and your employees.

### Our Services:

- Workers Compensation Services
- On-site Wellness
- Rehabilitation Therapy
- Drug and Alcohol Screening Services
- Physical Exams
- Testing and Evaluation
- Travel Medicine
- Consultation

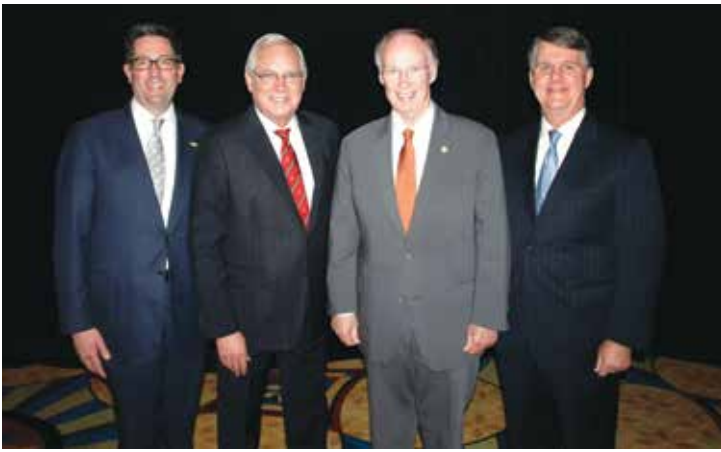
For more information on services and programs offered, call 251-433-3781.

### Infirmary Occupational Health Locations:

305 N. Water Street Mobile, AL 36602	5320 Hwy. 90 Svc. Rd. Mobile, AL 36619	7101 Hwy. 90, Ste. 101 Daphne, AL 36526
---	---	--



**Infirmary Occupational Health**  
INFIRMARY HEALTH  
infirmaryhealth.org



During his speech at the Mobile Area Chamber's Forum Alabama in August, Gov. Robert Bentley covered several state and local issues. Bentley commented on the continuous progress he sees every time he flies over Mobile Bay, boasted on Alabama's job recruitment efforts and said the state's largest road repair program means \$50 million for Mobile County. Pictured from left to right with Bentley (third from left) is Chamber President Bill Sisson, Alabama State Port Authority Director/CEO Jimmy Lyons and Chamber Board Chairman and Alabama Power Vice President - Mobile Division Mike Saxon.

**Corporate Community Service Award Workshop Held**

The Junior League of Mobile facilitated the Chamber's 2013 Corporate Community Service Award workshop in late summer. More than 15 Chamber member companies participated in the training session on how to enter the competition. The winner will be presented at the Chamber's November board meeting, and recognized during the annual meeting in January.

**Chamber Participates in Member Grand Openings and Ribbon Cuttings**

Chamber staff and ambassadors helped cut ribbons and celebrated grand openings at Gordon Oaks, C Spire Wireless and Lovely J's. If your business is a member and you would like assistance with planning a grand opening or ribbon-cutting event, contact Dawn Rencher at 251-431-8649 or [drencher@mobilechamber.com](mailto:drencher@mobilechamber.com).

**Petition Support for Bridge Growing**

The Chamber's community and governmental affairs department launched a grassroots campaign to increase awareness of and support for the I-10 bridge and Bayway expansion. During the Chamber's Business Expo in August, more than 200 people signed a Chamber petition in support of this project. By attending community events and speaking to civic clubs, the department and Chamber volunteers are continuing to solicit support for this critical infrastructure project from individuals, groups and associations and government.

**Chamber Appoints Several Members to Historic Commission**

The Chamber recently appointed Ben Cummings with Cummings Architecture Corp. and Jennifer Roselius with Hand Arendall to serve as its designees on the Mobile Historic Development Commission (MHDC). MHDC is a department of the city of Mobile, under the direction of an independent volunteer commission, and is composed of representatives of various civic and public entities working to protect and enhance Mobile's historic resources.

**Ambassador of the Month**



Photo by Jeff Tesney Photography

As development director for Victory Health Partners, Kim Garrett raises awareness and support for Victory's ministry, and manages more than 60 volunteers. The clinic provides affordable, quality healthcare services for low-income, uninsured individuals who do not qualify for government assistance. The staff is comprised of volunteer medical professionals.

Garrett is the Chamber's Ambassador of the Month. According to the Texas native, being an ambassador is an opportunity to continue raising awareness about Victory and to network with other local companies.

OPENING SOON IN SPRINGHILL

**BETTER RATE GUARANTEED NOW.  
OPPORTUNITY FOR BETTER RATE LATER.**

**STEP UP CERTIFICATE OF DEPOSIT**

**24 MONTH 1.00%<sup>APY\*</sup>**

MOBILE - 6808 AIRPORT BLVD • MOBILE - 3290 DAUPHIN ST  
DAPHNE - 27397 HIGHWAY 98 • FAIRHOPE - 813 ESTELLA DRIVE  
**(251) 338-7707**

Our Step Up CD pays a great interest rate now and you have the option to change rates later. Stop by today or call us for more details.



\*Annual Percentage Yield. Rate as of 08/26/2013. Minimum CD amount \$5,000. Maximum CD amount \$250,000. Limited time offer. Offer available to Mobile County and Baldwin County residents only. Substantial penalty for early withdrawal. Offer applies to new money only.

©2013 Community Bank | Member FDIC

**Business Spotlight of the Month:  
Hampton Inn & Suites Mobile  
Downtown/Historic District**



The Hampton Inn & Suites Mobile Downtown/Historic District is a 149-room, full-service hotel located at 62 N. Royal St., one block north of Government Street. Providing leisure and business travelers with a variety of services, the hotel has both traditional rooms and family suites,

meeting room space and laundry services. Pictured is Sales Manager Stephanie Ward.

*The Business Spotlight of the Month is selected at random from a business card drawing at the Chamber's monthly Business After Hours event.*

**Board of Advisors**



**Mayes**

**Robert G. Mayes Jr.** is co-founder and president of Columbia Southern University (CSU, one of the nation's first online universities). A pioneer in online education with 15 years of experience in the distance learning industry, Mayes has served as president of CSU since 2005. He holds an associate's degree from Faulkner State Junior College, a bachelor's degree from Columbia Southern and a master's degree in business administration from Capella University. He serves on the accrediting commission of the Distance Education and

Training Council (DETC), a nationally recognized accrediting agency. He is also a DETC business standards evaluator, Business Standards Committee member and Finance Committee member. Mayes is on the board of the Alabama Association of Private Colleges and Schools, and is board chairman of South Baldwin Christian Academy. He is also CEO of Columbia Southern Education Group, the parent company of Columbia Southern University and Waldorf College.



**Wasden**

**Robert Wasden** is vice president/general manager of Crown Products, a company providing promotional products nationwide. The company was purchased by EBSCO Industries of Birmingham in 2005. Previously with EBSCO, Wasden has worked with Crown since the acquisition. He previously volunteered with Lakeshore Foundation in Birmingham, a nonprofit organization serving people with physical disabilities throughout Alabama and around the world.



**Weinacker**

**John P.B. Weinacker** is president and owner of Weinacker's Montessori School. He has a bachelor's degree in economics and a master's degree in business administration from The University of Alabama, and a master's degree in teaching from Spring Hill College. He holds Montessori credentials for birth through age 12, and administration and Class A teacher certification for the state of Alabama. Weinacker's Montessori School was a U.S. Chamber of Commerce 2013 Blue Ribbon Small Business award winner, and the 2012 Mobile Area

Chamber small business of the year. Weinacker has served as chairman of the Chamber's Executive Roundtable and as a member of the state of Alabama Department of Human Resources Childcare Partnership board of advisors. He has also served as president of Montessori Educators of Alabama and the Gulf Coast Child Development Association, and as a member of Mobile United, the National Association for the Education of Young Children, National Association of Child Care Professionals and the American Montessori Society.

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

UCP...More Than Our Name!



Recycling your empty  
**Cartridges**  
helps us live without...  
**Limits!**

Along with recycling used cartridges, Ultra Cartridge also sells new and compatible inkjet and toner cartridges at low, competitive prices.

For free pick up and delivery call:  
**251.479.4900**  
jvella@ucpmobile.org

All Proceeds Benefit  
United Cerebral Palsy

*Quite an accomplishment*



*and still going strong!*

- Full-Service Printing
- Direct Mail
- Posters & Banners

438-2226 www.gwins.cc 957 Springhill Avenue, Mobile, AL 36604

# Emily McGrath

## Named Project Coordinator

Suffice to say, it was a busy summer for Emily McGrath. The Mobile Area Chamber's new project coordinator graduated with a bachelor's degree in economics from Vanderbilt University in May, got married in June and moved to Mobile in July. And just after the move, she put on her networking hat, and in less than six weeks, found "the perfect job."

Although it was her new husband who brought them to Mobile – he's a first year medical school student at the University of South Alabama, McGrath says the move to Mobile has been great, and she's been blown away by "how much there is to do here."

"I wanted to live and work somewhere that I could be a part of the community, while using my economics degree," she said. And in the Chamber's economic development department, she will work hand-in-hand with the project managers who are charged with recruiting new



McGrath

companies to Mobile and assisting existing industry with expansion projects.

McGrath will oversee administrative services for both Mobile County's Industrial Development Authority and the city of Mobile's Industrial Park Board. She will also provide staff support for the Gulf Coast Technology Council and

OffshoreAlabama.com, two Chamber initiatives working with Chamber members businesses in the technology and oil and gas industries, respectively.

Troy Wayman, the Chamber's vice president of economic development says McGrath's energy, and successful internships made her the right candidate for the job. "She's a terrific addition to our team, and has been able to jump right in, and get to work," he said.

To reach McGrath, contact her via email at [emcgrath@mobilechamber.com](mailto:emcgrath@mobilechamber.com) or via phone at 251-431-8651.

# Meet Our Team



**Pam Anderson**  
Cell - 709-1339  
[pamanderson@remax.net](mailto:pamanderson@remax.net)



**Phillip Brown**  
Cell - 604-6249  
[phillipwbrown40@gmail.com](mailto:phillipwbrown40@gmail.com)



**Sam Calderone**  
Cell - 680-6635  
[samcalderone@gmail.com](mailto:samcalderone@gmail.com)



**Margie Casey**  
Cell - 232-5502  
[margiecasey@windstream.net](mailto:margiecasey@windstream.net)



**Layla Pollman Christian**  
Cell - 455-5798  
[pollman2005@comcast.net](mailto:pollman2005@comcast.net)



**Bob Craft**  
Cell - 209-6060  
[bobcraft@remax.net](mailto:bobcraft@remax.net)



**Judy French**  
Cell - 422-8078  
[judyfrench@mchsi.com](mailto:judyfrench@mchsi.com)



**Larinda Gann**  
Cell - 554-4266  
[larindagann@hotmail.com](mailto:larindagann@hotmail.com)



**Mike Gautreaux**  
Cell - 554-6221  
[realestate@mike-debbie.com](mailto:realestate@mike-debbie.com)



**Debbie Gautreaux**  
Cell - 458-3225  
[debbie@mike-debbie.com](mailto:debbie@mike-debbie.com)



**Sue Ginter**  
Cell - 709-9008  
[suzanneginter@yahoo.com](mailto:suzanneginter@yahoo.com)



**Leigh Hill**  
Cell - 454-1987  
[leighhill@comcast.net](mailto:leighhill@comcast.net)



**Bridgette Holloway**  
Cell - 232-8621  
[bridgetteholloway@gmail.com](mailto:bridgetteholloway@gmail.com)



**Kim Hunter**  
Cell - 422-3839  
[kimhunterremax@gmail.com](mailto:kimhunterremax@gmail.com)



**Bernadine Johnson**  
Cell - 232-5640  
[bernadine37@aol.com](mailto:bernadine37@aol.com)



**Cathy Matter**  
Cell - 402-3525  
[cathymatter@remax.net](mailto:cathymatter@remax.net)



**Jackie McCaleb**  
Cell - 583-5274  
[jackiemccaleb1@gmail.com](mailto:jackiemccaleb1@gmail.com)



**Sharon Neese**  
Cell - 604-2806  
[sharonneese@yahoo.com](mailto:sharonneese@yahoo.com)



**Tara Pacatte**  
Cell - 454-4526  
[tarapacatte@att.net](mailto:tarapacatte@att.net)



**Suzanne Quinnelly**  
Cell - 366-1486  
[suzqselts@yahoo.com](mailto:suzqselts@yahoo.com)



**Firdaus Rahman**  
Cell - 454-4942  
[firdausrealtor@yahoo.com](mailto:firdausrealtor@yahoo.com)



**Kimberly Robbins**  
Cell - 454-4952  
[knob@mail4me.com](mailto:knob@mail4me.com)



**Mamun Siddiq**  
Cell - 391-2047  
[manunsatremax@yahoo.com](mailto:manunsatremax@yahoo.com)



**Tangie Stallworth**  
Cell - 421-3629  
[tangie.stallworth@gmail.com](mailto:tangie.stallworth@gmail.com)



**Stephanie Williams**  
Cell - 454-2351  
[stephaniewilliams@yahoo.com](mailto:stephaniewilliams@yahoo.com)



**Micah Wright**  
Cell - 402-1199  
[micah@micahwrightonline.com](mailto:micah@micahwrightonline.com)



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

7221 Grelot Road • Mobile, AL 36695  
Phone: 251-660-8400 • Toll Free: 800-422-1963  
Fax: 251-661-1516





# See Sicily

in April on Chamber Tour

**P**ast travelers on Mobile Area Chamber group tours rate Italy as their No. 1 destination for a return trip. In response, the Chamber has lined up an outstanding tour of Sicily on the southern "boot tip" of Italy from April 22-28, 2014. You are invited to join us.

The trip costs \$2,640, based on double occupancy, and a single room rate is an additional \$300. The price includes roundtrip airfare from Mobile, hotel accommodations, an English-speaking tour guide, motorcoach transportation, many meals, air taxes, fees and surcharges and hotel transfers. While the majority of the trip is filled with group tours, guests can also take optional tours.

The trip will be limited to around 25 people, and a deposit of \$400 per person is required to hold a spot. To learn more, contact Leigh Perry-Herndon by e-mail, lherndon@mobilechamber.com, or call 251-431-8645.

## THE SICILY TRIP INCLUDES:

**DAY 1 - Depart Mobile for Italy via overnight flight.**

**DAY 2 - Arrive in Palermo:** Balance of the day at leisure, with an evening welcome cocktail orientation, followed by dinner.

**DAY 3 - Monreale Cathedral and Palermo Old City Tour:** Travel to Monreale and view the Norman Cathedral, famous for its Byzantine and Sicilian mosaics. Continue to the Old City of Palermo, Norman Palace and the cathedral. The afternoon is at leisure to explore Palermo on your own.

**DAY 4 - Marsala Wine Tasting and Lunch, Valley of the Temples Tour. Depart Palermo for Agrigento:** En route, view the famous Temple of Segesta, constructed in the 5<sup>th</sup> Century B.C.; savor the islands' landmark windmills and salt mines, passing by Marsala, famous for its namesake Marsala

wine; and stop for a wine tasting with local specialties in one of the area's wineries. Finally, continue to Agrigento to visit the area's most celebrated site, the Valley of the Temples, where you will see some of the largest and best preserved temple ruins outside the mainland of Greece.

**DAY 5 - Mount Etna, Arrive in Catania:** Visit the slopes of Mount Etna, the highest active volcano in Europe. Ascend the mount to reach the Silvestri Craters, and walk about the varied layers of lava that have solidified over the centuries. Continue to Catania, one of Sicily's most important cities for more than three millennia.

**DAY 6 - Catania City Tour:** Stroll the city of Catania, including its famous open-air market, then explore the city on your own or take an optional tour to Taormina.

**DAY 7 - Full Day in Catania:** Spend a full day at leisure to explore the area on your own, or take an optional tour to Siracusa.

**DAY 8 - Return to Mobile**



## Making the wisest investment of all.

BB&T proudly supports schools and educational programs across our community. The future belongs to those who are best prepared for it, and we want to give our children the knowledge they need to grow into leaders and role models. Sharing knowledge has always been at the heart of the BB&T philosophy. It's as true today as it was 140 years ago: our goals are to help students and parents reach theirs. [BBT.com](http://BBT.com)

**BB&T**

BANKING · INSURANCE · INVESTMENTS

Member FDIC. Only deposit products are FDIC insured.  
© 2013, Branch Banking and Trust Company. All rights reserved.

# How Veterans Can Put Their Small Business in the Spotlight



If you've planned your new small business thoroughly, you've learned a lot about your prospective customers even without meeting them. You know where they're located, what their needs are, their buying habits and what influences them, and why they may be attracted to your products and services.

And if you're a veteran or were disabled while serving in the armed forces, you have an advantage. Federal agencies and private businesses are required to utilize veteran- and service-disabled veteran-owned small businesses to satisfy government contracting requirements. Many private-sector businesses and individual customers also give veteran-owned enterprises priority when purchasing goods and services.

Of course, being a veteran-owned business is not enough to start generating revenue; you must still offer products and services that are competitively priced, and

provide a level of expertise, quality and reliability that sets your company apart from competitors.

It's also essential that customers know about your veteran-owned business and what you have to offer. This can be particularly challenging, given that you may be entering a market that is large and diverse in both size and geography, and want to focus your limited startup resources on the most promising marketing opportunities.

Fortunately, several online channels specifically developed for veteran-owned businesses make it easy to spread the word for little or no cost.

For example, there are the Vendor Information Pages of [www.vetbiz.gov](http://www.vetbiz.gov), managed by the U.S. Department of Veterans Affairs' Center for Veteran Enterprise. With this free service, VA-verified businesses can register and create profiles that spotlight their location,

size, experience and other features that may be of interest to customers.

Two other valuable online directories are [www.buyveteran.com](http://www.buyveteran.com), part of the National Veteran-Owned Business Association's Buy Veteran campaign that promotes veteran-owned businesses to both public- and private-sector consumers; and [www.veteranownedbusiness.com](http://www.veteranownedbusiness.com). Both include easy-to-use search features that allow users to identify veteran-owned businesses that meet specific needs.

In addition to online directories, trade shows and exhibitions are designed to help veteran and disabled veteran-owned businesses connect with prospective customers and each other. The largest of these, the National Veteran Small Business Conference and Expo, is held each year at a different location around the country.

Sponsored by the Department of Veterans Affairs, in partnership with the Veteran Federal Interagency Council,

the event combines a small business conference with training on a variety of topics with exhibit halls for displays and networking.

Other exhibitions spotlighting veteran- and service-disabled veteran-owned businesses are held on a local and regional basis. Internet searches and local VA offices can provide information about these, including location and registration/exhibition requirements.

Another great source where veterans – and civilians – can learn about small business marketing opportunities is SCORE, a nonprofit organization that offers resources, training and workshops, and free, confidential counseling.

Contact the Mobile SCORE chapter, housed at the Mobile Area Chamber for free and confidential counseling at 251-431-8614, or visit online at [www.mobile.score.org](http://www.mobile.score.org).

## Dream in blue

### Affordable high-tech pools



#1-Ranked Pool Builder in America! —9 years in a row—

Easy & automated • Water- & energy-efficient • Virtually chlorine-free

Free brochure, in-home estimate & custom plan

A \$500 VALUE!

100% Financing oac



Some limitations may apply

DESIGN CENTER & DISPLAY POOL

251.633.7946

2301 Dawes Rd.

Mobile

[bluehaven.com](http://bluehaven.com)

**BLUE HAVEN POOLS & SPAS** since 1954  
World's Largest!

HBA APSP Lic. #26060



## WANT TO FINISH THAT COLLEGE DEGREE NOW?

Is not having a college degree costing you a promotion or a better job?

The USA Adult Degree Program offers:

- Flexible class schedules
- Financial Aid available
- Ability to apply previous college credit
- An individualized bachelor's degree tailored to your goals
- Face-to-face and online degree completion

Contact us for Information:  
 University of South Alabama  
 Department of Interdisciplinary Studies  
 251-460-6263  
 ist@southalabama.edu  
<http://bit.ly/USAAdultDegree>



UNIVERSITY OF SOUTH ALABAMA

**YOUR DEGREE...YOUR WAY!**

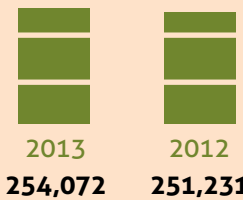
# Comparative Economic Indicators

The Mobile Area Chamber's research division collects a variety of statistics each month.

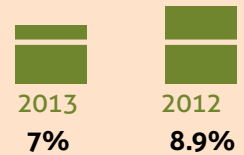
August 2013 vs August 2012

### Employed

Mobile/Baldwin counties

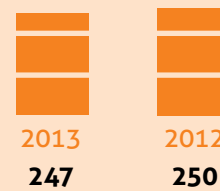


### Unemployment Rates

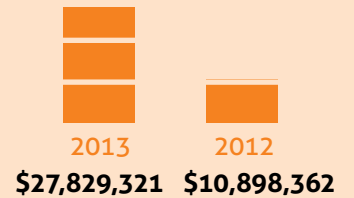


### Building Permits

City of Mobile

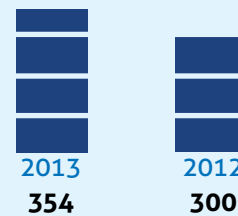


### Value of Building Permits



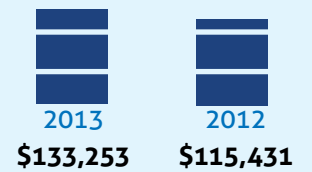
### Homes Sold

Mobile County



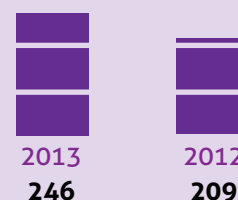
### Average Selling Price

Mobile County



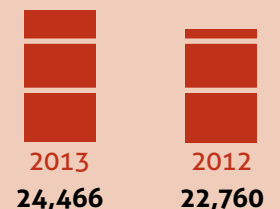
### Business Licenses

City of Mobile



### Air Passengers

Mobile Area



## HEAVY HAULING

FLATBED • HEAVY HAULING • BOAT HAULING • CONTAINER HAULING

Agent since 1993

Specializing in Tanks, Pipes, Heavy Equipment and Machinery, and Over-Dimensional Boats

MEMBER SC&RA

Serving 48 States and Canada.

Call anytime!  
If you're working, so are we.

7040 McDonald Road Irvington, AL 36544  
 Phone: 800-242-9212 or 251-653-7348 Fax: 251-653-1199  
 E-Mail: derekp@bellsouth.net www.wonderlandexpressinc.com



Founded in Mobile, Delaney Development owns, operates and manages residential, commercial and timberland related property interests in Alabama, Florida and Mississippi. Pictured here, from left to right, are Scott Delaney, Billie Delaney, Robert S. Frost, Jimmy Delaney, Darlene D. Frost, Billy Delaney, Mary Helene Delaney, Karen Ann Delaney, Richard Delaney, Lisa Stuart, Billy Frost, Juli Chambliss and Michael Delaney.

**Company officials:** Robert S. Frost, chief executive officer; Scott Delaney, vice president commercial properties; Michael Delaney, vice president timberlands; Edward (“Billy”) Frost, vice president construction; Richard Delaney, vice president financial operations; Karen Ann Delaney, vice president marketing; Lisa Delaney Stuart, vice president accounting; and Juli Frost Chambliss, vice president human resources

**Years in business:** Approximately 60

**Brief company description:**

Delaney Development Inc. was established by E.E. Delaney, but most older Mobilians remember the early years of the business as an appliance and car dealership located on Broad Street, known simply as “Delaney’s.” The company has long been involved with the sale, development and leasing of commercial and residential properties within the Mobile community and multifamily residential properties. Currently, Delaney Development owns, operates and manages residential, commercial and timberland-related property interests in Alabama, Florida and

Mississippi, as well as timber in other parts of Alabama. Delaney Development gives back to Mobile and its surrounding areas through its charitable E.E. Delaney Foundation Inc.

**Why are you located in Mobile?**

“Having been founded in the city of Mobile, the business has grown primarily in this area,” said Robert S. Frost, chief executive officer. “The entire Delaney family has witnessed the many years of changes and expansion of the city, and has enjoyed the warm hospitality and charm of Mobile and its people. There is no better place to live and work than Mobile, and with the company’s third generation of Mobilians now guiding the future of the company, we hope to continue what has been a longstanding record of successful business and community support.”

**Why do you support the Mobile Area Chamber of Commerce’s Partners for Growth initiative?**

“The Chamber does an excellent job of promoting the city of Mobile and its growth,” said Frost. “In this day and age, we can either wait for something good to

happen, or we can try and make something good happen. This initiative is a proactive step to go out and sell this city and its people in order to attract new business or programs. Such efforts help all of us, either directly or indirectly. We believe, as a business operating in this community, these efforts should be supported for the long-term success of Mobile.”

**What do you see as Mobile’s greatest potential?**

“Diversification of opportunities combined with its location allows Mobile to be attractive to a wide range of businesses, both small and large,” said Frost. “When you think about the number of different types of businesses and attractions in this community, such as the port, steel manufacturing, shipbuilding, aerospace and aircraft manufacturing, chemical industry, recreational attractions, sporting events such as the Senior Bowl and the BayBears, outstanding medical facilities and educational institutions, there are so many opportunities for added growth in goods and services.”

**Length of continuous Chamber membership:** Since 1986



Partners for Growth (PFG) is the Mobile Area Chamber’s long-term economic and community development program. For more information, contact **Katrina Dewrell**, the Chamber’s investor relations coordinator, at 251-431-8611 or [kdewrell@mobilechamber.com](mailto:kdewrell@mobilechamber.com).



# SAY "HELLO"

to a better way to bank.

We all did.

Everyone has online banking and smart phone banking, but sometimes you need to talk to a real person that is a decision maker. We have 15 well-known account executives that can solve your banking needs on the spot without calling headquarters in another city or state. **That is why we came to work at ServisFirst - an opportunity to do our job.** Located at the corner of St. Joseph Street and St. Michael Street, ServisFirst is the bank to call when your banking needs require talking with an experienced banking professional. Experience the convenience and pleasure of speaking directly with your banker without enduring the frustration of an automated call system.

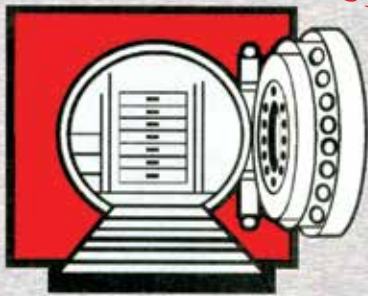
251.544.6950  
SERVISFIRSTBANK.COM



OUR NAME IS OUR MISSION.

## Is Your Business Safe?

**SECURITY SPECIALISTS**



ACCESS CONTROL • CCTV • SAFES  
ELECTRONIC LOCKS • CARD SYSTEMS • MASTER KEYS  
WIRELESS SYSTEMS • VAULTS • TIME ZONES  
HIGH SECURITY LOCKS • AUDIT TRAILS

*Sales • Installation • Service*

**COAST SAFE & LOCK CO., INC.**

457 Dauphin Island Parkway  
"At the Loop"

Mobile, Alabama 36606 AL State Lic. # 1102

**(251) 479-5264**

## Get noticed! Make a splash!

Your print jobs need to make the right impression for you and your business. Sometimes that's a big splash. Sometimes it's a bit more subtle. Either way, Interstate Printing & Graphics can help. We're Mobile's full-service printing solution. From big jobs to small jobs, Interstate offers the latest cutting-edge technologies and solid customer service to ensure uncompromising quality and unparalleled value. We turn your big ideas into print jobs you'll be proud of.



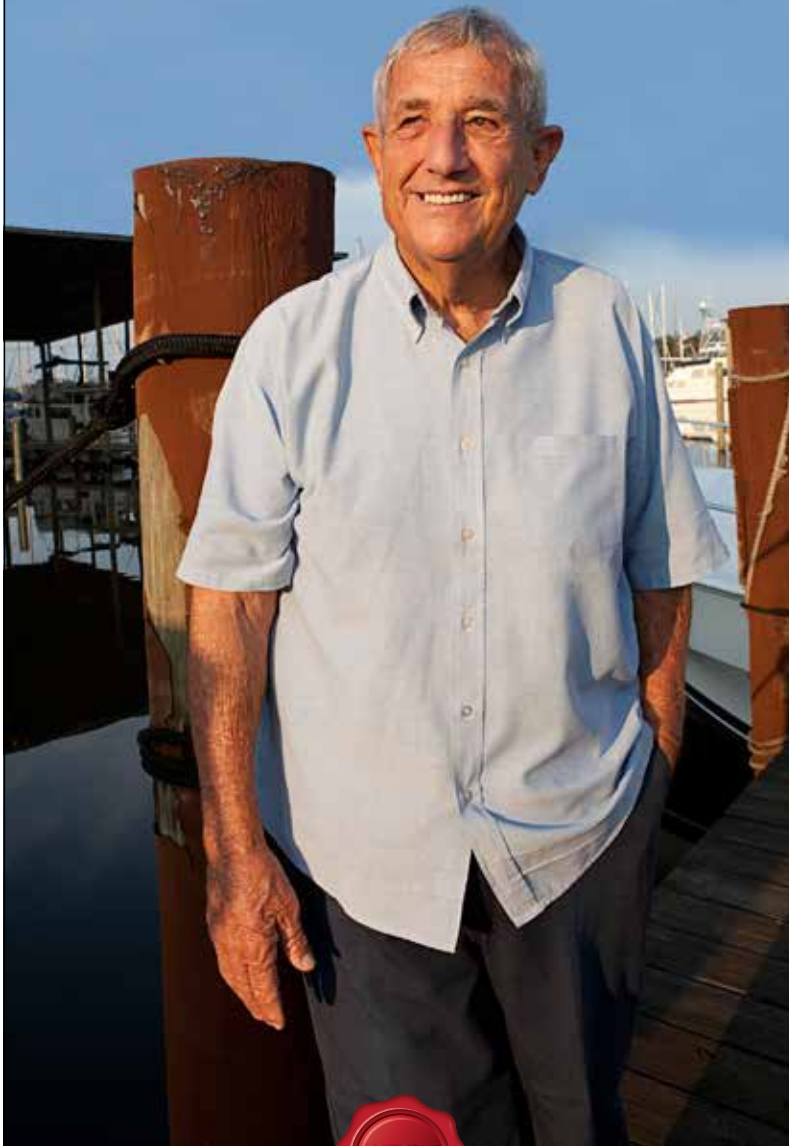
**interstate**  
printing & graphics, inc.  
www.interstateprinting.net  
251.476.3302



THAMES BATRÉ INSURANCE IS

*Our safe ship.*

- SONNY MIDDLETON, Dog River Marina, Owner



**THAMES BATRÉ**  
INSURANCE • SINCE 1891

MOBILE 251.473.9000

GULF SHORES 251.968.4322

WWW.THAMESBATRE.COM



# walks and wags®

*Doggie Daycare • Pet Sitting • Boarding*



At Doggie Daycare *endless play* with a nap at mid-day. Your pet comes home clean with their nails done. Or let us **Dog Walk** or **Pet Sit!** Our excellent services will ease your mind so you can stay focused at work and enjoy your travels while you are away.



DOG WALKS



DOGGIE DAYCARE



PET SITTING



TRAINING



PET TAXI



*Where exercise, naps, and play are part of everyday.*

**GROOMING & BOARDING**  
*is also available for DOGS*



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

**251-643-1615**

631 Azalea Road • Mobile, AL 36609



## LAGNIAPPE DO YOU KNOW THE LATEST?

SOMETHING EXTRA FOR MOBILE

### READERSHIP

Lagniappe has 48,801 print readers each issue, and 95,226 print readers over 6 months, representing a readership gain of 22% over last year.

### AGE OF READERS

Lagniappe's average reader is 46 years old, with 74.7% of our readers' aged 35 or older.

### INCOME

Our readers have an average household income of \$75,451, more than \$17,000 above the market average of Mobile and Baldwin counties. 24.5% of Lagniappe households earn \$100,000 or more annually.

### GENDER

56.1% of Lagniappe's readers are women, 43.9% are men.

### AUTOMOTIVE

16.9% of our readers plan to buy a new vehicle in the next year, more than 5% over the market average. 23.5% plan on buying a used car in the next 12 months, over 7% more than the market average.

### LAGNIAPPE READERS ALSO:

- Spend an average of \$141 per week on groceries • Are 50% more likely to eat seafood
- Represent 88% of the micro-brew buyers in the area • Are 44% more likely to purchase liquor and wine
- Spend over \$3,000 per year on home improvements • Are 80% more likely to have a 401K plan
- Are 150% more likely to have an IRA • Are 78% more likely to own stocks or stock options

### EDUCATION

68.5% of Lagniappe's readers have some college education or above. 21.4% have college degrees and 13.2% have post-graduate degrees as well, nearly double the market average.

### OCCUPATION

Lagniappe readers' occupations are 55.5% white collar, 28.1% blue collar.

### HOME OWNERSHIP

73.8% of Lagniappe's readers own their own homes, and 24.7% rent their residence. Our readers' average home value is \$241,630, more than \$55,000 above market average.

### DINING

Lagniappe's readers love restaurants. 96.5% went to a restaurant in the last month. 89.1% have been to a sit down restaurant in the last 30 days, and are 25% more likely than the average resident to eat at a fine dining restaurant.

### CELL PHONES AND COMPUTERS

Lagniappe's readers are well connected. 95.9% own mobile phones, with 61.4% owning smart phones, nearly 15% over the average Mobile/Baldwin resident. 77.4% of our readers own home computers, 7% above the market average.

(\*Scarborough Research, CSA, Release 2, Oct. 2011 – Sept. 2012)



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

## 11 VETERANS DAY LUNCHEON

See story on page 8.

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

**Where:** Fort Whiting Auditorium at Brookley Aeroplex

**Cost:** \$18, person or \$144 for a table of 8

Payment required at time of reservations. No refunds after Nov. 6.

**Contact:** Carolyn Hunt at 251-431-8621 or [chunt@mobilechamber.com](mailto:chunt@mobilechamber.com)

## 13 NETWORKING@NOON *\*Members Only*

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

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

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

**Cost:** \$10, Payment required at time of reservations. No refunds after Nov. 8.

**Contact:** Kelly Navarro at 251-431-8638  
or [knavarro@mobilechamber.com](mailto:knavarro@mobilechamber.com)

**Sponsor:** 

**Lunch by:** Panini Pete's

## 15 EXECUTIVE ROUNDTABLE *\*Members Only*

A monthly forum for Chamber member small business owners and managers

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

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

**Speaker:** Mike Lee, president, Page & Jones Inc.

**Topic:** I-10 Mobile River Bridge Project

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

No charge, but seating is limited.

**Sponsor:** 

## 21 BUSINESS AFTER HOURS

**When:** 5:30 to 7 p.m.

**Where:** WKRG, 555 Broadcast Dr.

**Cost:** \$5 for members, \$10 potential members

**Contact:** Kelly Navarro at 251-431-8638  
or [knavarro@mobilechamber.com](mailto:knavarro@mobilechamber.com)

Reservations are not needed.

**Sponsor:** 

## 28-29 CHAMBER CLOSED FOR THANKSGIVING

*Strength  
leads to  
opportunity.*



**HANCOCK BANK AWARDED A  
5-STAR RATING FROM  
BAUERFINANCIAL, INC.**

Strength is not something you claim. It's something you prove. Recently, BauerFinancial, Inc., the nation's leading financial

rating firm, awarded Hancock its highest 5-star rating. This rating attests that Hancock Bank excels in the areas of capital, asset quality, profitability, risk management and sound business practices. For 23 consecutive years, BauerFinancial, Inc. has recommended Hancock Bank as one of the most financially sound banks in America. A strong bank leads to a strong Gulf Coast.

**Put Hancock to work for you.**

**Call** 800-448-8812 **Click** [hancockbank.com](http://hancockbank.com)  
**Come by** one of our convenient locations

  
**Hancock Bank.**

Member FDIC

# Member News

## WHO'S NEW

E-worx web & new media hired **Lacy Duke** as graphic designer/project coordinator. Duke holds a bachelor's degree in graphic design from the University of South Alabama. While a student at USA, she served as art director for *Oracle*, USA's literary magazine.

Centre for the Living Arts welcomed **Emily Foster Day** as director of development. Day has a bachelor's degree in art history from the University of Virginia and a master's degree in arts administration from Boston University.

Mobile Lumber & Millwork promoted **Travis Henderson** to manager of its sister store, Grand Bay Lumber. Henderson is a recent graduate of Dale Carnegie Training.

Faulkner State Community College hired **Joli Jones** as director of its center for professional development. She will work with the area chambers of commerce to promote continuing education and training for business and industry classes.

The Mobile Airport Authority hired **Russell Stallings** as director of capital projects and improvements. Stallings will coordinate the Airbus construction project and oversee other construction and renovation projects.

## BUSINESS ENDEAVORS

The SSI Group (SSI), a Mobile-based provider of healthcare revenue and payment cycle management solutions, announced it acquired Claimsnet.com. With the acquisition, SSI will offer new transaction options and enhanced analytic tools.

EADS (European Aeronautic Defence and Space Co.), the parent company of Airbus, changed its name to Airbus Group and combined its space and military units into one division.

TAG/The Architects Group provided the interior design, tree house design and art selection for University of South Alabama Children's and Women's Hospital's new tower.

University of South Alabama Children's and Women's Hospital nearly doubled in size with a \$72.6 million, 195,000-square-foot expansion. USA Health Systems, the USA Foundation and private gifts funded the project that added space for the hospital's neonatal and pediatric intensive care units, increased the number of operating rooms and the size of patient rooms. Also, two family rooms were created by Ronald McDonald House Charities of Mobile.

DQ Grill & Chill opened at 617 Celeste Rd. in Saraland off I-65 at exit 15, in the Flash Market Travel Plaza. The new, 2,500-square-foot restaurant is open Sunday through Thursday from 10 a.m. to 10 p.m.; and Friday and Saturday from 10 a.m. to 10:30 p.m.

Mobile Regional Airport is offering a new express parking PASS card, making for quick entry and exit through designated parking lanes. Patrons can sign up for a membership card, linked to the credit card of their choice, and swipe it instead of waiting in line to pay. Receipts will be sent via e-mail.

## WELL DONE

*Inc.* Magazine recently ranked four Mobile companies on its list of the nation's 5,000 fastest-growing companies. **Aaron Oil Co.** was ranked No. 3,582, **Callis Communications** was ranked No. 3,399. **Hargrove Engineers + Constructors** was ranked No. 2,451, and **Southern Light** was ranked No. 2,715.

Attorneys **Jaime W. Betbeze** and **James F. Watkins** of **Maynard, Cooper & Gale PC** were recognized as leading lawyers in their area of practice in the 2014 edition of *The Best Lawyers in America*.<sup>®</sup> Betbeze practices admiralty & maritime law, and Watkins practices banking and finance law and financial services regulation law.

The report named Maynard Cooper as one of its "Litigation Powerhouses." In addition, Corporate Counsels ranked the firm in the top 10 percent for securities litigation, according to the *BTI Litigation Outlook 2014*.

**MSO**  
MOBILE  
SYMPHONY  
ORCHESTRA  
SCOTT SPECK  
MUSIC DIRECTOR



2013 - 2014 SEASON

MUSIC THAT SOARS!

### Beethoven and Blue Jeans


Scott Speck, conductor  
Mason Bates, electronica

Beethoven Leonore Overture No. 3  
Bates Liquid Interface  
Respighi Fountains of Rome  
Debussy La mer

Saturday, November 9, 8 p.m.  
Sunday, November 10, 2:30 p.m.

### Saenger Theatre

Tickets start at \$20  
Online: [mobilesymphony.org](http://mobilesymphony.org)  
Phone: 251-432-2010  
In Person: 257 Dauphin Street

Sponsored by: 

Follow the Mobile Symphony!





The Bay Area Food Bank was named to the list of "10 Top-Notch Charities" out of nearly 7,000 nonprofits rated by Charity Navigator. The food bank ranked first in Alabama, with an overall rating of 69.83 out of 70. The food bank serves a 24-county area spanning South Alabama, South Mississippi and the Florida Panhandle.

## COMMUNITY NEWS

The Dauphin Island Sea Lab Foundation (DISLF) presented two awards at the second annual Marine Environmental Awards luncheon. The recipient of the award for an individual was long-time environmental advocate, developer and community activist Arthur "Skipper" C. Tonsmeire III. The organization recipient of the 2013 Marine Environmental Award is Dog River Clearwater Revival. This group of volunteers has implemented successful and diverse programs all focused on the foundation's mantra: Healthy Waters, Healthy People.

Employees of DEX Imaging and Thompson Engineering donated school supplies to Denton Middle School as students began the 2013-14 school year.

Officials of the National Merit Scholarship Corp. (NMSC) announced the names of approximately 16,000 semifinalists in the 59th annual National Merit Scholarship Program. Six St. Paul's seniors were on the list, the most at one school in Mobile County. They are: Abigail Lindsay Blankenship, Holly Nicole Friedlander, Alexandra Louise Goodwin, Katherine Baylor Jeffries, Jessica Renee Knezha and Danielle Celeste Graves Williamson.

Pen Air Federal Credit Union sponsors free financial literacy programs for local middle school and high school teachers and students through a partnership with Banzai, a national interactive, online financial literacy program for students and teachers.

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

## CONNECT

with the Chamber

Like us. 

[facebook.com/MobileChamber](https://facebook.com/MobileChamber)

Join us. 

[linkedin.com](https://linkedin.com)  
Group - Mobile Area Chamber of Commerce

Follow us. 

[twitter.com/MobileChamber](https://twitter.com/MobileChamber)

Watch us. 

[youtube.com/MobileChamber](https://youtube.com/MobileChamber)



The Mobile Area Chamber was awarded a five-star rating by the U.S. Chamber of Commerce, the highest designation given. Of the 6,936 chambers in the U.S., only 301 are accredited, and of those only 43 have achieved five-star distinction.

The Mobile Area Chamber has been accredited by the U.S. Chamber since the designation's inception more than 40 years ago.

## ADVERTISERS' INDEX

Alabama Power .....	19
BancorpSouth .....	12
BB&T .....	25
Blue Haven Pools & Spas .....	26
Coastal Bank and Trust .....	20
Coast Safe and Lock .....	29
Community Bank .....	22
C Spire Business Solutions .....	2
Faulkner State College .....	11
Grand Hotel Marriott .....	9
Gwin's Commercial Printing .....	24
Hancock Bank .....	31
Infirmity Health .....	16, 21
Interstate Printing & Graphics Inc. ....	29
Lagniappe .....	30
Mobile Symphony .....	32
Premier Medical Management .....	33
PNC Bank .....	6
Regions Bank .....	4
RE/MAX Partners .....	24
ServisFirst Bank .....	29
UMS Wright Preparatory School .....	34
University of South Alabama .....	27
Thames Batre Insurance .....	30
Trustmark Bank .....	18
United Cerebral Palsy .....	23
Walks and Wags .....	30
Wonderland Express .....	27

# Premier Medical... the team that takes care of your senses...

Specializing In:  
 Eye, Ear, Nose & Throat Care  
 Optical  
 Contact Lens  
 Laser Vision Correction  
 Hearing Aids and Testing  
 Allergy  
 Facial Skin Care  
 Facial Plastics &  
 Cosmetic Procedures



## Premier Medical

Alabama	Atmore	Mississippi
Mobile	Jackson	Ocean Springs
Daphne	Monroeville	Gulfport
Fairhope	Thomasville	
Foley	Chatom	
Bay Minette	Grove Hill	
Brewton		

### Premier Medical Physicians

#### ENT Physicians

RONNIE E. SWAIN, MD  
 W. CARTER BRYARS, JR., MD  
 BARRY L. BROWN, MD  
 JAMES R. SPIRES, JR., MD  
 JOHN S. WILSON, MD, FACS  
 JAMES K. PITCOCK, MD  
 P. VAN. CROCKER, MD  
 ALFRED M. NEUMANN, JR., MD  
 RONNIE E. SWAIN, JR., MD  
 J. MARK HARRISON, MD  
 KIMBERLY ELLIOTT, MD  
 MICHAEL LEE, MD  
 RICHARD L. PALESANO, MD  
 ANDREA McMURPHY, MD

#### Audiology

JENNIFER TAYLOR-GUY, AUD  
 SONYA KERR, AUD

#### Eye Physicians

JAMES M. HARRISON, JR., MD  
 CLAUDE M. WARREN, III, MD  
 ROLLINS L. TINDELL, JR., MD  
 CHARLES R. SALISBURY, MD  
 MATTHEW W. MOSTELLER, MD  
 CHARLES S. MOSTELLER, MD  
 RICHARD J. DUFFEY, MD  
 H. CHRISTOPHER SEMPLE, MD  
 ANDREW P. TERRY, MD  
 STUART F. BALL, MD  
 WILLIAM F. MURRAH, III, MD  
 MARK J. DOUGLAS, MD  
 CURTIS M. GRAF, JR., MD  
 BEN F. KING, OD  
 GREGORY R. JACKSON, OD  
 ROBERT E. EDGE, OD  
 VALERIE L. VICK, MD  
 JAY A. BROWN, MD  
 CHARLES F. JONES, M.D.  
 JEFFERY A. MORROW, O.D.  
 CHRIS WALTON, MD  
 ERIN E. LICHTENSTEIN, MD  
 J. RYAN TURNER, MD

# New Members

If you know a company interested in benefiting from Chamber membership, contact **Rebecca Milam** at 251-431-8647 or **Tricia Bradley** at 251-431-8642. View the complete membership directory at [www.mobilechamber.com](http://www.mobilechamber.com).

## Air Liquide America Specialty Gases

Chip Stechmann  
118 Industrial Pkwy.  
Saraland, AL 36571-3700  
251-679-2017  
[www.us.airliquide.com](http://www.us.airliquide.com)  
Gas-Industrial-Medical-Cylinder-  
Bulk-Laboratory-Specialty

## Ashley Furniture Home Store

Latious Lamar  
314 S. University Blvd.  
Mobile, AL 36609-2909  
251-414-3456  
[www.turnershomes.com](http://www.turnershomes.com)  
Furniture Stores

## Azalea City Funeral Home & Crematory LLC

Albert E. "Al" Kenmar  
690 Ziegler Cir. W.  
Mobile, AL 36608-4812  
251-639-1272  
[www.azaleacityfuneralhome.com](http://www.azaleacityfuneralhome.com)  
Funeral Homes

## Bath Fitter

Bob Robinson Jr.  
33 Brent Lane, Ste. 102  
Pensacola, FL 32503  
850-429-1777  
[www.bathfitter.com](http://www.bathfitter.com)  
Bathroom Remodeling

## Cockeyed Charlie's Sports Bar

Charles Henderson  
6920 Airport Blvd., Ste. 119  
Mobile, AL 36608-3783  
251-604-3986  
Bars

## Dewberry Consulting Inc.

Bryon Griffith  
169 Dauphin St., Ste. 100  
Mobile, AL 36602-3271  
251-415-3744  
[www.dewberry.com](http://www.dewberry.com)  
Architects

## DQ Grill & Chill

Vijal Patel  
617 Celeste Rd., Ste. B  
Saraland, AL 36571-2012  
251-287-0836  
[www.dairyqueen.com/us-en/](http://www.dairyqueen.com/us-en/)  
Locator/Detail/13008/  
Restaurants

## ECD Program Inc.

Anthony York  
808 Downtowner Loop W.  
Mobile, AL 36609  
251-341-9504  
[www.ecdprogram.net](http://www.ecdprogram.net)  
Treatment Program

## Empower Your Life

Monique Cordova-Sizemore  
251-209-7961  
[www.empoweryourlife.com](http://www.empoweryourlife.com)  
Business Consultants

## Fincher & Associates

Chad Fincher  
4000 Wulff Rd.  
Semmes, AL 36575-5210  
251-649-2722  
[www.fincherrealty.com](http://www.fincherrealty.com)  
Real Estate Office

## Flowerwood Management Inc.

Jim Poe  
P.O. Box 665  
Loxley, AL 36551-0665  
251-64-5122  
Transportation/Logistics

## Frank R. Friedman DMD

Frank R. Friedman  
2805 Airport Blvd.  
Mobile, AL 36606-2304  
251-476-1938  
Dentists

## Geiger Brothers

Max Woodruff Jr.  
904 Memory Lane  
Mobile, AL 36608-4322  
251-342-5704  
[www.geigermall.com](http://www.geigermall.com)  
Advertising Specialties

## Home Mortgage of America Inc.

Lola Connert  
3662 Dauphin St., Ste. B-2  
Mobile, AL 36608-1217  
251-304-0145  
[www.mortgageamerica.com](http://www.mortgageamerica.com)  
Mortgages

## Hughes Plumbing & Utility Contractors Inc.

Preston Hughes III  
2473 Eslava Creek Pkwy.  
Mobile, AL 36606-2034  
251-476-5002  
[www.hpuonline.com](http://www.hpuonline.com)  
Plumbing Contractors

## The Hungry Owl

Kyle Young  
7899 Cottage Hill Rd.  
Mobile, AL 36695-4289  
251-633-4479  
[www.TheHungryOwl.com](http://www.TheHungryOwl.com)  
Restaurants

## Indus Travels Inc.

Praveen Syal  
233-11951 Hammersmith Way  
Richmond, BC V7A5H9  
Canada  
604-279-8794  
[www.industravels.ca](http://www.industravels.ca)  
Tours, Operators, Promoters

## Inner Parish Security Corp.

Mark Leto Sr.  
4725 Main St., Ste. F222  
Orange Beach, AL 36561-5861  
251-978-2975  
[www.ipsc.biz](http://www.ipsc.biz)  
Security Guard/Patrol Service

## Intern Bridge Inc.

Robert Shindell  
11113 Persimmon Gap Dr.  
Austin, TX 78717-4879  
512-784-3361  
[www.internbridge.com](http://www.internbridge.com)  
Training & Development

## Keech Consulting

Tarah Keech  
70 N. Joachim St., Ste. C  
Mobile, AL 36602-2909  
251-591-0988  
Consultant

## Charles J. Keith DMD

Charles Keith  
315 Hwy. 43 N.  
Saraland, AL 36571-2101  
251-675-4423  
Dentists

## Lovely J's

Sherman Lee  
2100 Government St., Ste. C.  
Mobile, AL 36606  
251-447-3810  
Retail

## Marine Well Containment Co.

Linden Emerson  
400 N. Sam Houston Pkwy. E.,  
Ste. 1100  
Houston, TX 77060-3539  
281-820-8800  
[www.marinewellcontainment.com](http://www.marinewellcontainment.com)  
Energy/Oil and Gas

## OmniTranz

Cliff Parmer  
424 Saraland Blvd N., Ste. G.  
Saraland, AL 36571-2153  
251-679-9541  
[www.omnitranz.com](http://www.omnitranz.com)  
Cash Registers & Supplies

## Rangeline Storage

Lewis H. Golden  
5821 Rangeline Rd., Ste. 108  
Theodore, AL 36582-5211  
251-443-8995  
Storage - Self

## Safety-Kleen Systems

Clarence Adams  
3023 Dial St.  
Mobile, AL 36612-1751  
251-456-3042  
[www.safety-kleen.com](http://www.safety-kleen.com)  
Environmental/Ecological  
Service

## SAK Construction

Jack Boatman  
314-422-8208  
[www.sak-construction.com](http://www.sak-construction.com)  
Water & Sewer Line Construction

## Southern Smiles

Alex Krempa  
6350 Airport Blvd.  
Mobile, AL 36608  
251-344-0230  
[www.mobilealabamadentist.com](http://www.mobilealabamadentist.com)  
Dentists

## Strojny & Strojny Financial Services

Lynette Steen  
7355 Airport Blvd.  
Mobile, AL 36608-4505  
251-633-4226  
[www.strojnycorp.net](http://www.strojnycorp.net)  
Financial Services

## Taylor Martino P.C. Attorneys-At-Law

Richard H. Taylor  
P.O. Box 894  
Mobile, AL 36601-0894  
251-433-3131  
[www.TaylorMartino.com](http://www.TaylorMartino.com)  
Attorneys

## Technology Integration Group

Amie Williamson  
1509 Government St., Ste. 105  
Mobile, AL 36604-2016  
850-439-0090 Ext. 1619  
[www.tig.com](http://www.tig.com)  
Computer-Networking

## Transworld Business Advisors of Alabama

Samuel Dennis  
309 Levert St.  
Mobile, AL 36607-2224  
205-478-4021  
[www.TransworldAlabama.com](http://www.TransworldAlabama.com)  
Business Brokers

## Turner Industries Group LLC

Rodney Landry  
400 Industrial Pkwy.  
Saraland, AL 36575  
225-214-2709  
[www.turner-industries.com](http://www.turner-industries.com)  
Contractors-General

## Vision Environments

Leah Traina  
P.O. Box 8041  
Spanish Fort, AL 36577  
251-689-1809  
[www.VisionEnvironments.com](http://www.VisionEnvironments.com)  
Commercial Furniture  
Installation

## Wireless Intervention

Jessica Rhodes  
1436 Rangoon Cove  
Gulf Breeze, FL 32563-3456  
888-296-0606  
[www.wirelessintervention.com](http://www.wirelessintervention.com)  
Consultant

## Wolseley Industrial Group

Keith Dunnam  
4172 Halls Mill Rd.  
Mobile, AL 36693-5614  
251-643-1855  
Pipe, Valves & Fitting

As of 8/31/13

ENCOURAGING AND ENHANCING  
GREATNESS IN MIND, BODY & SPIRIT

A SHOUT OUT  
TO LIFELONG  
LEARNING

UMS-WRIGHT  
PREPARATORY SCHOOL  
[UMS-Wright.org](http://UMS-Wright.org) | 479-6551

UMS-Wright does not discriminate on the basis of race, creed or national origin.

# Anniversaries

Members Are Our Greatest Asset! Please show your support through the patronage of these businesses.

## 20 YEARS

Morguard/Revenue Properties Management Co. of Alabama

## 15 YEARS

Rock Creek Golf Club

## 10 YEARS

AQUALife Water & Coffee Service  
Club Sun Tanning Salon  
Cumulus Broadcasting Inc.  
Home Instead Senior Care  
United States Postal Service

## 5 YEARS

Anytime Fitness  
Camp Rap-A-Hope  
Magic Moments Inc.  
Ozanam Charitable Pharmacy  
Safety Guidance Specialist Inc..

## 1-4 YEARS

Accurate Control Equipment Inc.  
AD Venture Specialties Co.  
Alabama Kidney Foundation - Mobile Regional Office  
Alabama Railroad & Construction  
Alabama Roll Inc.  
All A Bloom Florist & Gifts

All-South Subcontractors  
Cammie's Old Dutch Ice Cream Shoppe  
CostFlex Systems Inc.  
A. Evans Crowe LLC  
Cypress Cove Apartments  
Dockery & Associates Inc.  
Domke Market  
Down Syndrome Society of Mobile County  
Explosive Signs & Graphics LLC  
The Family Center  
Farni & Farni Family Dentistry  
Fort Walton Machining Inc.  
Victor Gaston  
Greer's Catering  
Gulf South Services  
Hillcrest Optical Inc.  
Holiday Inn Express & Suites  
Holiday Inn Mobile Airport  
J-Ray Shoes  
Keller Williams Realty  
Little Language LLC  
Lockwood International  
Loop Coin & Jewelry  
Maitre & Crabtree Dental Group  
McGill-Toolen Catholic High School  
Marshall A. McLeod PLS LLC  
Mobile Christian School

Mobile Physical Medicine & Wellness PC  
Motion Industries Inc.  
MPACT Public Affairs Consulting  
Richard Noblet DDS  
OK Bicycle Shop  
Panera Bread  
Melvin Pierce Painting  
Professional Cabinets LLC  
Publix Super Markets Inc., Hillcrest/Cottage Hill  
Publix Super Markets Inc., University/Airport  
The Radcliff Schatzman Group  
RCT Inc.  
Rob Middleton Construction LLC  
Robertson Gallery  
Shrimp Basket of Old Shell Inc.  
Karen C. Simmons PC  
Spring Hill Landscape LLC  
State Farm - Greg Jones  
Taylor CPA Group LLC  
Two Men and a Truck  
US ToolGroup  
Viva Medicare Plus  
WEAR - TV 3 (Florida)  
Williams Financial Group LLC  
Worthy Insurance Agency

# Building For Lease



**Location:**  
456 Civic Center Drive

**Size:**  
Approximately 5,000 square feet  
Short-term lease proposals welcome

**Features:**  
Vaulted ceilings  
Five private offices  
Custom cubicles  
Large conference room  
Storage area  
Kitchen/breakroom  
Gated secure parking  
Close proximity to Brookley Aeroplex

**Availability:**  
Immediately

**Contact:**  
Joe Mareno, Mobile Area Chamber, 251-431-8624, [jmareno@mobilechamber.com](mailto:jmareno@mobilechamber.com)  
Janet Keene, Bender Realty, 251-445-2468, [janet@benderrealestategroup.com](mailto:janet@benderrealestategroup.com)



**SEE MOBILE DIFFERENTLY**  
and get a new perspective on what it has to offer

## Mobile Area Chamber of Commerce 177<sup>th</sup> Annual Meeting

Tuesday, January 28, 2014 • 5:30 - 8:30 pm  
Mobile Civic Center

Tickets are \$50 or \$485 for a group of 10  
(Chamber members), \$60 for potential members

RSVP to 251-431-8606 or  
email [cwilson@mobilechamber.com](mailto:cwilson@mobilechamber.com)

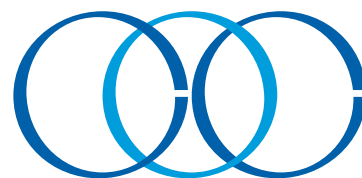
[www.mobilechamber.com](http://www.mobilechamber.com)



# believe in **mobile** belong to the **chamber**

## backed by more than 175 years of business advice

The Mobile Area Chamber of Commerce has been around for more than 175 years, so we've had time to build a reputation as the area's most trusted source of business information. National studies have shown businesses and consumers are much more likely to think favorably of a company that belongs to a chamber of commerce and 63 percent more likely to buy goods and services from chamber members. Chamber membership does more than add credibility and boost your image in the community, it shows you believe in Mobile and are working to build a stronger future for our area. Belong to the Chamber – because it's good for your business and good for Mobile.



MOBILE AREA  
CHAMBER OF COMMERCE