

FEBRUARY 2013

the Mobile Area Chamber of Commerce business

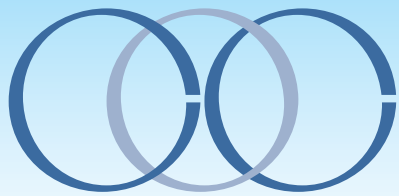
VIEW

SOUTHERN EARTH SCIENCES

MOVES TO MOBILE COMMERCE PARK



ANNUAL REPORT
CELEBRATES
2012 ACCOMPLISHMENTS



the Mobile Area Chamber of Commerce business

VIEW

February 2013

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Cover

Southern Earth Sciences has relocated to Mobile Commerce Park. Pictured (from left to right) are Eric Guarino PG, Mobile Environmental Manager; Bill Brenner PG, president; Mark White PE, Mobile CMT Department Manager (Construction Materials Testing); Matt Coaker PE, Mobile Geotechnical Department Manager; and Lewis Copeland PE, Mobile Branch Manager. See story on page 7. *Cover photo by Ashley Horn.*

13-28



The Mobile Area Chamber was awarded a five-star rating by the U.S. Chamber of Commerce, the highest designation given.

Of the 6,936 chambers in the U.S., only 301 are accredited, and of those only 43 have achieved five-star distinction.

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



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Publisher.....Winthrop M. Hallett III
Executive Editor.....Leigh Perry-Herndon
Managing Editor.....Jennifer Jenkins
Copy Editor.....Michelle Matthews

Additional Writers and Editors

Katrina Dewrell, Ashley Horn,
Susan Rak-Blanchard, Carolyn Wilson

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



Melt Shop Comes Online at TK Stainless

On its second anniversary, ThyssenKrupp Stainless fired up its melt shop, marking the final production milestone. The site now manufactures the full life cycle of stainless steel by reclaiming and melting scrap metal into molten material, casting it into slabs, hot rolling it into coils, annealing and pickling the coils, cold rolling the material for strength and thickness, and finishing it according to the specifications of its North American customers.

To date, TK Stainless has created 714 of the 953 permanent jobs planned by 2015.

First Airbus Supplier Announced

As the books closed for 2012 Labinal announced it would open a new office in early 2013 at Brookley Aeroplex. Labinal, a high-tech company in the field of electrical interconnection systems for the aviation, space and defense market, has more than 10,500 employees worldwide. The Mobile operation is expected to employ 30 to 50 highly-skilled engineering support services workers. According to company officials, the average annual wages will be \$70,000.

"Labinal is very excited to be the first supplier to join the Airbus Engineering team in Mobile, Alabama," said **Karen Bomba**, CEO of Labinal. The engineering office will support aerospace and transportation companies in Alabama and bring additional capabilities and support to Airbus, a Labinal customer. Singapore Technologies, another Labinal customer, is also located at Brookley.

"Labinal's reputation and international presence in Mobile is a testament to the team approach to recruit industry here," said **Troy Wayman**, vice president of economic development for the Mobile Area Chamber. The engineering firm will occupy an empty industrial building in Brookley Aeroplex complex, close to where Airbus plans to construct its \$600 million aircraft assembly plant that will be under construction in the spring.

The company is headquartered in Toulouse, France.

Design Firm Selected for AIDT Facility for Airbus

The first project connected to Airbus — a 35,000-square-foot training center for AIDT, the state's industrial training agency — was awarded to Watermark Design Group, an architectural and interior design firm based in Mobile.

In July 2012, Airbus announced it would build an assembly plant at Brookley Aeroplex for its A320 family of planes, creating more than 1,000 jobs in Mobile. Before the majority of workers can be hired, they need to be trained. Plans for the AIDT training center call for a multi-story building housing labs and classrooms to train potential Airbus employees. It will be built adjacent to the Aviation Training Center, located in Brookley Aeroplex.

"AIDT facilities co-located across the state at various plants and mills have proven to be a valuable resource for the state and for private industry," said **Troy Wayman**, vice president of economic development for the Mobile Area Chamber. He noted there are several other AIDT facilities in

Mobile, including a maritime training center near Austal that serves the entire shipbuilding industry, and one in Calvert, near the ThyssenKrupp steel mill.

"Watermark has tremendous experience and a proven track record designing buildings on the Gulf Coast," said **Lee Hammett**, AIDT's assistant director for south Alabama. "This, coupled with tremendous architectural capabilities, vision and great attitude, was a major factor in choosing Watermark for this project."

The training facility is on a fast-track schedule, according to **Jim Clarke**, senior architect with Watermark, in order to accommodate Airbus' plan to start building planes in Mobile by 2015. Airbus officials plan to hold the official groundbreaking for the final assembly line in April.

Watermark's sister company, Thompson Engineering, will assist in the project, providing engineering design, surveying, construction inspection and other required services.



Chamber Introduces New CEOs to Mobile

The Mobile Area Chamber held a CEO Reception in late 2012 to introduce chief executive officers and heads of firms to other area business leaders. The fall reception, sponsored by Hackbarth Delivery Service, was attended by more than 100 business leaders and elected officials.

Honored guests included: front row (left to right): Deborah Velders, Mobile Museum of Art; Ann Davis,

Women's Business Center; Maj. Mark Brown, The Salvation Army of Coastal Alabama; Mick Wallis, ThyssenKrupp Stainless USA; Terry Harbin, BancorpSouth; and Hutch Thompson, SB&T Bank.

Back row (left to right): Connie Hudson, Mobile County Commission; Chad Leonard, Rock Creek Golf Club; Randy Lee, Waste Management; Win Hallett, Mobile

Area Chamber; Alex Arendall, Servisfirst Bank; Todd Boehm, Gulf Coast Containers; Michael Meador, Meador Warehousing and Distribution; John Valentine, Dauphin Island Sea Lab; and Eric Liederman, ABS Business Systems of Mobile.

Understanding the New Healthcare Bill

Fast Facts

What: Information on the Patient Protection and Affordable Care Act

When: Wednesday, Feb. 20, from 3 to 5 p.m., or Thursday, Feb. 21, from 8 to 10 a.m.

Where: Mobile Area Chamber of Commerce
451 Government St.

Presented By:
Michael G. Hicks, Employee Benefits
Consultant, Alliance Insurance Group

Reservations: www.mobilechamber.com
or e-mail Brenda Rembert at
brembert@mobilechamber.com

Now is the time to develop and implement a strategy for compliance with healthcare reform regulations.

As the Obama administration focuses on implementing the Patient Protection and Affordable Care Act (PPACA), employers need to be aware of the challenges involved.

Numerous communications, reporting and documentation requirements are taking place now and in the upcoming months, and business owners need to understand the potential impact healthcare reform has on their businesses. For example, do you know which provisions of the health reform law affect your business and when they take place? Are you ready to "pay or play?"

The Mobile Area Chamber recognizes how important it is for small- and medium-sized businesses to comply with the PPACA. Because the laws and regulations may be complicated and difficult for a small business owner to navigate, the Chamber is presenting seminars to help you understand the many aspects involved. These seminars will arm you with the knowledge you need to work with your professional services advisors and determine the best options available — and how to communicate options to your employees and how the changes will affect them.

For reservations, go to www.mobilechamber.com or e-mail Brenda Rembert at brembert@mobilechamber.com.

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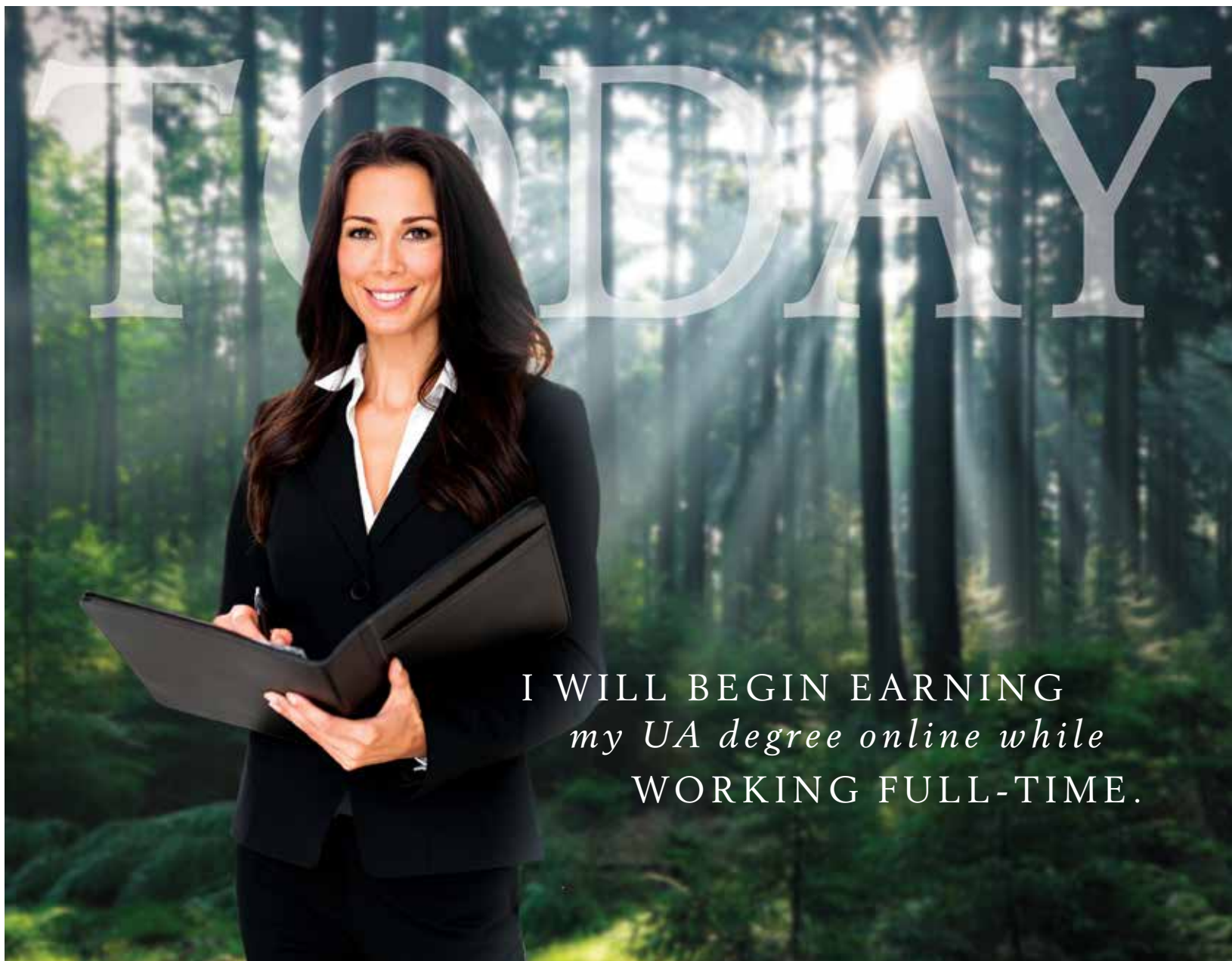
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Southern Earth Sciences

Moves into Mobile Commerce Park

Consolidating three offices into one location brought more than 40 Southern Earth Sciences (SES) employees to Mobile Commerce Park (MCP) in late 2012. The park is operated by the Industrial Park Board of the city of Mobile, and managed by the Mobile Area Chamber. SES's corporate headquarters will remain on Downtowner Boulevard.

Claudia Zimmermann, director of economic development for the Mobile Area Chamber and staff liaison for MCP, said

SES's 15,000-square-foot space provides the company with better access for its large equipment. Engineering work and testing operate out of the new location, located off Rangeline Road, less than two miles from I-10.

SES President **Bill Brenner** said the firm had outgrown the three separate buildings its employees occupied, and had needed to consolidate space. "Moving to the new location in Mobile Commerce Park consolidates our Mobile branch departments into one larger, efficient space, and (it) has the advantage of location providing quick internet access for our technicians and drill crews," he added.

MCP is an ideal location for headquarters, offices and distributors, Zimmermann said. It offers wide, well-lit, landscaped boulevards. Sites are flat and well-drained, with all utilities in place. Protective covenants and landscaping standards ensure the park will continue to offer an attractive appearance for years to come. In addition to light manufacturers and regional and national distribution centers, the park is suited for corporate or regional headquarters and office condominiums, call centers and professional services.

The park currently houses 12 businesses, with about 70 acres remaining for development. To learn more about the park and its assets, go to www.mobilecommercepark.com.



Chamber Member Receives National Award

Not one to give up on a dream, **Robin duBrock Gregorius** took her business plan to open an assisted living facility in Grand Bay from idea to concept in 2006, and two years later the 12,000-square-foot Country Gables Assisted Living Facility opened. The home has the capacity to serve 28 residents and is designed to resemble a New Orleans-style courtyard garden. Gregorius, who employs 12

full-time and four part-time employees, recently was named Alabama Small Business Person of the Year.

The award was presented by the U.S. Small Business Administration. She was nominated by the University of South Alabama Small Business Development Center.

Gregorius is pictured at left with Mobile Area Chamber Vice President of Small Business Development **Darrell Randle**, left, and **Brent McMahan**, senior area manager for the U.S. Small Business Administration (right).

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Small Business of the month



Cornerstone Investment Management and Consulting's staff includes, left to right, John David Gardner, research analyst; Scott Koser, director of research; Mark Davidson, director of investments; and Haden Oswalt, marketing coordinator.

Slow and Steady Wins the Race at Cornerstone

Mark Davidson and Scott Koser were working at two different investment management companies in Georgia when they met while studying for their chartered financial analyst exams. They shared ideas about what their respective companies were doing right, and how they would do things differently.

"Eventually, we said we should consider doing this," Davidson remembers. "A notebook became a folder, which became a binder, which became a box."

But their plans really took shape after the Sept. 11, 2001, terrorist attacks. "The events of 9/11 galvanized us. People we worked with were co-located there, and walked into those buildings every day," Davidson and Koser decided it was time to seize the day.

Their first step was deciding where to start their business. After "an exhaustive search of communities in the Southeast," they chose the Mobile Bay area, opening an office in Daphne

10 years ago. "We looked at the competition, and how many people are doing what we do; demographics; and lifestyle," Davidson says. "This is an easy, pleasant place to live, and the area is full of potential."

Over the years, Cornerstone Investment Management and Consulting has moved three times to successively larger spaces. "I could throw a rock at all three," Davidson laughs. Cornerstone, which is the Mobile Area Chamber's Small Business of the Month, is housed in a brick building across the street from the post office in downtown Daphne.

Davidson describes Cornerstone as "a boutique investment firm with an emphasis on original research and customized portfolio management." With four employees, and plans to add another full-time employee and a consultant in the coming year, the company's assets under management grew 28 percent in the past year.

"Slow growth allows us to manage our culture," says Davidson. "We have

consistently clocked in at 20 percent, which ensures we can serve our clients." Cornerstone's services are fee-based, so clients are charged based on a percentage of their assets.

The firm serves clients all over the country, but Davidson estimates 35 to 40 percent of their client base is in Mobile and Baldwin counties. "Clients beget clients," says Davidson, attributing much of the firm's growth to referrals.

One way Cornerstone distinguishes itself is through its principals' annual research trips. Davidson and Koser have traveled to places like China, Japan, Singapore, Vietnam, Poland, Hungary, Austria and Switzerland. "We present our research to various organizations and talk about investment opportunities and the economic environment," says Davidson.

For more information about Cornerstone Investment Management and Consulting, visit www.investwithcornerstone.com, or call 626-6292.

Go to mobilechamber.com/award.asp to submit a Small Business of the Month nomination, or contact Danette Richards at 431-8652 or drichards@mobilechamber.com.

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Pam Anderson
Cell - 709-1339
pamanderson@remax.net



Phillip Brown
Cell - 604-6249
phillipbrown40@gmail.com



Sam Calderone
Cell - 680-6635
samcalderone@gmail.com



Margie Casey
Cell - 232-5502
margiecasey@windstream.net



Layla Pollman Christian
Cell - 455-5798
pollman2005@comcast.net



Bob Craft
Cell - 209-6060
bobcraft@remax.net



Judy French
Cell - 422-8078
judy.french@mchsi.com



Larinda Gann
Cell - 554-4266
larindagann@hotmail.com



Mike Gautreaux
Cell - 554-6221
realestate@mike-debbie.com



Debbie Gautreaux
Cell - 458-3225
debbie@mike-debbie.com



Sue Ginter
Cell - 709-9008
suzanneginter@yahoo.com



Eldrid Hamilton
Cell - 680-5688
eldridhamilton@bellsouth.net



Leigh Hill
Cell - 454-1987
leighhill@comcast.net



Bridgette Holloway
Cell - 232-8621
bridgetteholloway@gmail.com



Kim Hunter
Cell - 422-3839
kimhunterremax@gmail.com



Bernadine Johnson
Cell - 232-5640
bernadine37@aol.com



Lawanda Lane
Cell - 458-1739
lawandalane01@gmail.com



Cathy Matter
Cell - 402-3525
cathymatter@remax.net



Jackie McCaleb
Cell - 583-5274
jackiemccaleb1@gmail.com



Sharon Neese
Cell - 604-2806
sharonneese@yahoo.com



Heather O'Shea
Cell - 234-9534
hmoshea81@yahoo.com



Tara Pacatte
Cell - 454-4526
tarpacatte@att.net



Suzanne Quinnelly
Cell - 366-1486
suzqsells@yahoo.com



Firdaus Rahman
Cell - 454-4942
firdausrealtor@yahoo.com



Jennifer Ryan
Cell - 232-6261
jenniferyan@remax.net



Mamun Siddiq
Cell - 391-2047
manusstremax@yahoo.com



Tangie Stallworth
Cell - 421-3629
tangie.stallworth@gmail.com



Stephanie Williams
Cell - 454-2351
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Hargrove Engineers + Constructors



Pictured from left to right are Vicki Studstill, Perkins Fendley, Ralph Hargrove, Phil Hamilton and Jim Backes.

Company Officials:

Ralph A. Hargrove, president; Jim Backes PE, chief operating officer; Jeb Shell CPA, chief financial officer; Dennis Watson PE, vice president, Project Delivery Systems; Vicki Studstill PHR, vice president, Human Resources; and Perkins Fendley PE, Mobile Operations leader.

Years in Business:

Brief Company Description:

Hargrove Engineers + Constructors is a full-service engineering, procurement, construction management and technical services firm. It serves energy generation, manufacturing, government and heavy industrial clients in long-term support relationships in multiple modes of service: large and small capital projects, on-site support arrangements, in-plant-level small projects and consulting roles.

Hargrove is headquartered in Mobile, with eight regional offices throughout the United States. The company has 400 employees working in downtown Mobile at 20 S. Royal St. and serving onsite at local clients' facilities.

Why are you located in Mobile?

Ralph A. Hargrove spent his early career as a design professional and project coordinator in plant engineering groups, serving primarily the paper and chemical industries. His reputation for quality work and his dedication to building relationships led several potential clients to encourage him to start a technical services business. In 1995, he opened shop in the attic of his home in Mobile. As business opportunities steadily increased, he realized there was a need not only for specialized technical services, but also for quality engineering and project management services. He positioned his firm to provide services for small projects, incremental automation improvements and turnarounds. This approach led to the accumulation of an impressive list of clients in multiple industries.

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

"We recognize the importance of economic growth in the region and commend the Mobile Area Chamber of

Commerce for its efforts to attract new businesses and industries to the area, develop a trained workforce that is ready and capable of sustaining the growth, and build the infrastructure to meet the growing demands of a flourishing region," said Hargrove.

What do you see as Mobile's greatest potential?

"Mobile has much to offer businesses with our network of universities/colleges and training centers, our transportation capabilities including the airport and port systems, pro-business policies and legislation, and our diverse culture and activities within community organizations, the arts community, and organizations such as the Downtown Mobile Alliance," said Fendley.

Length of continuous Chamber Membership:

Since 2005



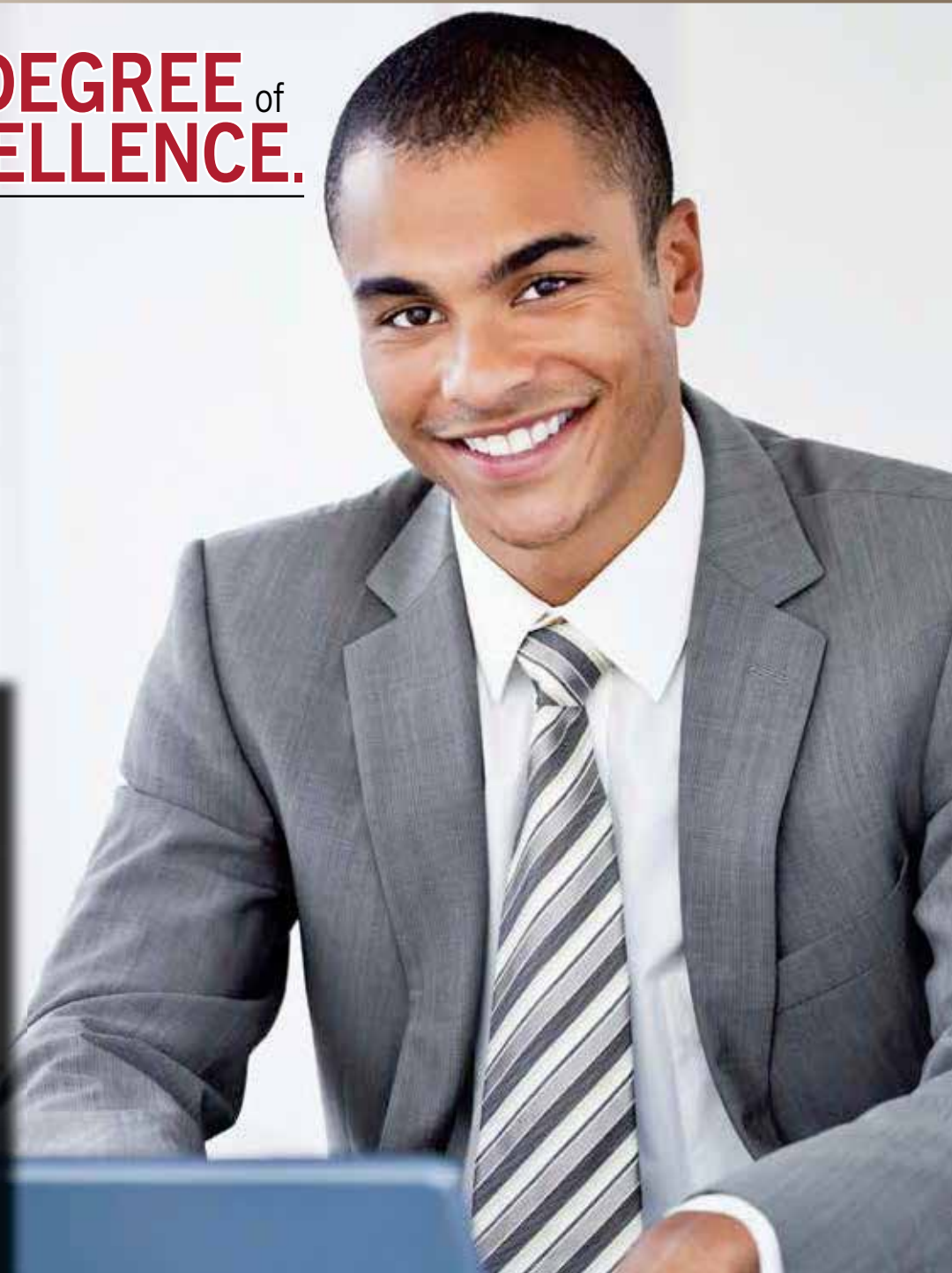
Partners for Growth (PFG) is the Mobile Area Chamber's long-term economic and community development program. For more information, contact **Shelly Mattingly**, the Chamber's investor relations coordinator, at **431-8655** or smattingly@mobilechamber.com.



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FROM THE CHAIRMAN

There were moments from 2012 that happened so fast, I can hardly remember them.

We started off the year with a premiere gala celebration closing the Mobile Area Chamber of Commerce's 175th anniversary.

At that event, Dr. Steve Dill so eloquently challenged all of us to focus on building a better Mobile for our children and grandchildren. I wonder if he even dreamed that after seven long years, Brookley Aeroplex in Mobile, Alabama, would be the only site in North America where Airbus would assemble its family of A320 jetliners.

That one announcement, which we at the Chamber like to call a "game changer," will set off a chain reaction of growth for our city, state and region. As I reflect on the past year and all that has happened, I have several reminders to offer each one of us.

In order for Mobile to continue to grow, we must hold steady with what we do best. And tomorrow's leaders must advance and expand the vision created for this city. To accomplish this, I suggest we keep these points in mind:

1. Master the moment. Change is difficult, but Mobile must embrace change and be more willing to move out of its comfort zone. I believe Mobile will take off and achieve its potential, but we only have a finite amount of time, and if we don't adapt, our power position will be gone.

2. Anticipate adversity. Things are happening that we don't like, and they will continue. Using a sports analogy, "the game of life is four quarters." We cannot give up. Take Airbus, for example. How easy would it have been

for the company to pull its investment out of Mobile after it lost the tanker contract — twice? Where would we be if they just gave up? Or if we gave up?

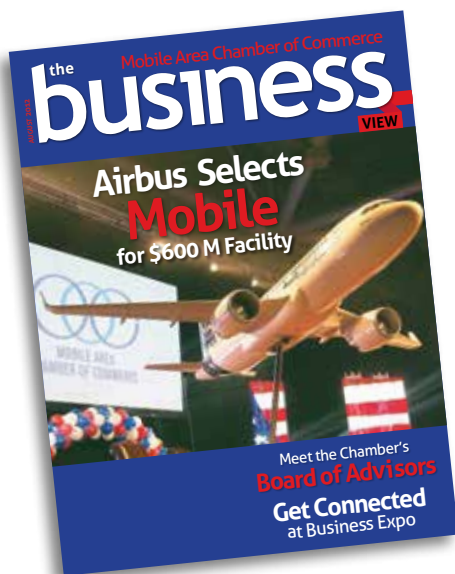
3. Expect to win. Nothing happens by hoping and wishing it will. Team Mobile (our industry recruiting team) must continue to work together to get all that we deserve.

4. Express confidence in one another. There will be times when business leaders, elected officials and organizations will fail. We need to do more as a community to foster self-worth in one another — and this especially holds true with the business community.

As my time as chairman of this now 176-year-old business organization comes to a close, and as the organization itself undergoes a leadership change in 2013 with the planned retirement of its president, Win Hallett, I would encourage you to stay involved and engaged with the Mobile Area Chamber. I feel sure that you, like me, want your children and grandchildren to find opportunities here and continue to call Mobile home. Your continued investment in this organization will make that happen.

With best regards,

Michael Pierce
Commonwealth National Bank
2012 Chairman, Mobile Area Chamber of Commerce



This year is destined to be remembered for the \$600 million Airbus project that will turn Mobile into only site in the western hemisphere assembling Airbus aircraft – an endeavor seven years in the making. The Mobile-Airbus affiliation continues to shine a worldwide spotlight on the Mobile Bay region and all it has to offer.

It's important to note there were several more successes in the economic development arena, including \$741.2 million in capital investment and 2,107 new jobs by existing companies like Taylor-Wharton, Amvac, UOP Honeywell, Alorica and N-Tron, and a variety of new projects related to ThyssenKrupp and Austal USA.

The city of Mobile, Mobile County and the Washington County Economic Development Initiative contract with the Chamber for economic development services.

In 2012, the Chamber exceeded its goals set by the organization's five-year economic development initiative Partners for Growth, with a total of 8,028 new jobs and \$2.2 billion in capital investment.

Seven IS the Luckiest Number

Partners in Team Mobile – working for more than seven years to bring Airbus here – celebrated the news that Mobile would become home to Airbus's final assembly line. Company executives announced a \$600 million investment at Brookley Aeroplex, with 1,000 jobs.

Airbus will assemble its commercial A319, A320 and A321 aircraft, with site construction set to begin in 2013, assembly beginning in 2015 and delivery of the first Mobile-built aircraft in 2016. Full production of 40 to 50 aircraft annually is projected for 2018.

The Chamber's recruiting efforts span back to 2005. During this time frame, the company located its Airbus Military North American facility, supporting U.S. Coast Guard aircraft, and its Airbus Engineering Center employing more than 200 engineers and support staff in Mobile. Its parent company, EADS, initially won the U.S. Air Force refueling tanker contract and had chosen Mobile for its home. The process was challenged, rebid and eventually awarded to its competitor.

Over the past seven years, Team Mobile forged a solid relationship with company leaders. The Airbus commercial project has been deemed a stronger investment that provides more community jobs.

And the Work Begins

The first local contracts were awarded resulting from the Airbus final assembly facility coming to Mobile. Watermark Design Group will design the 35,000-square-foot training center for Alabama Industrial Development Training, and Watermark's sister company, Thompson Engineering, will provide engineering design, surveying, construction inspection and other required services.

Taking the Show to the Air

The Chamber made several international trips to showcase its efforts and the Mobile Bay region's attributes. Among the destinations were the Singapore Air Show, where ST Aerospace Mobile was first recruited in the 1990s, Hamburg Aircraft Interiors Expo and the Berlin Air Show, Germany, and England's Farnborough Air Show.

Even prior to the Airbus announcement, interest remained high in Mobile and Brookley Aeroplex.

Steel Magnet

In 2012 the final phase at ThyssenKrupp Stainless came on-line. The \$5.2 billion ThyssenKrupp complex in north Mobile County is comprised of ThyssenKrupp Steel

USA and ThyssenKrupp Stainless USA. It remains one of the largest private investments in the history of the U.S. and is expected to yield more than 30,000 indirect jobs. Both facilities are up and running, and the first wave of service providers is moving in. Following Steel Warehouse, Vail Rubber and SET Enterprises in 2011, announcements made in 2012 include:

Kloeckner Metals

Steel Processors
\$17.8 million / 32 jobs

Tube City IMS

Slag Processing / Metal Recovery
\$23 million investment / 68 jobs

Heidtman Steel Products

Steel Slitting
\$18.5 million / 48 jobs

Expanding its Footprint

Three complexes opened at Austal USA in 2012 – a Module Manufacturing Facility, Assembly Bay 5 and a new office complex. The shipyard currently has 3,200 employees, a number expected to increase to 4,500. Austal holds U.S. military contracts to build nine Joint High Speed Vessels, with a potential \$1.6 billion price tag and an option for one more vessel. In addition, the company is building five Littoral Combat Ships, part of a 10-ship contract with a total investment of \$3.5 billion.

Worldwide Impact

UOP Honeywell's Mobile facility announced a \$20 million expansion to double its production of a product being used to remove radioactive substances at Japan's Fukushima Daiichi nuclear power plant, following the country's nuclear disaster provoked by the 2011 earthquake and tsunami. Company officials expect to add eight new jobs with the increased production.



This Mobile UOP Honeywell team transferred discovery to the marketplace of a product used to remove radioactive material in Japan following the earthquake and tsunami last year. The company announced a \$20 million expansion in 2012 to increase its production.



SSAB completed a \$300 million expansion in November 2012. Martin Lindquist, SSAB chief executive officer; Chuck Schmitt, head of the business area SSAB Americas; Paul Wilson, vice president of operations for SSAB Americas; and Terry Russo, plant manager in Mobile, joined forces to cut the ribbon that marked the official opening of the new quenching line in Mobile.

Five Expansions and Counting

International oil service group Aker Solutions announced it would invest an additional \$6 million to increase manufacturing at its Mobile facility and create 25 full-time jobs. It was the fifth expansion project by the company since it opened in Mobile in 2003.

The Trickle-Down Effect

A \$1.2 billion mining project announced by Walter Energy will mean \$145.7 million in the form of a coal export facility in Mobile and 40 jobs with an average annual wage of \$90,000. The project will impact four counties across Alabama, including where the coal mine will be constructed in Tuscaloosa, with infrastructure in Fayette, Walker and Mobile counties.

Increasing its Product Line

SSAB completed a \$300 million expansion, adding a new 275,000-square-foot facility to increase the strength of its steel used in heavy-industrial applications, and sold to local markets as well as international customers. According to company officials, approximately 130 jobs were also added.

The Impact of Corn

Insecticides needed for corn are driving the most recent expansion at Amvac Chemical. Company officials plan to invest \$11.4 million to upgrade equipment at the facility, and hire another 21 employees. Mobile is the largest of the four Amvac facilities owned by the California-based company.

Ringin' Double

The telecommunications company Alorica expanded its Saraland facility first opened by Ryla and opened a second facility in west Mobile. The in-bound customer service center currently employs just under 1,000 in the Mobile area.

Additional Notable News

- N-Tron's Mobile headquarters expanded to a west Mobile location, more than doubling its office and warehouse space. The company develops, manufactures and markets industrial network products.
- Taylor-Wharton Cryogenics announced a \$6 million expansion. The manufacturer of a range of portable aluminum refrigerators and dewars (large thermos-like containers) will also relocate locally. Taylor-Wharton also established a new liquefied natural gas (LNG) business unit focused on manufacturing and supplying specialized cryogenic equipment for LNG bulk storage, transport and end-user applications.
- Quality Filters completed a 20,000-square-foot expansion to accommodate its four-year agreement with Reckitt Benckiser, Lysol's parent company, as its exclusive manufacturer and distributor for air conditioner and furnace filters.
- Praxair, a leading gas supplier to the metals industry, plans to invest \$2.1 million in a distribution terminal in the Washington County Business Park in McIntosh, and add 47 employees to its roster.
- Arc Terminals is partnering with Canadian National Railway to build Alabama's first rail tank car unloading terminal in Mobile to handle crude oils destined for Gulf Coast refineries. The facility will have a maximum capacity of 75,000 barrels and is scheduled to start operation by June 2013.
- The Port of Mobile serviced its first Post-Panamax ships, referring to the large vessels necessitating the Panama Ship Canal expansion.

- Mercy Medical opened the state's first PACE (Program of All-Inclusive Care for the Elderly), a comprehensive medical and social service delivery system in Mobile.
- University of Mobile made \$8.71 million in capital investments during the year, with more than half of the monies used to construct new resident halls and student apartments. In addition, UMobile, as the university is rebranding itself, revealed plans to invest another \$24 million to increase campus housing and renovate and improve the grounds. The Baptist-affiliated university has 1,800 students.
- Mobile-based fiber optic company Southern Light, in a buyout strategy, purchased the assets of Mobile-based ServerCorps. In its growth mode, Southern Light also hired 27 new employees in 2012.
- Mobile-based Calagaz, best known for its camera and photo supply store, and its printing operations, invested in two local companies. The printing division combined forces with locally owned Superior Printing and acquired McNider Creations, a local graphic design firm and screen printing company.

Economic Indicator

To keep a pulse on both local and regional property values, the Chamber worked in conjunction with the University of South Alabama College of Business's Center for Real Estate Studies on two forums. The sessions highlighting local and regional trends drew a total of 350 attendees.



The recently formed Calagaz Group was created to oversee the company's newest acquisitions. Pictured are the three Calagaz family members charged with running the business: Leo Calagaz (second from right), Joe Calagaz (second from left) and Pauline Calagaz (center). Also pictured are Steven McNider (left), who sold McNider Creations to Calagaz and joined the company, and Donnie Webb (right), who sold Superior Printing to Calagaz and joined the company.

Business Retention and Expansion

In addition to recruiting new companies to the area, the Chamber's Business Retention and Expansion division is dedicated to assisting local operations with expansions at existing companies. As part of this initiative, the Chamber spearheads the Gulf Coast Technology Council, created to raise the visibility of the area's high-tech industry, and OffshoreAlabama.com, a partnership of 202 southwest Alabama offshore oil and gas producers, service providers, suppliers and associated companies.

2012 Focus

This year's business retention and expansion efforts focused on the manufacturing sector. Chamber staff visited more than 60 companies to explore the industry's health and trends, and uncover company-related issues needing to be resolved.

In the Spirit of Sharing

The Chamber also launched its MAST initiative to study McIntosh, Axis, Saraland and Theodore chemical facilities and related co-location opportunities.

Offshore Opportunities

On behalf of its oil and gas initiative, OffshoreAlabama.com, Chamber staff spoke and appeared at several venues including a Bureau of Ocean Energy Management hearing for the continuation of the process of deepwater leasing in the Gulf of Mexico, Gulf Coast Energy Summit and the Offshore Technology Conference in Houston, the largest in its history with more than 70,000 attendees.

Manufacturer of the Year

Lenzing Fibers was recognized as the Chamber's 2012 Manufacturer of the Year. The company completed its \$30 million expansion as a result of the increasing demand for Tencel used in clothing and other textile applications. The facility increased capacity to 50,000 tons a year and added 63 jobs in the process.

Gulf Coast Technology Council

In its efforts to highlight the area's high-tech industry, promote its highly skilled workforce and market the region as a center for technology development, the Chamber continued its Gulf Coast Technology Council (GCTC) program with bi-monthly meetings focused on pertinent issues and topics.

In addition, the group awarded \$7,000 in scholarships to local university students with a goal of increasing a technology-skilled workforce and keeping local talent at local companies following graduation.

The 2012 scholarship sponsors were: Dogwood Productions, Logical Computer Solutions, MCG Business Solutions, Meador Warehousing, Oil Recovery, Pilot Catastrophe Services, Prism Systems, Remington College, Star Services and the University of South Alabama School of Computing.

Innovator of the Year

Alabama Power Company Plant Barry was named as the Chamber's 2012 Innovator of the Year for its \$174 million carbon capture facility that purifies and compresses 150,000 tons of carbon dioxide a year, significantly reducing air emissions. It is the world's largest system of its type.

In addition to the environmental benefit and the dozen jobs created at Alabama Power, carbon dioxide, when pumped into an underground geological formation in Citronelle, is driving out desirable crude oil and natural gas, and is creating additional jobs. Key partners in the project include Mitsubishi Heavy Industries and Denbury Resources.



The Gulf Coast Technology Council, a Mobile Area Chamber initiative, awarded \$7,000 in scholarships to area college students pursuing a technology-related career. Pictured are sponsors and scholarship winners (left to right): First row, Hobie Henning, Lorelei Korry, Jacob Taylor, Alexander Bailey, Doug Roberts, Deena E.A. McCormack and Jonathan Greer. Second row: Stephen Backman, Remington College; Chris Morton, MCG Business Solutions; John Strobe, Dogwood Productions; Dr. David Langan, USA School of Computing; Steve Werling, Pilot Catastrophe Services; Michael Meador, Meador Warehousing; and Todd Hassel, Prism Systems. (Not pictured - Joshua Marshall, University of South Alabama)

Partners for Growth

With a track record of measurable success a quarter-century long, the Chamber launched phase three of its economic development fund, Partners for Growth (PFG). Joel Daves of Regions Bank and Mike Saxon with Alabama Power Co. served as co-chairs for the next five-year campaign, spanning 2013-2017. With performance contracts with the city of Mobile and Mobile County, along with five-year pledges from 162 area companies, the \$10 million goal was surpassed with \$10.2 million in pledges.

Phase two of PFG was completed with the end of 2012. The Chamber reached 212 percent of its 3,750-job goal, with Chamber-assisted company announcements including 8,028 direct new jobs and translating to a \$253 million payroll. The annual salary of these jobs also exceeded the \$38,500 goal, averaging \$53,959.

Partners for Growth III Goals 2013-2017

Goal: \$10 million

Jobs Goal: 4,000

Average Annual Wages Goal: \$40,000

Capital Investment Goal: \$1.5 billion

Partners for Growth II Results 2008-2012

Goal: \$10 million

Amount Raised: \$10.4 million

Jobs Goal: 3,750

Actual Jobs: 8,028

Average Annual Wages Goal: \$38,500

Actual Average Annual Wages: \$53,959

Capital Investment Goal: \$1 billion

Actual Capital Investment: \$2.2 billion

Partners for Growth I Results 2003-2007

Goal: \$7 million over five years

Amount Raised: \$8 million

Jobs Goal: 1,100 annually

Actual Jobs: 1,840 annually

Average Annual Wages Goal: \$32,500

Actual Average Annual Wages: \$47,711

Capital Investment Goal: \$1.75 billion

Actual Capital Investment: \$5.18



Volunteers with Partners for Growth – Believe in the Future – raised more than \$10.2 million in 2012, securing the necessary funding to implement the Chamber's economic development program of work.

Center for Workforce Development

Bringing awareness to and connecting youth and adults with short- and long-term workforce development programs that lead to high-demand, high-paying jobs at local companies is the main focus of the Chamber's Center for Workforce Development.

The Chamber is a strategic partner with the Bay Area Healthcare Coalition, the Southwest Alabama Workforce Development Council, the Hispanic American Business Association, Mobile Area Education Foundation, Mobile County Public School System, Literacy Alliance and Mobile Works, among other aligned organizations with workforce development goals.

The World of Work

The Southwest Alabama Workforce Development Council (SAWDC) contracted the Chamber to manage the 2012 SAWDC Worlds of Opportunity career fair, drawing 9,800 eighth-grade students and in excess of 1,000 teachers and counselors from the region's eight counties. The two-day event is designed to help students with future career choices by showcasing local available jobs through hands-on activities hosted this year by approximately 180 area employers. The unique career fair continued to attract attention as a model program, and 100 individuals from other communities attended to learn about the event.

Bay Area Healthcare Coalition's Summer Scrubs, an intensive week-long on-site internship for area high school students interested in the medical field, drew 160 Mobile and Baldwin County high school students selected based on

their applications, grades and teacher recommendations. Tracking those involved in the program from its start in 2004 through 2009, 69 percent were enrolled in healthcare studies and 24 percent are employed in the industry.

Other student-focused activities included the Chamber hosting eight-grade students involved in the week-long Vital Link program, providing internship opportunities to college students and participating in numerous career exploration activities such as Mobile Area Education Foundation's RU Ready, Mobile Area Education Foundation's Summit and the 80/20 project created to increase graduation rates.

Partnering Efforts

In April, the Chamber participated in planning the city's largest job fair organized by the South Alabama Regional Planning Commission (SARPC). The annual event draws thousands of job seekers from several states.

This year, the Chamber focused its efforts on a U.S. Chamber initiative, "Hiring Our Heroes," promoting federal tax credits offered for hiring U.S. military men and women. For their work, the Chamber and SARPC were presented with the Seven Seals Award from the U.S. Armed Forces.



Area high school students interested in the medical field participated in a week-long internship – Summer Scrubs coordinated by the Chamber – in July.



The Southwest Alabama Workforce Development Council (SAWDC) contracted with the Mobile Area Chamber to manage the 2012 SAWDC Worlds of Opportunity career fair drawing 9,800 eighth grade students.

International Trade

Celebrating its 15th year, the Chamber's international trade division is impacting the bottom line of local companies by introducing their products and services to the global marketplace.

Statistics for the last seven years alone show the division has helped local companies create 3,739 jobs and beef up international sales by a projected \$207.7 million.

Key partners include the Alabama Department of Commerce, Alabama State Port Authority and the U.S. Chamber of Commerce, as well as other members of the Export Alabama Alliance.

From Shanghai to Bogota

The Chamber's international trade division co-led three trade missions in 2012 with a total of 200 appointments made to present Alabama products.

More than 40 participants went on the Chamber's trade missions to Warsaw, Poland; and Budapest, Hungary; Shanghai and Guangzhou, China; Panama City, Panama; and Bogota, Columbia. Projected and reported sales as a result of 2012 efforts approached \$41 million.

And in Return

The Chamber co-hosted Costa Rican, Norwegian and Australian delegations visiting Mobile to learn about trade opportunities and economic development. And in May the Chamber hosted a Honduran delegation with the Alabama State Port Authority.

Need to Know

Part of the Chamber's trade division's mission is to help local companies, many of them small businesses, to be more competitive in the world market by hosting educational seminars like "A Beginners Guide to Exporting" and statewide briefings for the 2012 trade missions.



Representatives from seven companies and organizations traveled to Warsaw, Poland, in March with the Chamber. Forty-five appointments matching potential buyers with Alabama products led to a projected \$3 million in new sales.



The Mobile Area Chamber awarded Bama Pest Control and CorroMetrics Services Inc. with its annual Eagle Award, honoring minority-owned companies.

Small business – it's called the backbone of the economy and credited with future economic growth. Seventy-nine percent of the Chamber's members are companies with less than 25 employees, and more than half employ 10 or less.

In 2012, the Chamber assisted more than 1,600 entrepreneurs, small business owners and managers with one-on-one counseling and training – all designed to help them start, grow and manage their businesses.

Community resources the Chamber either hosts, coordinates and/or partners with include SCORE (Service Corps of Retired Executives), the MBDA Business Center - Mobile, the Small Business Council, U.S. Small Business Administration and CommerceConnect.

Eagle Award Winners

The Mobile Area Chamber awarded two minority-owned businesses with the annual Eagle Award. Bama Pest Control, serving residential, commercial and industrial companies in Mobile, Baldwin and Washington counties, was recognized for its record high sales in 2012.

CorroMetrics Services, providing technical and consulting services to industries worldwide, was recognized for its success in serving companies using protective coatings and linings to control corrosion and to protect assets.

Small Business of the Year

Weinacker's Montessori School was recognized as the Mobile Area Chamber's 2012 Small Business of the Year. Owner John Weinacker is himself a product of the hands-on learning system that encourages individual development at each child's pace.

Highly skilled teachers at seven Mobile and Baldwin county sites help students from infants to nine-year-olds succeed by learning their ABCs, becoming bilingual, developing peer problem-solving skills and more.

Small Business of the Month

Feature stories in *The Business View* recognize the accomplishments of excelling member small businesses. Those highlighted in 2012 included:

- BNI (Business Networking International)
- Camellia Trophy & Specialties
- Fisherman's Legacy
- Kumon Math & Reading Center
- OK Bicycle Shop
- Paris Love Productivity Institute
- Petrie's
- Tropical Smoothie Café
- Waite's Cleaners
- Weinacker's Montessori School
- WESCO Gas & Welding Supply



Camellia Trophy & Specialties, pictured above, was recognized as one of the Chamber's Small Businesses of the Month.

Search No More

After seeing approximately 550 people at Google-sponsored forums to launch its mobile app last year, the Internet search engine returned to Mobile. The company led a live demonstration to help 30-plus participants mobilize their websites for smartphone users.

Matchmaking

A partnership between the University of South Alabama's Small Business Development Center and the Chamber helped more than 100 business owners meet one-on-one in 385 appointments with various federal, state and local government agencies, as well as large corporations, to learn about their supply chain processes and how to do business with them.



Moore

Minority Business Week

The Chamber and MBDA Business Center - Mobile hosted a day of professional development and recognized the achievements of minority-owned businesses. Entrepreneur Ralph Moore delivered the keynote speech to an audience exceeding 230.

Receiving Eagle Awards were Bama Pest Control and CorroMetrics Services. Trillion Communications was named Minority Supplier Chain Management Firm of the Year. DCD Construction Inc. received Minority Construction Firm of the Year. And Impresario Promotional Concepts was awarded Minority Marketing Firm of the Year.

Now You Know

Free or low-cost professional development is one way the Chamber helps members keep abreast of important business issues. More than 1,600 participants attended workshops addressing such topics as supplier marketing, social media, financial health, franchising, networking, access to capital and taxes, as well as other forums such as the monthly executive roundtable discussions for small business owners and managers.

Expert Advice

SCORE's (Service Corps of Retired Executives) Mobile Chapter said farewell to two long-time counselors and welcomed two new counselors. The volunteer group counseled more than 250 entrepreneurs with free and confidential advice on a variety of topics including business plans, marketing, funding and growth.

Minority Business Advocate - BP America

Given annually, the 2012 Minority Business Advocate was presented to BP America for its commitment to expanding opportunities for minority-owned businesses through its day-to-day operations, including goals for utilizing local minority-owned businesses, procurement processes facilitating continued progress in developing new and innovative minority-owned business recruitment, community services and current or future plans for mentoring and/or partnering with local minority-owned businesses.

Building Knowledge

The Chamber hosted a free E-Verify workshop to help employers understand and comply with the April 1 federal law requiring companies to use the online employment eligibility system.

MBDA Business Center - Mobile

The MBDA Business Center - Mobile, a program of the U.S. Department of Commerce operated and supported by the Chamber since 2007, continues its mission to help minority companies increase federal contracts and create jobs. To date, the center's success reached \$516 million in federal contracts, and its 300 clients have created more than 700 jobs.

The only one of its type in the state of Alabama, the center also covers Mississippi's Gulf Coast and the Florida Panhandle.

On Target

In 2012 the center helped 74 minority businesses secure more than \$22 million in federal procurement contracts, leading to 46 new jobs created or retained.

Clients received technical assistance during the bidding process and strategic guidance on how to secure federal contracts.

Grants = Expansion of Service

The Chamber's foundation received a \$75,000 grant from The Community Foundation of South Alabama to help the MBDA center expand services to businesses affected by the Deepwater Horizon oil spill of 2010. The grant monies helped fund recruiting, training and the coordination of local consultants to coach businesses on sustainability practices.

Professional Development

The MBDA Business Center conducted three BP-sponsored workshops to help attendees mitigate financial risk, demonstrate the value of diversity programs at non-minority and large companies, and link supplier sustainability to profitability. More than 150 participants attended the workshops.

In addition, the center hosted management skills training and completed Moody's Analytics training associated with Enterprise Development Network/Overseas Private Investment Corp.



The Community Foundation of South Alabama awarded \$1.5 million in grants to local agencies in the Mobile area in January. The Mobile Area Chamber of Commerce Foundation received a \$75,000 grant to support the Mobile MBDA Business Center-Mobile, operated by the Mobile Area Chamber.



Photo courtesy of Alabama Governor's Office, Jamie Martin

South Alabama legislators and business groups joined Gov. Robert Bentley as he signed House Bill 39 to provide sales tax exemption for aircraft parts in the Old House Chambers at the state Capitol on April 10. Attending the bill signing were (left to right): Ginny Russell, Mobile Area Chamber of Commerce; Rep. Napoleon Bracy Jr.; Rep. Yvonne Kennedy; Bill Hafner, ST Aerospace Mobile Inc.; Beth Marietta Lyons, Lyons & Crane; Sen. Ben Brooks; Matt Parker, Dothan Area Chamber of Commerce; Rep. Steve Clouse; Rep. Paul Lee; Rep. James Buskey; and Bob Hendrix, Dothan Convention & Visitors Bureau.

The Chamber is committed to endorsing and passing business-friendly legislation and, in some cases, working against policies that could thwart growth.

A record number of pro-business bills were successfully passed by the legislature and signed into law during the 2012 regular session. These bills will help grow the economy, create jobs, reduce wasteful government spending and debt, and allow for more local control of schools.

The Chamber's Governmental Affairs committees meet regularly to monitor issues and legislation important to small, medium and large companies and their workforces. In addition, the Chamber formalized the Build the Bridge Coalition in 2012, continues to facilitate the Air Service Task Force and assists the Military Affairs Committee and Mobile Bay Veterans Day Commission.

For and Against

The 2012 legislative session was said to be one of the most productive in history and, by measure of the Chamber's annual agenda, one of the most pro-business sessions. Examples of the Chamber's top successes include:

- Four property insurance reform bills aimed at helping businesses and individuals find more fair-priced protection for their homes and offices;
- Passage of the necessary sales tax exemption on parts used in the conversion process for aircraft maintenance, a move that will make Alabama more competitive;
- A statewide bill establishing regulations on the sale of metals to scrap dealers designed to curb widespread theft and property destruction, a growing problem in Alabama; and
- Passage of the New Market Tax Credit for investments in low-income census tracts, and legislation creating a Cultural Arts District that provides tax exemptions on the work of artists living there.

And while the Chamber applauded the intent of Alabama's immigration law, it became a hindrance to business activity. The organization voiced encouragement to continue fine tuning the law to ensure a welcoming environment for international businesses.

In addition to the Alabama Trust Fund special election on Sept. 18, 2012, that allowed for a transfer of \$14.5 million per year for three years from the Alabama Trust Fund to the General Fund, the Chamber's board of directors took three "yes" positions on amendments on the Nov. 6 ballot. The Chamber's governing board threw its support behind: Renewal of Forever Wild (Amendment

1) for land preservation along area deltas and bayous — citing its value to the environment and tourism; Bonds for Economic Development (Amendment 2); allowing the state to refinance bonds at lower interest rates, saving the state millions of dollars and freeing up funds to compete for future economic development projects; and Mobile County Pay-As-You-Go (Special County Election), the self-paying work on roads and bridges to fund much-needed infrastructure improvements in all areas of the county.

The focus on federal issues included the RESTORE Act (the mechanism for the Gulf Coast states to access Clean Water Act fines collected as a result of the 2010 Deep Water Horizon oil spill), surface transportation reauthorization, domestic energy exploration and production, the U.S. Army Corps of Engineers and harbor dredging funds, environmental regulations and various budget challenges.

RESTORE

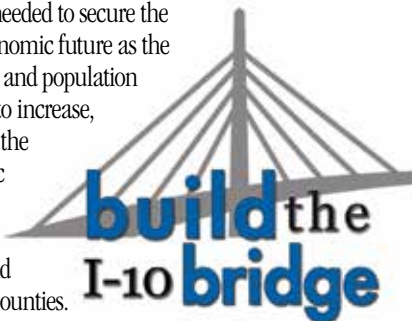
Critical to south Alabama and the central Gulf Coast, the RESTORE Act, as an amendment to federal highway and transit reauthorizing legislation, was made law. It was a major victory for the Alabama Gulf Coast as well as neighboring states, Louisiana, Mississippi and Florida. The new law directs the lion's share of future Clean Water Act fine money from the 2010 Deepwater Horizon oil spill to Gulf Coast states for local economic development and environmental restoration. Estimated proceeds top \$1 billion for Alabama.

Ranked 1 & 2

According to the Chamber's annual legislative survey, members rank the need for reform, efficiency and accountability — at all levels of government — as the issue most important to them. A close second was making government-mandated record-keeping less burdensome for small business. The Chamber uses member input to develop its legislative agenda.

Connecting Our Future

The Chamber formalized a coalition of 20-plus organizations in support of the I-10 Mobile River bridge and the I-10 Bayway widening project. The Build the Bridge Coalition is working for approval of the project, which is needed to secure the area's economic future as the workforce and population continue to increase, as well as the I-10 traffic passing through Mobile and Baldwin counties.



Handshake-to-Handshake

The Chamber offered several venues to network with local, state and federal elected officials and candidates, including its popular annual political mixer Pork & Politics in the Park, drawing a crowd of more than 400. The organization conducted its first straw poll, where attendees voted for local, state, federal and presidential candidates using a computer-based system. In December, a crowd of nearly 150 people attended the Chamber's annual Champagne & Oysters reception honoring all those elected and re-elected in 2012.

In April, approximately 150 people attended the Chamber's Legislative reception in Montgomery held during the Alabama's legislative session.

Topics discussed during the annual Washington Fly-In in September centered around the I-10 Mobile River Bridge, RESTORE Act process, and federal contracts and infrastructure at Mobile's two airports that could create additional jobs in the area. Policy briefings at the U.S. Chamber of Commerce covered healthcare, transportation and energy.

In June, the Chamber held the annual State of the City and County luncheon. More than 800 people attended the sold-out event to hear city and county officials recap top accomplishments and outline plans for the coming year.

Silver Anniversary

The Leaders Exchange visited Oklahoma City in its 25th year. Participants learned about the city's population growth, economic success and MAPS initiatives — special-tax funding for specific citizen-identified projects.

On Issues of Importance

Throughout the year, the Chamber hosted Forum Alabama events to address critical topics and issues. A total of 700 attended the forums featuring U.S. Sen. Jeff Sessions, Sen. Richard Shelby and U.S. Secretary of Transportation Ray LaHood.

Ed Rust, State Farm Mutual's chief executive officer and U.S. Chamber board chairman, delivered the keynote address at the Chamber's Free Enterprise Lunch. Approximately 200 attendees heard Rust present the U.S. Chamber's positions on the country's current political and financial challenges.

Corporate Community Service Award

Thompson Engineering was recognized by the Chamber and Hands On South Alabama as the winner of the 2012 Corporate Community Service Award.

Signature projects by the company's 190 local employees at more than 73 organizations included organizing the first Funky Monkey 5K and Fun Run to benefit the company's foundation, managing the Thompson Fishing Rodeo, weekly mentoring for Big Brothers — Big Sisters and activities for Penelope House.

The award recognizes companies — both large and small — for hands-on commitment to community service.

Envision Coastal Alabama Sunsets

After a successful 15-year run and completion of the goal to build a stronger relationship between Mobile and Baldwin counties, Envision Coastal Alabama concluded at the end of 2012. Formed in 1997, the regional partnership has worked to further a number of important initiatives to educate, motivate and heighten public awareness on a variety of community issues.

Some program successes include Bayline, a joint transportation effort between the Baldwin Rural Area Transportation System (BRATS) and The Wave Transit System of Mobile, Metro Mobile Recycling Center, as well as

a number of other strategies promoting smart growth, state constitutional reform and increased funding for schools.

The numbers of volunteers and partners over the years topped 1,000. Envision is the largest effort to date to draw the two counties together to work on mutually beneficial goals focusing on economy, education, environment and equity.

Chamber staff explored opportunities to integrate future regional goals with other stakeholders.

While the Envision brand will discontinue, the Chamber will continue to actively foster efforts to promote collaboration and cooperation in the coastal Alabama region.

Honoring Those Who Serve



Fiel



Edington

The Mobile Bay Area Veterans Day Commission, in partnership with the Chamber, honored Lt. Gen. Eric Fiel as Patriot of the Year and retired Cmdr. Robert Edington as Veteran of the Year.

Fiel is commander of Air Force Special Operations Command at Hurlburt Field. Edington served the U.S. Navy in the early 1950s and retired as commander in 1980 from the Navy Active Reserve.

The Chamber's annual Armed Forces Day luncheon, held in May, featured Maj. Gen. John Peabody, a highly decorated veteran who serves as president-designee of the Mississippi River Commission, responsible for \$75 billion in civil work projects. More than 150 attended.



Mobile Area Chamber members along with candidates campaigning for local, state and national offices mingled at the Chamber's annual Pork and Politics in the Park. This event, held at the USS ALABAMA Battleship Aircraft Pavilion, is part of the Chamber's ongoing efforts to keep the business community connected with area elected leaders.



Chamber Chase is a 16-week campaign where volunteers bring in new members, sponsorships and ads, impacting the organization's outreach and bottom line. Pictured here are a large group of the Chamber Chase volunteers celebrating during the campaign's victory event. Joel Daves, Chamber Chase chairman, is pictured third from the right – near his alter ego who attended all the reward sessions "Beach Joel."

More than 300 companies made the decision to join the Chamber in 2012. To date, there are more than 2,100 active members, representing 100,000-plus area employees.

The Chamber strives to meet its members' changing needs through new programming, training and technology.

Chamber Chase 2012

For the 16th straight year, volunteers exceeded their goal for the Chamber's annual total resource development campaign, Chamber Chase, by recruiting new members, selling sponsorships and securing the needed resources to help the Chamber continue its mission.

Led by Joel Daves with Regions Bank, this year's campaign raised \$1,501,763. Volunteers representing 24 Chamber member companies brought in 66 new members, sponsorships and in-kind contributions to reach the total.

And They Came

This year's Get Connected Business Expo and Resource Fair – a day dedicated to helping businesses connect to resources, information and networking activities – drew more than 1,900 participants. The event kicked off with a luncheon where the U.S. Chamber's Vice President of Small Business Policy, Giovanni Coratolo, delivered the keynote address to an audience of 150.

More than 220 exhibitors hosted booths at the expo, featuring both products and services targeted to the business community.

At Your Fingertips

Replacing the traditional printed membership directory, the Chamber launched a new annual niche publication called *Guide to Mobile*, an overview of the area's different economic sectors and quality of life attributes that is distributed to new members, newcomers to Mobile and economic development prospects.

The membership directory is accessible on the Chamber's website and is searchable by name and keyword. The web format makes possible up-to-the-minute information.

No. 1

According to Chamber surveys, the top reason Chamber members value their membership is to connect with other members. Specific networking events included Business After Hours, the Chamber's annual golf tournament, Networking@Noon, Nonprofit Roundtable, Speed Networking and Women's Roundtable. The events drew more than 1,400 participants in 2012.

A Higher Level

The board of advisors (BOA) represents the Chamber's 237 largest dues-paying members. BOA membership offers exclusive opportunities to network at invitation-only events, as well as meeting with the Chamber's governing board of directors three times annually.

This year's featured speakers and topics included: Sid McAnnally with Energen Corp. and former policy advisor for Alabama governors of both parties; Charles McCrary, president and chief executive officer of Alabama Power, who addressed statewide economic development; and Alan McArtor, chairman of Airbus Americas Inc., who outlined the company's potential state and regional impact when it opens at Brookley Aeroplex.

The advisors also met in small groups offering feedback and input on key issues affecting the business community and the Chamber's role.

It's All About You

In its fourth year, the Chamber held its Member Appreciation Day in April. Created to recognize and thank Chamber members, investors and volunteers, more than 200 people attended, enjoying lunch, live music and giveaways.

Welcome

Making business connections is vital to most members. To assist, the Chamber held several receptions in honor of new heads-of-firm of member companies.

Those Who Do

Volunteers – members known as ambassadors – often serve as an extension of Chamber staff by helping with event registration, visiting members and attending events. Previously the group was called diplomats, but was renamed in 2011 to more accurately reflect their role.

Recognized as Ambassadors of the Month were: Trish Banker, Claire Bolton, Peggy Folz, Rob Hanner, Millie Sue Hawk, Beth Hill, Kasie Irby, Lisa Kavanagh, Sheila Murphy, Donna Turner and Marcia Washam.

Ambassador of the Year

Kasie Irby was named the Chamber's 2012 Ambassador of the Year. She serves as business development officer for Army Aviation Center Federal Credit Union.

Volunteers from member companies, ambassadors compete for the award based on their participation and attendance at events including numerous ribbon cuttings and Business After Hours. Irby was also the leader in visiting members.



Irby



In a world flooded with information and constant messages, the Chamber's communications and marketing department is tasked with cutting through the clutter and telling the organization's story. The Chamber's 2,100-plus members receive targeted communications through a variety of channels, including *The Business View* monthly magazine, *The Business View Weekly* e-newsletter, www.mobilechamber.com, monthly online calendar of events and the popular social media sites Facebook, LinkedIn, YouTube and Twitter.

We Believe

The Chamber launched a new marketing campaign in 2012 – *Believe in Mobile. Belong to the Chamber*. Inspired by a similar campaign launched in the 1970s, it is the creative work of Mobile-based Tom Mason Communications.

Billboards, print ads, signs, magnets and stickers were designed for execution. The campaign is featured on area Lamar Advertising billboards, various publications including *The Business View*, *Lagniappe*, *Press-Register* and *Steppin' Out*, and signs draping the exterior and interior of the Chamber's building.

Happy Birthday MACC!

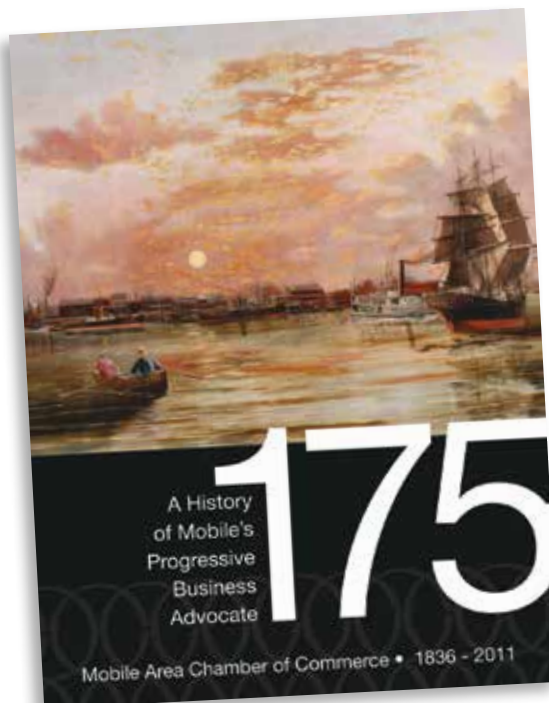
After a year-long tribute to the Chamber's 175th anniversary, culminating the festivities was a gala event featuring the Mobile Symphony Orchestra, dinner and fireworks. Dr. Stephen Dill, director emeritus of The J.L. Bedsole Foundation, engaged the audience with its role in writing Mobile's future.

The event was underwritten in part by 34 sponsors and more than 600 attendees.



A Written History

Given to key community leaders and all who attended the Opportunity 175 gala, the Chamber published a coffee table book recording the Chamber's history, *175 – A History of Mobile's Progressive Business Advocate*. The book was written by Nedra Bloom, designed by Tom Mason Communications and printed locally and includes rarely seen historical photographs.



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belong to the **chamber**

connect ... succeed ... grow

At the Mobile Area Chamber of Commerce, our goal is simple – to help your business grow. Membership links you with resources and contacts for success during challenging times. Join us. Get involved in the Gulf Coast's most dynamic business community. Connect to our more than 2,200 members – network, ask questions, learn, share insights and form important business relationships. Believe in a strong future for Mobile. Belong to the Chamber – because it's good for business and good for Mobile.



www.JoinMobileChamber.com

Award Winning Work

The Southern Public Relations Federation honored the Chamber with three Awards of Excellence for the Chamber's 175th gala – Opportunity 175, the 175th anniversary logo produced by Mobile-based Agency Verge and the Believe/Belong marketing campaign created by Mobile-based Tom Mason Communications.

Being Seen

As the Internet continues to be a growing source of news and entertainment, the Chamber beefed up its presence on Facebook and Twitter, and continued its posts to LinkedIn and YouTube. Efforts have increased views and interaction by 62 percent.

Together Stronger

A group of public relations professionals representing organizations and entities frequently contacted by local, regional, national and sometimes international media, continued to meet in 2012. Coordinated by the Chamber, the PR Think Tank, shares information and develops strategies to publicize Mobile.

Around the World

The Chamber continued coordinating international familiarization trips for members and their guests. This year more than 165 participants traveled to the French Riviera, Cuba and Italy's Amalfi Coast.



Abbot

In Memoriam

The Mobile Area Chamber mourned the loss of three former Chamber leaders who helped shape the organization.

Retired U.S. Navy Adm. Doc Abbot was actively involved with the Chamber's military affairs and was recognized as the Veteran of the Year in 2011.



Morris

Jimmie Morris spent 28 years on the Chamber staff. Among his accomplishments were his pivotal involvement in bringing the USS Alabama to Mobile and founding the Mobile Symphonic Pops band.



Todd

Ernest Todd was a former Chamber board chairman in 1977 and 1978, a founding member of the Chamber's Foundation, and president of the headquarters building executive committee, which raised funds and oversaw the construction of the organization's current offices. In 2011, he was awarded the Delchamps Award for his service.



Perry-Herdon

Leading PRCA

Leigh Perry-Herdon, the Chamber's vice president of communications and marketing, was named president of the Public Relations Council of Alabama, an organization representing more than 400 public relations practitioners from six chapters across the state.



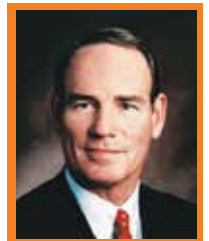
Chappelle

Rotary Leadership

Bob Chappelle, the Chamber's executive vice president, was elected 2012-2013 president of the Rotary Club of Mobile. The chapter has more than 270 members and is the largest Rotary Club in South Alabama.

Leadership from the Top

Chamber President Win Hallett continued to chair the U.S. Chamber Committee of 100. The group's efforts include informing the national chamber's programming and services, and enhancing its lobbying efforts and grassroots mobilization.



Hallett

What They Say

Mobile's performance in job and wage growth earned the Port City the 34th spot in Milken Institute's annual list of 2011 Best Performing Cities. The California-based nonprofit, nonpartisan think tank ranked the nation's top 200 metro areas, analyzing the issues and opportunities facing policy makers.

The Mobile metropolitan statistical area scored highest in the categories of five-year wages and salary GDP for the periods 2005 through 2010 and 2004 through 2009, respectively.

Southern Business and Development also named Mobile one of its Top 10 successful aviation and aerospace clusters in the South.



2012 Mobile Area Chamber Board Chairman Michael Pierce with Commonwealth National Bank and Mobile Area Chamber President Win Hallett are pictured with the organization's 2012 award winners. Pictured are (seated, left to right): Paul Klotz, Thompson Engineering; Lisa Owen, BankTrust; and Kasie Irby, Army Aviation Center Federal Credit Union; and (back row, left to right): Sherry Coker, BankTrust; Renie Baya, Thompson Engineering; John Weinacker, Weinacker's Montessori School; Jay Burdette, Alabama Power's Barry Steam Plant; Hallett; Pierce; Kevin Allen, Lenzing Fibers; Jason McKenzie, PNC Bank; Terri Owler, Arkema; and David Hagan, BankTrust.

Chamber Staff

Administration

Winthrop Hallett, President: 431-8610
 Bob Chappelle, Executive Vice President: 431-8644
 Katrina Dewrell, Executive Coordinator: 431-8611
 Jackie Davidson, Administrative Assistant: 431-8605

Communications and Marketing

Leigh Perry-Herndon, Vice President: 431-8645
 Ashley Horn, Director of Digital Media & Design: 431-8623
 Susan Rak-Blanchard, Director of Communications & Marketing: 431-8641
 René Darden Eiland, *The Business View* Advertising Account Executive: 431-8635
 Carolyn Wilson, Assistant: 431-8606

Community and Governmental Affairs

Ginny Russell, Vice President: 431-8618
 Shayla Jones Beaco, Director of Local Affairs: 431-8628
 Patty Howell, Director of Regional Affairs: 431-8601
 Carolyn Hunt, Community and Governmental Affairs Assistant: 431-8621

Economic Development

Troy L. Wayman, Vice President: 431-8650
 Claudia Zimmermann, Director: 431-8616
 Shelly Mattingly, Coordinator: 431-8655

Divisions:

Business Development

Herman Tinsley, Senior Project Manager: 431-8657
 Austin Monk, Washington County Economic Developer: 847-2214
 Cesney Soffronoff, Project Coordinator: 431-8636
 Al Ruffin, Research: 431-8656

Business Retention and Expansion

Steve Russell, Director: 431-8654

International Trade

Tony van Aken, Director: 431-8651
 Christina Stimpson, Program Manager: 431-8648

Finance and Operations

Joe Mareno, Chief Financial Officer: 431-8624
 Matt Hariel, Director: 431-8625
 LeMaris Alston, Technology Support Specialist: 431-8626
 Chani Johnson, Finance Assistant: 694-0701
 Donna Ikner, Finance Assistant: 431-8609
 Hope Bush-Collins, Custodian: 431-8634
 Grant Carrera, Security

Membership

Carolyn Golson, Vice President: 431-8622
 Dawn Rencher, Member Relations: 431-8649
 Marion Warren, Event Coordinator: 431-8640
 Rebecca Milam, Senior Account Executive: 431-8647
 Tricia Bradley, Account Executive: 431-8642
 Kelly Navarro, Membership Assistant: 431-8638
 Alison Unger, Member Services Representative: 431-8617
 Odetta Stutts, Help Desk Receptionist: 433-6951

Small Business Development

Darrell Randle, Vice President: 431-8615
 Danette Richards, Director: 431-8652
 Brenda Rembert, Administrative Assistant: 431-8607

Finance and Operations

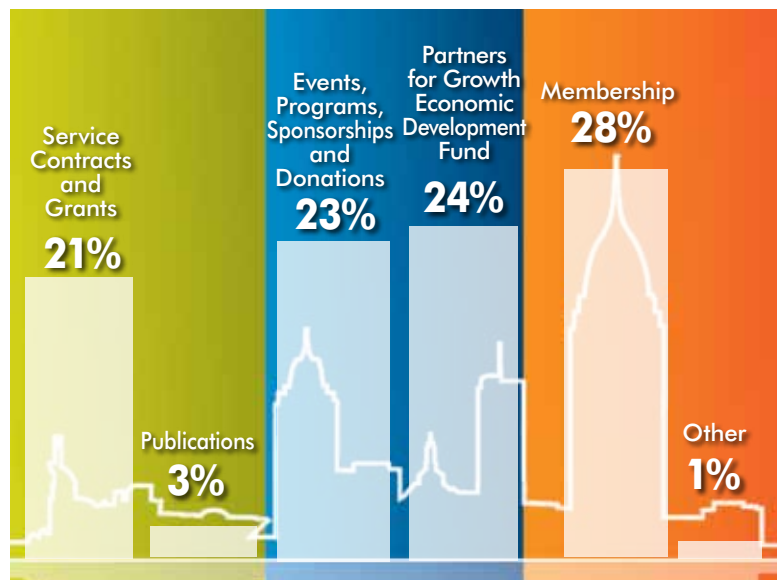
The Chamber ended 2012 in good financial health thanks to Partners for Growth pledge investments, member dues, Chamber Chase-recruited sponsorships, in-kind contributions and conservative spending.

In addition to the Chamber, the staff manages the activities and finances of the Industrial Development Authority of Mobile County, Industrial Development Board of the City of Mobile, Industrial Park Board of Mobile County and the

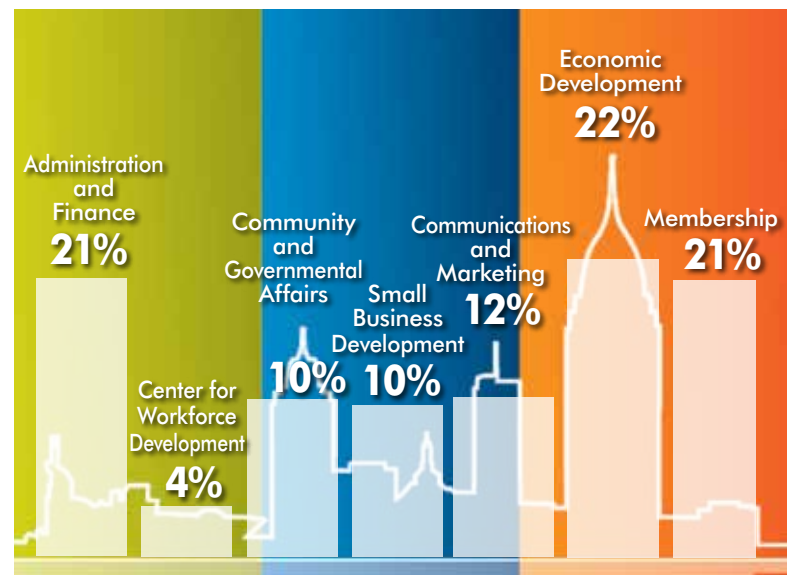
Mobile Area Chamber Foundation Board.

Annually the Chamber's finances as well as the four boards are audited to ensure adherence to accepted accounting standards.

2012 revenue



2012 expenses





Through a series of evaluations, retreats and staff and meetings with volunteers, the Mobile Area Chamber annually sets its plan of action for the coming year. This annual blueprint is aligned with the organization's long-range strategic plan. The following is a department summary and outlines where the Chamber will focus its efforts in 2013.

Strategic Plan 2011-2013

Vision

The Mobile Area Chamber of Commerce will be the leading catalyst for economic expansion in the Mobile area, building more opportunity and an enhanced quality of life for its citizens.

Mission

To serve as a progressive advocate for business needs to promote the Mobile area's economic well-being.

Strategic Goals

Jobs

Retain, expand and recruit businesses, investment and jobs in the Mobile area.

Advocacy

Create an environment that promotes business and community growth.

Value

Provide value, services, opportunities and recognition for our members.

Excellence

Operate the Chamber with excellence, innovation and efficiency.

Plan of Action 2013

Communications & Marketing

- Provide a constant, proactive and interactive communications program to Mobile Area Chamber members to encourage and maintain interest in the Chamber and support of our efforts. (Value)
- Improve the Mobile Area Chamber's image in the minds of the public and make them better aware of who we are and of our mission. (Value)
- Promote the Chamber and the Mobile area via the Chamber's websites, print and electronic publications and social media outlets. (Value/Excellence)
- Improve dialogue with media outlets and promote Chamber activities and issues more heavily in the local media. (Value)
- Assist the Economic Development Department with implementing the national marketing campaign. (Jobs/Value)
- Assist the Chamber president in developing the organization's next strategic plan, annual plan of action and internal handbook guidelines. (Excellence)
- Apply for and retain 5-Star Accreditation from the U.S. Chamber of Commerce. (Excellence)

Community and Governmental Affairs

- Develop and obtain passage of the 2013 Mobile Area Chamber of Commerce Legislative Agenda. (Advocacy)
- Recognize and promote the importance of transportation infrastructure to continuing business growth. (Advocacy)
- Promote a local, business-friendly political and legislative climate that encourages economic growth and is responsive to business needs and supportive of business success. (Advocacy)
- Convene key groups and organizations to identify and work on vital community issues. (Advocacy)
- Improve communication with the membership, elected officials and Chamber staff on key community issues. (Advocacy)
- Encourage positive military and civilian relationships. (Value)

Partners for Growth – Economic Development

- Aggressively market the Mobile region for business locations and expansions to support the five-year Partners for Growth goal of creating an average of 800 new jobs per year. (Jobs)
- Continue to staff and deliver economic development services for the Washington County Economic Development Initiative. (Jobs/Advocacy)
- Support, where appropriate, the development and improvement of the Mobile area's infrastructure (utilities, surface and air transportation) to make the community more attractive to potential investors and create a better business climate for existing businesses. (Advocacy)
- Provide staff support and expertise to the Industrial Development Board, the Industrial Development Authority and the Industrial Park Board. (Jobs)
- Involve Chamber volunteer leadership, City and County elected leadership and local agency allies in current Plan of Action implementation, as well as long-term economic development planning and funding. (Jobs)
- Systematically generate, collect, organize, provide and publish information to support economic development activities. (Value)
- Manage and market Mobile Commerce Park. (Jobs)
- Further develop the Mobile region as a center for international trade and transportation, enhancing the foreign sales of area products and services and assisting in Mobile's emergence as a hub for international commerce. (Jobs/Advocacy)
- Improve Mobile's ability to respond to workforce needs. (Jobs/Advocacy)
- Manage and support the activities of the Bay Area Healthcare Coalition. (Jobs/Advocacy)
- Support Economic Development with workforce development resources as needed for manufacturing and other area business and industry. (Jobs)
- Represent the business community in workforce development efforts in the community with partners such as Southwest Alabama Workforce Development Council, Mobile Area Education Foundation, Mobile Works, Mobile County Public School System and

community colleges and universities in the region. (Jobs/Advocacy)

Finance and Operations

- Provide and maintain financial control and related services. (Excellence)
- Develop and maintain all records, forms and reports relating to human resource management. (Excellence)
- Coordinate maintenance of the Chamber building, grounds, fixtures and equipment. (Excellence)
- Enhance Chamber and its foundation operations through improvement of processes and procedures. (Excellence)
- Manage crisis response. (Excellence)

Membership

- Exceed budgeted goals for dues and non-dues income to support Chamber operations. (Value)
- Provide innovative programs and services that members desire and value. (Value)
- Ensure awesome customer service to improve member retention and development. (Value)
- Coordinate the programs and activities of the ambassadors to assist with membership retention and development. (Value)

Small Business Development

- Market and provide technical assistance to area small businesses to help stimulate their development and foster job creation. (Jobs/Value)
- Provide business assistance to minority-owned businesses and encourage participation in all Chamber activities. (Jobs/Value)
- Coordinate task force activities of select programs, products and services benefiting small businesses. (Value)
- Create a system to share local funding sources with interested businesses. (Jobs/Value)
- Provide continuing education, training and business development opportunities for small businesses. (Value)
- Serve as an advocate on issues of concern to the small business community. (Advocacy)
- Facilitate assistance provided by other small business resources in the Mobile/Baldwin area. (Advocacy/Value)

2012 Executive Committee



Michael E. Pierce
*Commonwealth
National Bank*
Chairman of the Board



G. Robert Baker Jr.
Hancock Bank
Immediate Past Chairman



Kinley Bell
Marine Rigging Inc.
Maritime Affairs



Raymond L. Bell Jr.
Bell Law Firm PC
Community Development



Joel T. Daves IV
Regions Bank
Membership



Michael Hicks Jr.
Hixardt Technologies Inc.
Technology



Winthrop M. Hallett III
*Mobile Area Chamber of
Commerce*
President



Robert B. Keyser PE
Thompson Engineering Inc.
Military Affairs



Frank J. Lott III
Heritage Homes of Mobile Inc.
Small Business Development



Keith J. Manwaring
*LifeSouth Community Blood
Centers Inc.*
Communications & Marketing



Caroline C. McCarthy
Pbelps Dunbar LLP
Governmental Affairs



James B. Newman
*Helmsing Leach Hertlong
Newman & Rouse*
Legal Counsel



Marc Quenneville
Aker Solutions
Trade



R. Michael Saxon
Alabama Power Co.
Chairman-Elect/Finance



Travis Short
Horizon Ship Building Inc.
Workforce Development



William B. Sisson
Mobile Airport Authority
Economic Development

In addition to the Executive Committee, serving on the 2012 Board of Directors were:

Ulrich Albrecht-Frueh
ThyssenKrupp Stainless USA LLC

Michael Banks
B&C Trucking LLC

Leigh Ward Breal
Ward International Trucks LLC

Michael Chambers
Swift Biotechnology

Thomas S. Damson
Long's Human Resource Services

Walter S. F. Dickerson
*Diversified Emergency
Management Associates LLC*

Larry C. Dorsey
Dorsey & Dorsey Engineering Inc.

Victor Gaston
Alabama State House of Representatives

J. Anderson Halligan
Johnson Development Associates Inc.

Perry A. Hand
Volkert Inc.

Brian L. Harold
APM Terminals Mobile LLC

W. Hunter Lyons Jr.
Gulf City Body & Trailer Works Inc.

Elliot B. Maisel
Gulf Distributing Holdings LLC

Carl C. Moore
University of South Alabama

William W. Oppenheimer
Enveloc Inc.

Dean N. Parker Jr.
Callis Communications

Jacquitta Powell-Green
Northside Check Exchange Inc.

Victor Rhoades
*BAE Systems Southeast
Shipyards Alabama*

T. Lee Robinson Jr.
OHC Inc.

Richard P. Salmi SJ
Spring Hill College

Jeanne Sanborn
The Complete Skin Care Center

Gordon Smart
Star Aviation

Russ Spahr
ExxonMobil

Jeffery M. St. Clair
Springbill Medical Center

Beth W. Stafford
Stafford & Associates Inc.

Thomas M. Taul III
Merchants Transfer Co.

Mary G. White
*Mobile Technical Institute/
MTI Business Solutions*

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Business Spotlights of the Month

These winners were selected at the October and November Business After Hours events.

Cookies by Design



Cookies by Design, the company that invented the cookie bouquet, offers fresh-baked, hand-decorated cookies for delivery. The company specializes in personalizing messages and cookies of various shapes for any occasion, selling cookie bouquets, cookie cakes and individual, gourmet cookies. Paul Brown, pictured with his mother, Debbie Brown, owns and operates the Mobile store at 855 Hillcrest Rd. For more information, visit www.cookiesbydesign.com, or call 461-0900.

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

Innerspace Architectural Interiors



Innerspace Architectural Interiors creates adaptable, modular work spaces that can change as companies evolve. The company was formed in 2009 when three companies merged to create one of the largest contract dealerships in the country with offices and showrooms in six cities. Its worldwide client base includes customers in the corporate, education, healthcare, government and hospitality sectors. Innerspace is located at 201 St. Joseph St. in downtown Mobile. For more information, visit www.innerspace.com, or call 215-433-2730. Pictured, left to right, are Melissa Summersell, account executive; James Vaughn, president; and Bonnie Lyn, account executive.

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Ambassadors of the Month

Since the Mobile Area Chamber combines the December and January issues, two ambassadors are featured.



Hill

Beth Hill

As a producer on the sales team at Thames Batré Mattei Beville & Ison insurance agency, **Beth Hill** helps individuals and businesses protect their assets through insurance and risk management. Hill is the Mobile Area Chamber's November Ambassador of the Month.

"It is exciting and rewarding to be a part of an organization that supports economic growth and the workforce in our community, and improves the quality of life for those living in our area," she says of her volunteer Chamber work.



Murphy

Sheila Murphy

A veteran with more than 20 years in the telecommunication industry and currently a consultant/broker for several of the major carriers in the Gulf Coast area. **Sheila Murphy** is the Chamber's December Ambassador of the Month.

Murphy joined the volunteer program 23 years ago. She says, "I believe the Chamber offers businesses a wonderful opportunity to promote their business." Murphy recently completed her term as ambassador chair.

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Harbin

Terry H. Harbin is market president of BancorpSouth for Mobile and Baldwin counties, as well as the Florida panhandle. He attended the University of South Alabama and graduated from Abilene Christian College with a bachelor's degree in marketing and management. A past member of the Chamber's board of directors, Harbin served as Chamber Chase chairman in 2011. He is a board member of the University of Mobile and the Alabama School of Mathematics and Science. BancorpSouth is a Partners for Growth investor.



Meador

Michael O. Meador is president and chief executive officer of Meador Warehousing & Distribution Inc., a third-party logistics company with warehouse distribution centers for companies around the world. He earned a bachelor's degree in business administration from The University of Alabama. Meador has served on the boards of the American Cancer Society, the American Heart Association, Kiwanis Boys Club, Mobile Traffic and Transportation Club, Southeast Warehousing Association, St. Ignatius Parish Council and other organizations.



Moore

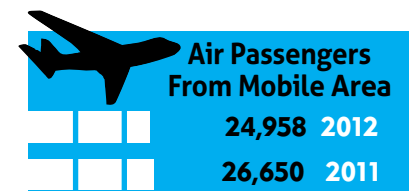
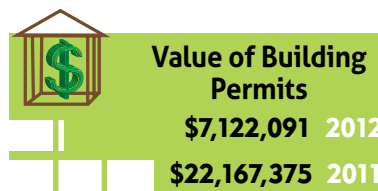
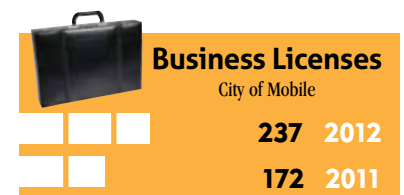
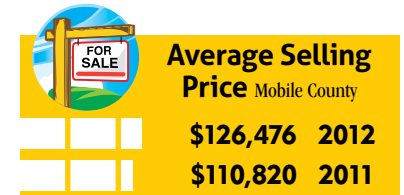
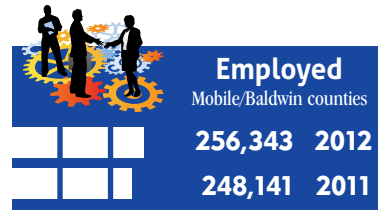
Paige P. Moore is president of RE/MAX By The Bay, with offices in Daphne and Fairhope. She has worked in real estate for more than 25 years, and her team ranks in the top 25 in the state. Moore earned a bachelor's degree in communications from the University of South Alabama. She is a member of Baldwin County and Mobile Area Associations of Realtors, Spanish Fort Education Enrichment Foundation, Baldwin County Economic Development Alliance and the Eastern Shore Chamber of Commerce.

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

Comparative Economic Indicators

October 2012 vs October 2011

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



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Founding Member of Mobile Area Chamber of Commerce Foundation Dies

Ernest Todd, a past Mobile Area Chamber board chairman and one of three founding board members of the Mobile Chamber of Commerce Foundation, formed in 1978, died Nov. 4, 2012. In 2011, Todd was named vice president/secretary emeritus of the Chamber's foundation board, on which he had served for 34 years.

Mobile Area Chamber President Win Hallett said Todd was widely known and respected as a banker in Mobile, and he followed in his father's footsteps in supporting the Chamber.

Todd was president of the Chamber's headquarters building executive committee and was involved in raising funds for construction of the Chamber's current home. In addition to his leadership of the foundation board, Todd was chairman of the Chamber's board of directors in 1977 and 1978.

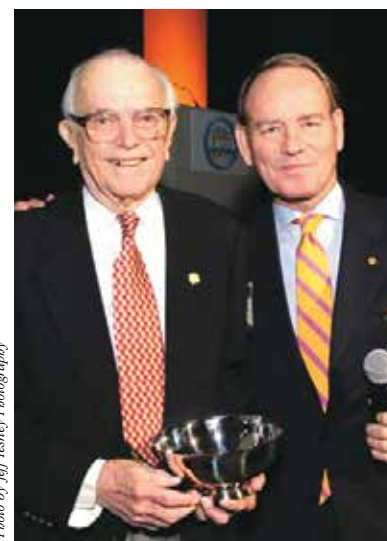


Photo by Jeff Tenney Photography

Win Hallett (right) presented Ernest Todd (left) with the Delchamps Award in 2011.

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JIM MCDILL, PHD
JENNIFER TAYLOR-GUY, AUD

Eye Physicians

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CLAUDE M. WARREN, III, MD
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ROBERT E. EDGE, OD
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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

Chamber Hires Member Services Representative

Alison Unger was recently named member services representative, a position dedicated to assisting Mobile Area Chamber members who have questions about their membership, and maintaining an up-to-date database for chamber member contacts.

Unger relocated with her family to Mobile in 2003, when her husband took a position on the faculty at the University of South Alabama. She worked for seven years with a family-owned retail business before joining the Chamber team in December.



Unger

"I'm looking forward to getting more (Chamber) members involved," she said.

A graduate of Rutgers University, Unger also worked for the university in the administrative department for undergraduate programs.

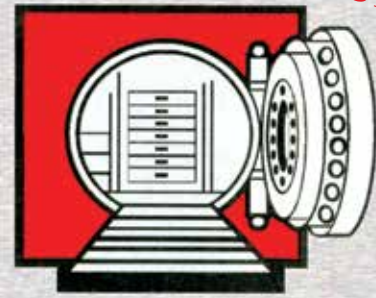
"Alison is a great fit for our organization," said Carolyn Golson, vice

president of membership for the Chamber. "Her talents bring an added dimension to our team."

To reach Unger, e-mail aunger@mobilechamber.com or call 431-8617.

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February Calendar of Events

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

5 Women's Roundtable **Members Only*

Speakers Dr. Julia Ellison, Springhill Medical Center Downtown, and Christina Quick, American Heart Association, will present "A Woman's Heart." Women's Roundtable, a bi-monthly forum exclusively for Mobile Area Chamber member women business owners and managers, will meet Tuesday, Feb. 5, from 8 to 9 a.m. in the Chamber's Tricentennial Room. There is no charge to attend, but seating is limited. Women's Roundtable is sponsored by Springhill Medical Center.

For reservations contact, Kelly Navarro at 431-8638 or knavarro@mobilechamber.com.



20 Speed Networking **Members Only*

Based on the concept of "speed dating," this rapid-fire networking event guarantees you'll talk to as many people as possible in a short period of time.

The event will be held at the American Red Cross Alabama, Gulf Coast Chapter, 35 N. Sage Ave., on Wednesday, Feb. 20, from 8 to 9 a.m. The \$10 cost must be paid at the time of reservation. Only one representative per company can attend this event, which is sponsored by ABS Business Solutions. Reserve your space by Feb. 18. No cancellations will be reimbursed after this date.

Reservations are required and can be made by contacting Kelly Navarro at 431-8638 or knavarro@mobilechamber.com.



20 GCTC Lunch

The Gulf Coast Technology Council will host its bi-monthly luncheon on Wednesday, Feb. 20, from 11:30 a.m. to 1 p.m. at the Chamber. This meeting is being sponsored by CORT Business Services. The cost to attend is \$15 for Chamber members or \$20 for potential members and includes lunch.

If you are involved in any type of IT or technology job in Mobile, this committee/group meets six times annually, featuring high-tech and economic development topics.

Reservations are required by contacting Cesny Soffronoff at 431-8636 or csoffronoff@mobilechamber.com. Cancellations after Feb. 15 will not be reimbursed to cover the cost of lunch.

20-21 Helping Employees Understand the Patient Protection and Affordable Care Act

See story on page 4.

21 Business After Hours

Bienville Business Club will host Business After Hours on Thursday, Feb. 21, from 5:30 to 7 p.m. This popular Chamber event is a great venue to introduce your company and make new contacts.

The cost to attend is \$5 for members and \$10 for potential members. Reservations are not needed.

For more information, contact Kelly Navarro at 431-8638 or knavarro@mobilechamber.com.

11-12

Chamber Closed
for Mardi Gras

19 Executive Roundtable **Members Only*

Bill Sisson, executive director of the Mobile Airport Authority, will discuss the future of Brookley Aeroplex relating to the Airbus project, at Executive Roundtable, a monthly forum exclusively for Chamber member small business owners and managers. The group meets Tuesday, Feb. 19, from 8 to 9 a.m. in the Mobile Area Chamber's Board Room. There is no charge to attend, but seating is limited.

For reservations contact Brenda Rembert at 431-8607 or brembert@mobilechamber.com.

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Member News

WHO'S NEW



Williams
Christopher S. Williams joined **Hand Arendall** as an associate in the firm's commercial litigation section. Williams earned a bachelor's degree in English from Spring Hill College and a law degree from Loyola University.

The Mobile Airport Authority hired **Herbert Buddy Rice** as public relations and marketing manager. Rice has 31 years of customer service and hospitality industry experience. He graduated from the University of Mississippi with a bachelor's degree in political science. Most recently he was systems manager for worldwide airport lounges for Delta Air Lines in Atlanta.



Rice



Ward



Smith



Hillman

Red Square Agency hired **Katie Ward** as a senior account executive, and **Courtney Smith** and **Corey Hillman** as production artists. Ward earned a bachelor's degree in apparel merchandising/production management from Auburn University. Smith earned a bachelor's degree in graphic design from the University of South Alabama, and Hillman earned a bachelor's degree in graphic design from the University of Southern Mississippi.

The Alabama State Port Authority announced H.S. "Smitty" Thorne will serve as deputy director and chief operating

officer with direct oversight of the day-to-day administrative, marketing and operations functions. Thorne has worked in the maritime industry for more than 40 years.

Principal Financial Group hired **Zue Farmer** as a financial representative. Farmer earned a bachelor's degree in business administration, with a dual degree in finance and accounting; from the University of South Alabama.



Farmer



James

and a law degree from The University of Alabama School of Law.

Armbrrecht Jackson LLP welcomed **Julia C. James** to the firm. James earned a bachelor's degree in psychology from The University of Alabama



Damrich



Brigham

Ryan Damrich CPA and **Lott Brigham CPA** joined accounting and consulting firm **Crow Shields Bailey PC**. Damrich, who earned a bachelor's degree in accounting and a master of tax accounting from The University of Alabama, will serve as a supervisor on the company's tax team. Brigham earned a bachelor's degree in accounting/finance and a master's in accounting from The University of Alabama.



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Coldwell Banker United, REALTORS welcomed new agent **Von Lombard** to its Mobile office.



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Just right for you





Hanner

Edward Jones Investments appointed Rob Hanner financial advisor for its downtown office at 159 Dauphin St.

Weathers P. Bolt joined **Starnes Davis Florie LLP** as an associate practicing general civil litigation with a focus in complex insurance litigation.

Bolt graduated from Emory University with a bachelor's degree in economics and received a law degree from The University of Alabama School of Law.



Bolt

BUSINESS ENDEAVORS

CorroMetrics Services Inc. moved to the 12th floor of the Wells Fargo building, 61 St. Joseph St., Ste. 1200.

Hoar Construction completed work on the 21,566-square-foot obstetrics addition for Medical Center Enterprise in Enterprise.

In other news, the U.S. Green Building Council recognized the Hoover Apartments addition, completed by Hoar Program Management at the University of West Alabama, with a LEED for Homes certification.

Austal USA successfully completed the launch process of the second Joint High-Speed Vessel (JHSV), the recently christened *USNS Choctaw County* (JHSV 2). The 103-meter, high-speed catamaran represents the U.S. Department of Defense's next generation multi-use platform. It is part of a 10-ship program potentially worth more than \$1.6 billion.

WELL DONE



Fenderson

Tyrone Fenderson, president and chief executive officer of **Commonwealth National Bank**, was selected to serve on the inaugural community bank advisory council of the Consumer Financial Protection Bureau. The 14-member council provides advice to bureau leadership on consumer financial issues and emerging market trends.

Edward Sledge with **McDowell Knight Roedder & Sledge LLC** was named among the "International Who's Who of Product Liability Defense Lawyers" for 2012 as one of the 10 most highly regarded individuals in the area of product liability defense worldwide. The publication recognized Sledge for his experience defending pharmaceuticals, medical equipment, firearms and agricultural products. Firm members **William Roedder** and **Archie Reeves** are also featured as "veteran inclusions."

In addition, the firm was ranked as a leading general commercial litigation law firm by Chambers USA 2012, which named **Jerry McDowell** and **Michael Knight** "two of the most experienced litigators in Alabama."

Robert C. Campbell III of **Campbell, Duke & Campbell** law firm was selected for inclusion in the 2013 Edition of *Best Lawyers in America*.

In other company news, **Nash Campbell** was appointed to the Senior Bowl committee and was elected to serve on the board of directors of the Alabama Council of School Board Attorneys.

The Government Finance Officers Association of the U.S. and Canada awarded the Certificate of Achievement for Excellence in Financial Reporting to the **Alabama State Port Authority** for its comprehensive annual financial report. This is the highest form of recognition in the area of governmental accounting and financial reporting.

The **Dauphin Island Sea Lab Foundation** awarded its Marine Environmental Awards. **G. Russell Ladd III** received the 2012 Gulf Coast Marine Environmental Excellence Award for outstanding contributions to marine environmental sustainability in the Alabama Gulf Coast Region. **ExxonMobil Mobile Bay Operations** received the Gulf Coast Marine Environmental Leadership Award recognizing a business for improving the marine environment.

Cabaniss, Johnston, Gardner, Dumas & O'Neal LLP announced **Jarrod J. White** was added to the American Arbitration Association's National Roster of Arbitrators and Mediators. He was also selected for inclusion on its commercial and construction panels.

The Gulf Coast GreenLeaders, U.S. Green Building Council Alabama chapter, recognized **White-Spunner Construction** for its role in building a LEED-certified seafood distribution plant in Bayou La Batre.

Burr & Forman LLP announced partner **Ed G. Bowron** was inducted into membership of the American Board of Trial Advocates (ABOTA). Bowron earned a law degree from Samford University's Cumberland School of Law.



Bowron

In addition, the firm was recognized in the 2013 edition of *U.S. News – Best Lawyers* on the "Best Law Firms" list. Burr & Forman received the highest "Tier 1" ranking in 41 practice areas in markets throughout its Southeastern footprint.

COMMUNITY NEWS

B&B Pet Stop raised more than \$100,000 for local charities since March 2007, when the store initiated a "round up"-to-the-next-dollar request of customers at checkout.

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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, tif or jpg format. Send your information to news@mobilechamber.com.



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View the complete membership directory at www.mobilechamber.com.

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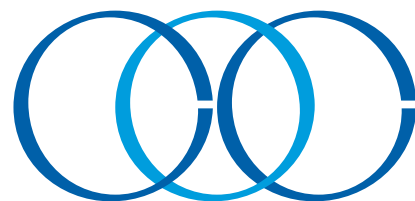
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