

SEPTEMBER 2013

the Mobile Area Chamber of Commerce  
**business**

VIEW

Making the  
Most of  
E-Commerce

Special Feature

Mobile's  
On The Grow

Long's  
Celebrates  
65 Years  
and Counting





# PERSONALIZED SOLUTIONS. PERSONAL SERVICE.

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

PHONE



IPVoice

WIRELESS



4G LTE

INTERNET



FIBER

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

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

**Get Personalized.** Contact your Client Account Executive or Assist for Business.  
1-855-CSPIRE2 (277-4732) | [cspirebusiness.com](http://cspirebusiness.com) | [assistforbusiness@cspire.com](mailto:assistforbusiness@cspire.com)



**cspire**  
business solutions

## Cover

Mobile's economy is constantly changing. See pages 15-20 for an overview of some of the most significant ones.

*Photo by Tad Denson - MyShotz.com.*

# 15-20



# 5



# 13



# 7



# 22

# the Mobile Area Chamber of Commerce business

VIEW

- 4** From the Publisher
- 5-8** News You Can Use
- 10** Small Business of the Month: American WeatherStar
- 11** A Business Guide to Alabama's New Gun Law
- 13** Long's Human Resource Services Celebrates 65 Years in Business
- 15-20** Mobile's on the Grow
- 21** SCORE: Help Your E-Commerce Customers Shop, Not Drop
- 22** CEO Profile: Roger Wehner, Mobile Airport Authority
- 23** Katrina Dewrell and Shelly Mattingly Take New Roles at Chamber
- 24** Investor Focus: iBERIABANK
- 25-26** Chamber@Work
- 27** Business Spotlight of the Month: St. Paul's Episcopal School
- 27** Ambassador of the Month: Kasie Irby
- 28** Board of Advisors Mark Bunting and Hutch Thompson
- 29** Economic Indicators
- 30-31** Calendar
- 32-34** Member News
- 34** Anniversaries
- 35** New Members

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

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

**Additional Writers and Editors**

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

# Fun Facts About Bill:



## From the Publisher Mobile Area Chamber of Commerce President Bill Sisson

It is with great excitement that I return to the Mobile Area Chamber to serve as its president and chief executive officer. It is more than a little intimidating following Win Hallett, who was hugely successful in leading the Chamber's community and economic development strategy for the past 22 years.

However, I take great comfort in knowing I have rejoined an organization with one of the most professional and skilled staffs in the country. I also have the good fortune of inheriting a Chamber with U.S. Chamber of Commerce "five-star" accreditation. Of the nearly 7,000 Chambers in the U.S., ours is one of only 76 reaching "five-star" status – something of which we can all be proud.

I am very passionate about the future of business in Mobile. With recent economic development successes such as Austal, Mitchell Cancer Institute, Airbus and many others, this region is poised to grow in prosperity and provide opportunity for all its citizens.

My top goal will be to work hand-in-hand with our existing leadership and also encourage the next generation of leaders to step up to the plate to move our community forward. The Chamber is a very important part of "Team Mobile," and I am absolutely convinced that working together as a team, we can attract even more white collar and high-paying blue collar jobs as we continue to focus on retention and expansion of our existing industries.

Some of the areas which I feel the Chamber should focus on in the near future are:

- Maintaining our position as an economic development "hot spot" for Alabama, the U.S., and the world. Through our Partners for Growth (PFG) investors, we must aggressively market and promote our assets to capitalize on our successes. This includes expanding our presence as a global business magnet.
- Renewing our focus on transportation infrastructure to accommodate our region's growth and maintain the logistical advantages that set us apart as the most attractive place to do business. That plan should recognize "quality of place" initiatives, which are vitally important to young people, knowledgeable workers and internationally focused business leaders, who will be expecting those kinds of world-class amenities.
- Advocating for pro-business policies so the Chamber can continue to be the unified voice of business for our region.
- Continuing to offer networking and professional development, helping our members connect with potential customers and subject matter experts.

The near future will be transformational years for our community and the Chamber. We will continue to strive to be one of the top Chambers in the nation and stand behind our members to make their businesses flourish. The timing could not be more perfect. Working together, we have incredible collective power. Imagine what we can accomplish if we marshal our resources and focus our assets. Mobile has an exciting story to tell, and I look forward to telling the story to the world.

**"With our recent economic development successes like Austal, Mitchell Cancer Institute, Airbus and many others, this region is poised to grow in prosperity and provide opportunity for all its citizens."**

**Hometown:** Roanoke, Va.

**Education:** Bachelor's degree in international business and French; master's degree in international business and finance

**First job:** Cutting grass

**Accomplishments:** Playing a part in large-scale economic development projects

**Career-changing moment:** Without a doubt, going to work at a Chamber (Birmingham Business Alliance, which was then known as the Birmingham Regional Chamber of Commerce) right after graduate school

**Secret to success:** Always strive to arrive on time, stay until the job is done and never give up

**Community activities:** Rotary, United Way of Southwest Alabama, Mobile Symphony board and Dauphin Way United Methodist Church-related activities

**Family:** Wife of 18 years, Catherine; and two sons, Brown and Daniel

**Which historical figure would you like to invite to dinner and why?** Thomas Jefferson, because of his brilliance related to the founding principles of this country's government and because many of his interests and hobbies would make for interesting dinner time conversation

**What brought you to Mobile?** The Mobile Area Chamber, and my job as vice president of economic development

**What are your hobbies?** Playing piano, reading and various outdoor activities

**Do you have any pets?** An outdoor cat named Samson who adopted us

**What's your favorite snack?** Tortilla chips



# Launch Your Company's Chance to do Business with NASA

**O**n Wednesday, Sept. 4, NASA and an entourage of its agencies and prime contractors will be in Mobile to meet with small- and medium-sized companies interested in doing business with the space agency. Set from 8 a.m. to 3 p.m. at the Arthur R. Outlaw Mobile Convention Center, the forum is hosted by the Mobile Area Chamber and is open to area and regional businesses.


Similar events in other cities have drawn 300-plus participants from the construction, service, supply, logistics and other industry sectors.


"You'll be able to do in one day, under one roof, what could take a normal person – if they were lucky – months to accomplish,"

says Danette Richards, the Chamber's director of small business development.

At the business-to-business forum, NASA Marshall Space Flight Center will bring representatives from NASA Shared Services Center, Stennis Space Center, Michoud Assembly Facility and the U.S. Army Corp of Engineers. Also in attendance will be purchasing agents and representatives from their prime contractors looking to partner with local small businesses on federal contracts. These include Northrop Grumman, ATK Aerospace, Lockheed Martin Corp., Teledyne Brown Engineering and The Boeing Co., and others.

"There's even significant value in peer-to-peer networking. A lot of partnerships and deals between attendees are made at these sessions as well," adds Richards.

Registration is \$75. For more information, call 251-431-8607. 

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

## Credentials a Key to School-to-Work

**N**ot long after Larry Mouton was named executive director of workforce development for the Mobile County Public Schools, he started hearing from local business owners stating that students leaving the system's career technical education program were missing something important – certification in their areas of specialty.

In 2013, 1,308 students were awarded a variety of professional credentials, including Alabama Career Readiness certificates, OSHA 10-hour safety cards, National Construction Certification and Certified Nursing Assistants (CNA) licenses. The number represented a substantial increase over the year before, when only 226 credentials were awarded.

Mouton plans to continue to increase the number of certifications awarded to students, as well as the number of students enrolled in dual programs to earn college credit locally at Enterprise Ozark Community College (in its aviation training school at Mobile Brookley Aeroplex) and at Bishop State Community College.

These certifications and credentials are provided to the students at no cost, saving them a significant amount of money. For example, the cost to earn a CNA certification, which authorizes students to move from high school into an entry-level healthcare position, would be around \$2,000 if they sought it outside of high school.

Businesses interested in learning more about the credentials and certifications programs offered in the school system should visit the Mobile County Career and Technical Education's website at <http://mccte.schoolinsites.com>.

### MCPSS Career Tech Credentials Awarded

Credential	# Earned 2012	# Earned 2013
Alabama Career Readiness Certificate	115	261
MOS – Microsoft Office Specialist	0	14
MTA – Microsoft Networking	0	11
Skills USA Computer Maintenance	0	6
CNA – Certified Nursing Assistant	37	108
CPR	49	173
Agriculture Credentials	25	65
Cosmetology License	0	8
NCCER Core (National Construction Certification)	0	118
NCCR Pipefitting I	0	14
NCCR Pipefitting II	0	12
OSHA 10 Hour Safety	0	486
AWS – American Welding Society	0	12
Serve-Safe Manager (Culinary)	0	11
TSCI Adult Safety Training (Hospitality)	0	9

Source: Mobile County Public Schools Office of Workforce Development

# TODAY



## MY TEAM DISCOVERED A WHOLE NEW LEVEL OF PERFORMANCE.

**YOUR TEAM SHOULD ALWAYS BE IMPROVING.** Training is a continuous investment for enhancing employee performance and streamlining business operations. Whether on-site to your specification or here on the University of Alabama campus, corporate training from The University of Alabama develops essential skills that give your company measurable, sustainable results.

*Your day begins at:* **opportunity.ua.edu**  
*or call toll-free:* **1-866-307-3917**



THE UNIVERSITY OF  
**ALABAMA**  
CONTINUING STUDIES

Bama By Distance | Professional Development & Training | Environmental & Occupational Safety | Bryant Conference Center

# ExxonMobil

## Provides Nonprofit Internships



This summer 16 college students worked for area nonprofits through a program funded by ExxonMobil. Pictured here (from left to right) are students Dalila Pinon, Kaylor Turner and Ashaunte Gaillard who all worked at the Gulf Coast Exploreum with Wesley Burton, education floor manager, for the hands-on science museum.

Although college students learn in the classroom, to be competitive in the current job market many seek work experience long before their post-graduation job search begins. ExxonMobil is providing these opportunities for Mobile area students through its Community Summer Jobs Program (CSJP).

For many of the interns, the experience is their first job related to their chosen major. "Learning about managing a classroom and actually running one are two different things. This internship has been rewarding because it taught me the difference," said Ashaunte Gaillard, a senior majoring in secondary education at the University of South Alabama and a CSJP participant with the Gulf Coast Exploreum's Camp Central.

Since 1996, the ExxonMobil Foundation has invested close to \$490,000 by supporting more than 240 students. The program gives full-time college students an eight-week paid internship with a local nonprofit organization. This past summer, 16 students worked at seven area agencies including the American Red Cross, Bellingrath Gardens and Home, Bayou La Batre Public Library, Dauphin Island Sea Lab, Gulf Coast Exploreum, Volunteers of America Southeast and Weeks Bay Foundation.

# WE'RE ONE OF THE BEST PLACES TO WORK IN ALABAMA!

## A GREAT PLACE TO BANK, TOO!

Community Bank has been named one of the Best Companies to work in Alabama. That's good news for our staff, and even better news for our customers. Unlike most banks our staff members own the bank – literally. We invite you to come deal with an owner and experience why Community Bank is like no other bank you know.

MOBILE • DAPHNE • FAIRHOPE



# Opportunity Knocks at Career Expo

If you love helping area youth or have a vested interest in Mobile's future workforce, the Mobile Area Chamber has an opportunity for you. The Chamber is coordinating the Worlds of Opportunity, a hands-on, interactive career expo for area eighth-grade students, and needs 300 volunteers to help put on this event.

The annual event, a program of the Southwest Alabama Workforce Development Council, hosts 10,000 students from more than 80 public and private schools in eight

Southwest Alabama counties. It showcases 12 industries — all run by local companies and designed to help students explore future careers.

Highlighted industries include aerospace, automotive technology, communications, construction, energy, engineering and design, healthcare, hospitality and tourism, manufacturing, public service, safety and shipbuilding and repair. Visit [www.worldsofopportunity.com](http://www.worldsofopportunity.com) to volunteer, or call Bridget Wilson at 251-431-8619 for details. ☎



**LAQUINTA**  
INNS & SUITES  
wake up on the bright side™

Free Hot Breakfast  
Free Wi-Fi  
Business Center  
6104 Hwy 43, Satsuma  
I-65 Exit 19  
**(251) 675-5977**  
online at [6261.lq.com](http://6261.lq.com)



**QUALITY**  
INN & SUITES  
BY CHOICE HOTELS

Free Wi-Fi  
Free Hot Breakfast  
Indoor Pool  
150 W. I-65 Service Rd., Mobile  
I-65 Exit 3 Airport  
**(251) 343-4949**  
online at [choicehotel.com/hotel/AL224](http://choicehotel.com/hotel/AL224)

# Backyard Beauty

Affordable Custom Pools & Expert Renovations

Automated • Water- & Energy-efficient • Virtually Chlorine-free



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

Free brochure,  
in-home estimate  
& custom plan

A \$500 VALUE!

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

100% Financing oac



Some limitations may apply

**DESIGN CENTER & DISPLAY POOL**

251.633.7946

2301 Dawes Rd.

Mobile 

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

HBA APSP Lic. #26060 





your business's cash flow in a whole new way.

**Cash Flow Insight™ | for the achiever in you®**

Introducing Cash Flow Insight powered by PNC CFO — a suite of user-friendly online tools that can help you understand and project your business's cash flow, so you can turn insight into action. Try it at no cost today\*. Call the Cash Flow Insight Center at **855-762-2361**, stop by any PNC branch or go to [pnc.com/cashflowinsight](http://pnc.com/cashflowinsight)

**PNC | CFO™**  
Cash Flow Options



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

## SMALL BUSINESS of the month



Owner and President Brian O'Donnell, second from right, has a team at American WeatherStar who help their authorized dealers increase their business. The 10 year-old company is a Mobile-based commercial and industrial roofing maintenance and material supplier.

# AWS Shouts from the Rooftops

If you ask **Brian O'Donnell** what prompted him to start his own business, he'll tell you it was "all about seeing the writing on the wall" when the company he was working for on the East Coast was struggling financially. He approached the owners about being an independent representative selling a variety of products, including those of his now former employer, and they agreed. The company survived, and O'Donnell's experience helped him create his own business three years later.

**American WeatherStar (AWS)**, a Mobile-based commercial and industrial roofing maintenance and material supplier of roof coatings, wall coatings, spray foam insulation and single-ply roofing systems, is the Mobile Area Chamber's Small Business of the Month.

O'Donnell took advantage of the flexibility technology offered him and returned home to Mobile with his family to start his business. Ten years later, he is still taking advantage of his skill to see more than is presented and

his marketing degree from the University of South Alabama to create and package energy-efficient roofing systems with broad appeal.

The company's products are used to stop leaks, cool a building's interior or implement preventive maintenance and repair flat roofs.

O'Donnell believes what makes AWS stand out among its competition is his entrepreneurial spirit to work for his customer base of authorized independent dealers – the contractors actually doing the work, he explains.

He and his team of nine employees establish vendor partnerships throughout the country by customizing marketing materials featuring American WeatherStar products and each one of the independent contractors. And with follow-up calls and coordinated advertising efforts, the company has a proven track record of landing jobs for its clients.

"We differentiate ourselves from the competition by showing our

customers how we can grow their business," says O'Donnell.

In addition to its local employees, AWS has five independent contractors located in Colorado, Tennessee, Florida, and New York.

"In the roofing business, it's all about timing. No one really wants to put on a new roof, so they think about it and save money and then, when they can't hold out any longer, they make a decision about who to use," says O'Donnell. "That's where our approach to business really pays off – we strive to achieve top-of-mind awareness for our products and our contractors."

Earlier this year, AWS bought a 2,500-square-foot facility on Lees Lane. The new location gives the company the space it needs to make samples, test materials and systems, and hold onsite training sessions, as well as room for a business development center.

For more information, go to [www.americanweatherstar.com](http://www.americanweatherstar.com).

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

# A Business Guide to Alabama's New Gun Law

Alabama's new gun legislation is now in effect, prohibiting businesses from restricting firearms on business property in certain instances.

Businesses with policies regarding guns in the workplace need to understand this new law and how it may impact them.

Below are some guidelines to help your business.

## Businesses With Security Guards and 'Other Security Features'

The law allows a business to prohibit all persons, including those with a concealed weapons permit, from bringing a firearm into a building if "access of unauthorized persons is limited during normal hours of operation by the continuous posting of guards and the use of other security features, such as metal detectors, key cards, turnstiles or other physical barriers." The facility must have both a guard(s) and other security features to qualify.

However, the definition of an "other security feature" is not clear. A barrier of some sort – turnstile or even just a rope barrier – qualifies, but the use of security cameras may be sufficient as well. Under the new law, all businesses that prohibit

weapons must now place a notice stating weapons are not permitted at public entrances.

## Businesses Without Guards and/or 'Other Security Features'

Any person may now possess a pistol on someone else's property if they have either a concealed weapons permit or consent of the owner. Business owners who allow public access may prohibit a person from carrying a holstered pistol into the building, but may not prohibit a person with a concealed weapons permit from carrying his or her concealed pistol into the building. Business owners wanting to prohibit openly carried pistols should post a sign stating firearms are not permitted, but they must be aware that such a prohibition will not prevent a person with a concealed weapons permit from bringing a concealed pistol into the business.

## Employers with Employee Parking Lots

The law allows employees to store weapons out of sight in a locked vehicle in employee parking lots under certain conditions, but the law also allows an employer to prohibit employees from bringing weapons inside the facility or off-site where the employee is working.

An employee with a concealed weapons permit may have either a pistol or any other firearm legal for hunting in his or her car. An employee without a concealed weapons permit must have it unloaded, legal for hunting (not a pistol), out of sight, in a locked vehicle, only if they have an Alabama hunting license, during hunting season, and he or she has not been convicted of any crime of violence (see Ala. Code §13A-11-70) or any domestic violence crime; is not subject to a domestic violence restraining order; has not been committed to a psychiatric hospital; and does not have prior documented incidents of workplace threats or violence.

An employer may not, as a matter of course, ask employees if they have weapons in their cars unless they believe an employee is a danger.

If an employee does not comply with the law according to the previously mentioned rules, the employer may take disciplinary action. If the employee is in compliance with the law, the employer may not take action against the employee solely based on the lawful weapon.



Hosp



Watkins

*Edward A. "Ted" Hosp and James F. Watkins are shareholders at Maynard Cooper & Gale PC. They can be reached at [thosp@maynardcooper.com](mailto:thosp@maynardcooper.com) or [jwatkins@maynardcooper.com](mailto:jwatkins@maynardcooper.com).*

There may be other permitted reasons to discipline the employee that are not connected to the possession of a weapon. For example, if a threat of violence leads to the discovery of a weapon, the fact that the weapon was permitted would not prohibit the employer from disciplining the employee for the threat of violence.

## Immunity for Businesses from Civil Liability

The new law provides broad immunity to employers from civil liability resulting from employees bringing a weapon to work. It also states the presence of a weapon on property "does not, by itself, constitute a failure by the employer to provide a safe workplace." Finally, an employer does not have any duty to inspect a parking lot, or any privately owned vehicle on a parking lot.

## The quick, easy way to make deposits.

- ◆ Deposit cash or checks anytime day or night
- ◆ Most ATM deposits made by 9 pm weeknights are credited that same day
- ◆ Images of your checks on every receipt



# DepositExpress

ATM

*Don't you love it when  
someone makes life easy?*



**Trustmark  
Bank**

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

# HOW UNITED WAY HELPS

An advertisement from



"United Way's support plays a major role in helping the Dumas Wesley Community Center meet the critical health and human service needs in our community. Thanks to continued financial support from the United Way our agency-wide client census is up, meaning that we are touching more lives in our community: Children and teens have a safe haven after school, senior citizens enjoy a hot meal and fellowship, the hungry are fed from our food pantry and homeless women and children have a place to call home and an opportunity to become independent. Great things happen when businesses and individuals partner with United Way!"

-Kate Carver, Executive Director, Dumas Wesley Community Center

"By combining a passion for our mission, a commitment to values, and focusing on our vision and target areas (Children, Community, Education, Employment, Environment, and Families), Goodwill Easter Seals annually serves more than 10,000 individuals and families throughout 12 counties in Southwest Alabama and Northwest Florida. We believe it is our duty and privilege to make a difference in the community and the lives of the people we serve."

-Frank Harkins, President/CEO, Goodwill Easter Seals of the Gulf Coast



"As a first-time partner with the United Way there's an opportunity to share the work the Mobile Area Education Foundation does for public school students in Mobile County. MAEF has embarked on a task to encourage the citizens of Mobile County to take ownership of its public school system, and by the year 2020 to have at least 80 percent of our public school students graduating prepared for college, career, and to lead successful lives. The individuals and businesses that support United Way are contributing to the success of 60,000 youth in our community."

- Carolyn Akers, Executive Director, Mobile Area Education Foundation

"Partnering with United Way helps us to share our story of being a 'home away from home' for families of hospitalized children with the community. United Way funding is also greatly important to support our increased capacity to lodge more families each night in our expanded Ronald McDonald House and will help with our new Ronald McDonald Family Rooms inside USA Children's & Women's Hospital to give families a place for peaceful respite inside the hospital. United Way helps us to support families so they can focus on nurturing their children back to health."

- Paul Giardina, Executive Director, Ronald McDonald House Charities of Mobile



"The goals of The Salvation Army and United Way are very similar - helping our neighbors in need who are facing life's toughest challenges. We rebuild lives, reunite families and help those neighbors reach their life potential. I am so grateful for the support The Salvation Army receives from United Way of Southwest Alabama. Without this financial resource, it would be extremely difficult to provide the range of services, from residential programs to walk-in assistance, for the hundreds of people who turn to The Salvation Army every day of the year. Thank you United Way and the many donors who make it all possible. God bless each one of you."

- C. Mark Brown (Major), Area Commander, The Salvation Army of Coastal Alabama.

"United Way has supported Via-Senior Citizens Services for over 40 years. Because of generous donations through United Way, we have been able to provide programs and support for older adults and their families. Each senior citizen using our services has access to health clinics and screenings, an emergency food pantry, continuing education, low cost meals, fitness and weight loss programs and social activities. Loved ones of those with dementia are provided much needed respite through our adult day care program. We are so thankful for the United Way funds the community has provided."

- Dorothy Curry, Executive Director, Via Health, Fitness and Enrichment Center



To find out how you can help these agencies and United Way build a better community through improving education, health, financial stability and essentials, please contact our office.  
 United Way of Southwest Alabama • 218 St. Francis St., Mobile, AL 36602 • 251-433-3624 • [www.uwsa.org](http://www.uwsa.org)





# Long's Human Resource Services:

## Bringing People and Jobs Together for 65 Years

Since 1948, Long's Human Resource Services has recruited and placed long-term contract, temporary and direct-hire employees on the Gulf Coast. Founded by Tom Long as a small, private employment agency, Long's still operates today as a family-owned business headquartered at 19 Midtown Park Dr. W. in Mobile, with branches in Foley and Fairhope.

The 21-employee company serves professional/technical, clerical and industrial divisions. As human resource experts, Long's can provide payroll services, skills testing, training and outplacement services.

Pictured is Long's daughter, Sarah Damson, chief executive officer (in red), with her family, from left to right: Jud Freeman, risk/safety manager; Liz Freeman, vice president; and Tom Damson, president.

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

### Specializing In:

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



**PremierMedical**

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

### Premier Medical Physicians

#### ENT Physicians

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

#### Audiology

JENNIFER TAYLOR-GUY, AUD  
 SONYA KERR, AUD

#### Eye Physicians

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

# THE REGION'S TOP SURGICAL EXPERTS, ALL FOCUSED ON ONE KIND OF CANCER: YOURS.



The greatest minds come together here to beat cancer. From the oncologists, radiotherapists and surgeons who create the treatment plan to the nurse navigators who lead the way, each approach is unique.

How do we consistently deliver more expertise, more innovation and more cures in the fight against cancer? We focus on one case at a time — the one that matters most to you.

More, devoted to your care.

  
**INFIRMARY**  
HEALTH

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



# Mobile's On The Grow

**42**

New Businesses  
Recruited

**86**

Expansions at  
Existing  
Companies

**17,414**

NEW JOBS  
Created

**\$8.5**

**Billion**

in Capital Investments  
at New & Existing  
Companies

**12<sup>th</sup>**

**in the nation**

largest port based  
on tonnage

**\$49,998**

Average salary of jobs created since 2006.

*These are the results of the Mobile Area  
Chamber's economic development efforts since 2002.*

# About the Mobile Bay Area Business Community

As the region's lead economic developer, the Mobile Area Chamber and its coalition of public and private investors recruited 42 new businesses and 86 expansions at existing companies since 2002. These efforts garnered \$8.5 billion in capital investment and more than 17,400 jobs with an average annual salary of \$49,998 (since 2006). The following companies are among the most recent to announce new or expanded investment in the Mobile area.

## Recent New Company Investments

### Airbus

*Aircraft Final Assembly*

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

\$600 million investment / 1,000-plus jobs

The facility is under construction. Aircraft assembly will begin in 2015 and the first deliveries from Mobile are expected in 2016.

To date, related announcements include:

### Labinal

*Aerospace Engineering*

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

30 to 50 jobs

First supplier to invest in Mobile to support Airbus.

### Alabama Steel Terminals

*Steel Warehousing*

\$36 million investment / 100 jobs

The facility is expected to be up and running by 2016.

### Krispy Mixes

*Breading / Coating*

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

11 jobs

Company headquarters.



### Marine Well Containment Co.

*Oil Spill Recovery*

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

10 jobs

A new and expanded containment system used to cap and contain oil will be housed in Mobile. The equipment will be maintained in a continuous state of readiness and MWCC will be first responders to any future oil spills in the Gulf of Mexico.

### Tate & Lyle

*Sucralose*

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

\$20 million investment / 100 jobs

Reopened to meet the demand for sucralose, the key sweetening ingredient in Splenda.

### ThyssenKrupp Steel USA / Outokumpu Stainless USA

*Steel*

[www.thyssenkruppsteelusa.com](http://www.thyssenkruppsteelusa.com) / [www.outokumpu.com/usa](http://www.outokumpu.com/usa)

\$5.2 billion investment / 30,000 indirect jobs

Both facilities are operating and the first wave of service providers are moving in.

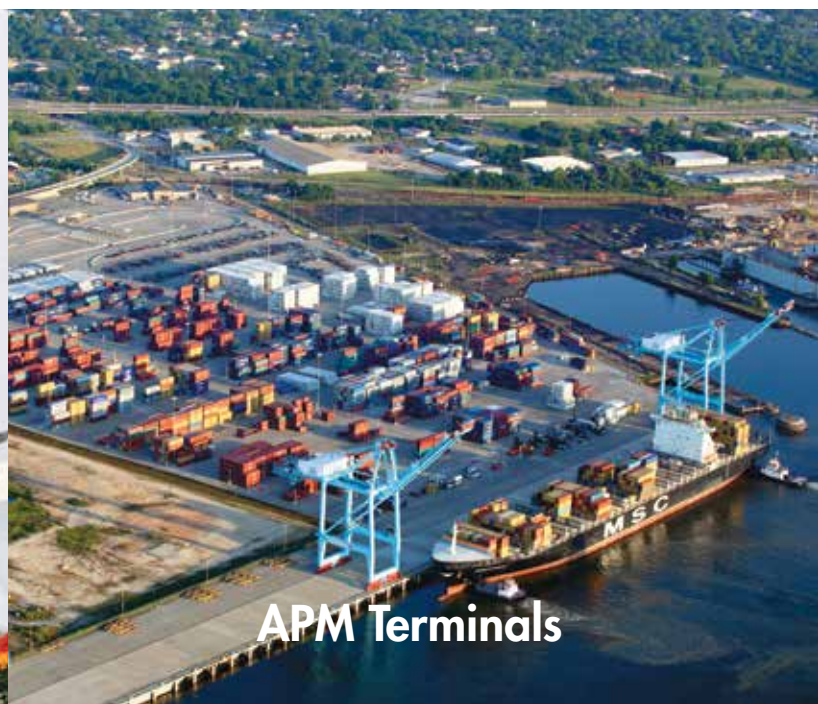
To date, related announcements include:

### Heidtman Steel Products

*Steel Slitting*

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

\$18.5 million / 48 jobs







## Marine Well Containment

### **Kloeckner Metals**

*Steel Processors*

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

\$17.8 million / 32 jobs

### **Steel Warehouse**

*Steel Pickling Line*

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

\$17 million / 60 jobs

### **Tube City IMS**

*Slag Processing / Metal Recovery*

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

\$23 million / 65 jobs

### **Vail Rubber Works**

*Roll Processing*

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

\$2.07 million / 16 jobs

### **Walter Energy**

*Coal Mining*

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

\$145.7 million investment / 40 jobs

The company is building a coal export facility in Mobile.

## Existing Company Expansions & Investments

### **Aker Solutions**

*Subsea Umbilicals*

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

\$6 million investment / 25 jobs

This is the fifth expansion since the company opened in Mobile in 2003.

### **Alorica**

*Telecommunications / Customer Service*

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

200 jobs

The company provides inbound customer service to national clients and added a second facility.

### **Amvac Chemical**

*Crop Protection Products*

[www.amvac-chemical.com](http://www.amvac-chemical.com)

\$11.4 million investment / 21 jobs

Mobile is the largest of four company facilities.

### **Austal USA**

*Shipbuilding*

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

\$200 million-plus investment / 1,000 jobs

Military contracts add up to \$5.1 billion. Austal will build up to 11 Littoral Combat Ships (LCS) and 10 Joint High Speed Vessels (JHSV) for the U.S. Navy. The latest expansion includes a new office complex, phase 2 of the Module Manufacturing Facility (MMF) and Assembly Bay 6. Including the last wave of new hires, the company has approximately 3,500 employees.

### **Gulf Coast Asphalt**

*Petroleum Products*

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

\$21.9 million investment / 10 jobs

The company is installing equipment that converts low-value crude oil to higher-value grades.



## Austal USA



## Brookley Aeroplex

## Huntsman Americas

Multi-Functional Epoxy Resins

www.huntsman.com

\$40 million investment / 35 jobs

Production is scheduled to begin in late 2013 or early 2014.

## Lenzing Fibers

Tencel / Lyocell

www.lenzing.com

\$30 million investment / 63 jobs

The recent expansion is in response to North American demand for the fibers used to make clothing, sheets, and personal and industrial wipes.

## Port of Mobile

Imports / Exports

www.asdd.com

\$600 million investment

The state's only deepwater port continuously draws investment, and is currently serving Post-Panamax ships, referring to the large vessels necessitated by the Panama Ship Canal expansion.

## SSAB Americas

Steel

www.ssab.com

\$220 million expansion / 137 jobs

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

## Taylor-Wharton Cryogenics

Cryogenics Freezers

www.taylorwharton.com

\$6 million investment / 15 jobs

The company recently established a new liquefied natural gas (LNG) business unit.

## UOP Honeywell

Molecular Sieves

www.uop.com

\$20 million investment / 8 jobs

UOP is doubling production of a product used to remove radioactive substances at Japan's Fukushima Daiichi nuclear power plant.

## In The News...

The Mobile Area Chamber and the fruits of its labor secured dozens of headlines in a variety of publications. Here's a sampling:

### Forbes.com

#### Mobile

No. 1 mid-sized city for

New Manufacturing Growth

### Site Selection

#### Mobile Area Chamber

Top 12 Economic

Development

Groups for 2012

### Site Selection

#### Airbus Final

#### Assembly Facility

Top 10 North American

Deals of 2012

### Business Facilities

#### Mobile Area Chamber

Honorable Mention, Economic

Development Excellence for cities with

populations between 200,000 and 500,000

### Business Facilities

#### Airbus Final Assembly Facility

Honorable Mention, Economic Development

Deal of the Year

### fDi Intelligence

#### Airbus Final Assembly Facility

Runner Up, Best Aerospace Projects global category

### fDi Intelligence

#### Austal USA

Honorable Mention,

Best Expansions global category

### Trade & Industry Development

#### Airbus Final Assembly Facility

No. 12, Annual Corporate

Investment and

Community Impact

### Southern Business

### and Development

#### Mobile

Top 10, Successful Aviation and Aerospace

Clusters in the South

### Business Facilities

#### Mobile

Editors' Location Pick

### fDi Intelligence

#### Mobile

No. 10, American Cities of the Future, populations

of 100,000 to 250,000

### American Chamber of Commerce Executives

#### Mobile Area Chamber of Commerce

Inaugural Going International Award



GulfQuest

# Mobile Area's Major Employers

## 3,000-plus employees

Austal USA  
 Infirmity Health  
 Mobile County Public School System  
 University of South Alabama & Medical Facilities

## 2,999 - 1,000

BAE Systems Southeast Shipyards  
 City of Mobile  
 CPSI  
 Mobile County  
 Providence Hospital  
 Springhill Medical Center  
 ST Aerospace Mobile  
 ThyssenKrupp Steel USA

## 999 - 500

Alabama Power  
 Alabama State Port Authority  
 Alorica  
 AltaPointe Health Systems  
 AT&T  
 Boise Paper  
 Columbia Southern University  
 Evonik Industries  
 G.A. West & Co.  
 Grand Hotel Marriott Resort, Golf Club & Spa  
 Kimberly Clark  
 Outokumpu Stainless USA  
 Phelps Dunbar  
 Regions Bank  
 SSAB Americas

## 499 - 250

Alabama Orthopaedic Clinic  
 BASF  
 Bishop State Community College  
 Cardiology Associates  
 Coca-Cola Bottling Co.  
 Continental Motors  
 Crown Products  
 Hargrove Engineers + Constructors  
 Horizon Shipbuilding  
 Masland Carpets (Saraland)  
 Mobile Area Water & Sewer System  
 Olin Corp.  
 Premier Medical  
 Scotch Gulf Lumber  
 The SSI Group  
 Thompson Engineering  
 UOP Honeywell  
 World Omni Financial Corp.

\*full-time employee totals as of 7/15/13

## Mobile Area Population

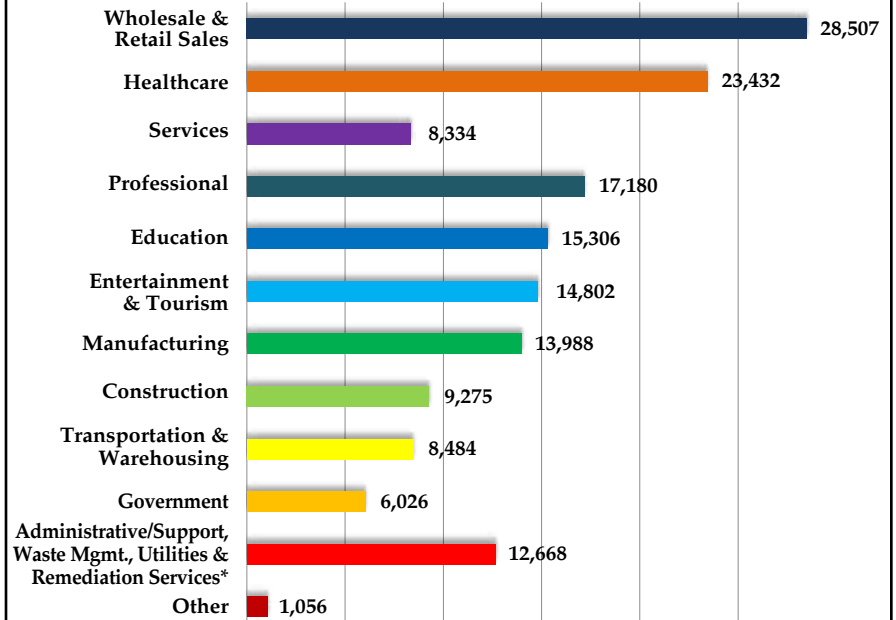
Mobile is the largest Gulf Coast city between New Orleans and Tampa and is ranked 120<sup>th</sup> in the nation.

	Population	Median Age
City of Mobile	195,822	36
Mobile County	412,936	37
Baldwin County	190,790	38
Mobile Bay Area	604,726	37

Source: U.S. Census 2012 Estimate

## Employment Base

One of the Mobile area's greatest strengths is its diversified economy. Another is its skilled and dedicated workforce. We've categorized where Mobilians work into the following areas.



\*Category defined by the Alabama Dept. of Labor

\*\* Other includes agriculture, forestry, fishing and hunting, mining.

Source: 1st Quarter 2012, Alabama Dept. of Labor

## Median Household Income

**\$40,064**

City of Mobile

**\$38,629**

Mobile County

**\$40,996**

Mobile Bay Area

Source: U.S. Census 2010

# Lagniappe

The Mobile Bay region offers an abundance of cultural and recreational opportunities for people of all ages – a variety of museums, theater, symphony, opera, ballet, fishing, golfing, relaxing at the beach and more.



Mobile is located in southwest Alabama at the head of Mobile Bay, 31 miles north of the Gulf of Mexico. It is Alabama's second largest metropolitan area and home to the state's only major port.



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

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



Mobile has three major universities – one public, University of South Alabama; one private Jesuit, Spring Hill College; and one private Southern Baptist institution, University of Mobile.



Mobile's cost of living is consistently one of the lowest of the 80 mid-size U.S. metropolitan areas, according to an ACCRA survey.

One of the oldest U.S. cities, Mobile celebrated its Tricentennial in 2002.

**MOBILE**  
TRICENTENNIAL  
300 Years of America



Mobile is home to the GoDaddy.com Bowl, Senior Bowl, Alabama Deep Sea Fishing Rodeo, Dauphin Island Regatta and the Distinguished Young Women scholarship program.

Mobile's Mitchell Cancer Institute, affiliated with the University of South Alabama, is the only academic cancer research center in the upper Gulf Coast region.



The Mobile-Tensaw River Delta is the second largest in the United States, and Mobile Bay is the fourth largest estuary in the nation.



Mobile Bay holds the second largest natural gas reserve in the world.

Mobile was named an All-America City by the National Civic League, one of the most coveted titles among U.S. cities.

The Copeland-Cox Mobile Tennis Center is the nation's largest public facility with 50 hard courts.

At least 32 international companies have current operations in Mobile County.

Regional golf is among the nation's finest, with more than 25 courses.



Senior Bowl stars such as Joe Namath, Lee Roy Jordan, Bo Jackson, Brett Favre, D'Marcus Ware and Jay Cutler played right here in the annual college all-star game attracting so many scouts, it's sometimes called a mini-NFL convention.

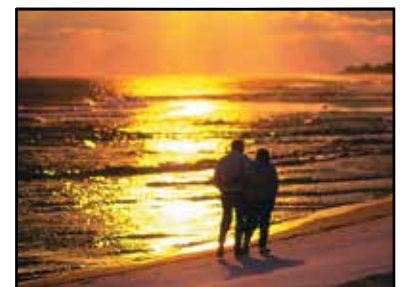


Mobile is the birthplace of modern-day Mardi Gras celebrations in the U.S.

Mobile Bay is home of notables Jimmy Buffett, Hank Aaron and Winston Groom (author of Forrest Gump).



Our oldest living resident, The Duffee Oak, is a 300-year-old oak tree, and is one of 3,000 live oaks in Mobile that are more than 100 years old.



The Mobile Bay area welcomes nearly 7.3 million visitors a year.

# Help Your E-Commerce Customers Shop, Not Drop

How big is e-commerce today? According to the U.S. Department of Commerce, domestic e-commerce sales totaled \$165.4 billion last year, up 14.8 percent from 2009. That's 7.6 percent of total U.S. retail sales, excluding items infrequently purchased online, according to *Internet Retailer* magazine.

As with brick-and-mortar retailing, e-commerce is all about the customer. Eddie Davis, senior director of merchant services for PayPal, says small business owners need to listen to what their customers say about their online shopping experiences, and adapt accordingly.

"One of our recent surveys revealed that nearly half of online shoppers abandoned their carts multiple times in a three-week period due to high shipping costs, security concerns and lack of convenience," Davis said. And with the average cost of abandoned goods in U.S. online shopping carts approximately \$109,

"that alone proves it's critical for merchants to make the checkout experience as painless as possible."

Here are some other ways to help your e-commerce site generate sales:

- Tools such as NetPeriscope and Hitwise provide insight to online consumer behavior and offer advice to monitor and improve the success of your e-commerce sites and marketing campaigns. "The more you know, the better you can position your business or site to take advantage of any opportunities that might arise in a changing competitive environment," Davis said.
- Add customer reviews. More and more customers use web searches to research products and prices. Reviews will boost customers' confidence in your company and your product.

- Tune keywords to consumer attitudes. With consumer confidence at record lows, the language you use on your site needs to reassure and comfort the consumer. "It's imperative that online merchants use language that expresses good value," Davis said.

- Test your templates. Tools such as Crazy Egg can show how users are interacting with your web pages. You can use this information to improve your site's performance without having to invest in a complete overhaul.

- Review your metrics regularly. Compare year-to-year information to assess your program's health and drive your marketing efforts.

- Optimize internal searches. Make sure less-popular items are as easy to find as top sellers. Otherwise, prospective customers may abandon your site for a search on Google or other search engine where your business may not come up.

E-commerce "window shoppers" can be converted into paying customers, Davis said, by offering conveniences such as multiple payment options, secure transactions and features such as free shipping, coupons and special discounts.

"Consumers want the purchasing experience to be fast and easy," he added.

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



Standing, left to right: David Cooper, Vice Chairman, Cooper/T. Smith Corporation; Grayson Hall, Chairman, President and CEO; Bill Seifert, South Alabama Advisory Board Chairman. Seated, left to right: Brian Willman, South Alabama/Florida Panhandle Area President; John Turner, South Region President.

## Expect committed leadership.

For more than 150 years, Regions Bank has been proudly serving South Alabama. We believe the reason we've been in business for more than a century and a half is because we do things the right way. That means that we're committed to offering you simple, reliable financial solutions and customer service that's friendly and helpful. No matter what the economy brings, you can count on us to do right by the people and businesses that call South Alabama home.

Checking | Savings | Lending | Advice and Guidance

1.800.regions | [regions.com](http://regions.com)



It's time to expect more.

# Roger Wehner



**Company:** Mobile Airport Authority

**Title:** Executive Director

**Hometown:** Orlando, Fla.

**Education:** Wehner earned a bachelor's degree in political science from Troy University in Montgomery and a master's degree in Latin American Studies, International Business from The University of Alabama. He is in the process of earning a doctorate in strategic management and marketing from Virginia Polytechnic Institute and State University in Blacksburg, Va.

**First job:** Wehner served in the U.S. Army Special Operation Forces as a non-commissioned officer with 15 years of reserve and active duty experience with a special operations team and as program leader with the 20<sup>th</sup> Special Forces groups.

**Previous experience:** Before joining the Mobile Airport Authority, Wehner was vice president of business development at Safran USA, a provider of high-tech products in the fields of aerospace propulsion, security, aircraft braking and avionics. Prior to Safran, he was the director of international economic development for Alabama Power Co.

**Accomplishments:** Wehner partnered and co-founded Global Resource Group LLC, a small business consulting firm that provides a broad array of business solutions.

**Secrets to success:** "Have fun doing what you are passionate about; strategic focus; communication and collaboration; detailed planning; disciplined execution."

**Brief company description:** The Mobile Airport Authority owns and operates the Mobile Regional Airport, which has served air transportation needs of people along the Gulf Coast since the 1930s. The airport is a partner with US Airways Express, United, Delta Air Lines and American Eagle Airlines and offers all-jet service on 25 daily departures. It also operates Mobile Brookley Aeroplex in downtown Mobile.

# Shelly Mattingly

## Named Executive Assistant to President

The Mobile Area Chamber's Shelly Mattingly was promoted to executive assistant to Bill Sisson, president and chief executive officer of the Chamber. She previously worked in the Chamber's economic development department for 13 years, including when Sisson served as the organization's vice president of economic development from 2003 to 2008.

In her new position, she will assist Sisson with day-to-day activities and the overall management of the Chamber. Mattingly will also serve as the staff liaison to the governing board of directors and its executive committee, as well as assist with board of advisors events.

"Shelly is a multi-tasker and able to work quickly in a lot of different areas



Mattingly

— skills that lend themselves well to this position," says Sisson. "Her organizational skills, corporate knowledge and familiarity with our members will be the strongest assets she brings to this position."

During Sisson's previous stint at the Chamber, Mattingly says, "We had a great working relationship, and I am excited to continue that in my new position."

Mattingly has been a member of the Chamber team for 20 years. Her first assignment was in governmental and military affairs. She has served as staff liaison for Partners for Growth, the Chamber's economic development program of work, since its inception in 2003.

She can be reached at 251-431-8655 or smattingly@mobilechamber.com.

# Katrina Dewrell

## Role Expanded at Chamber

In his first several weeks back at the Mobile Area Chamber, President Bill Sisson did a lot of listening to members, volunteers and staff. As a result, he is expanding investor relations efforts, including the Chamber's membership and those investing in Partners for Growth, the organization's economic development fund.

"As we continue to grow, we need increased focus and attention to ensure we are continuously improving our communications with those who invest in us," says Sisson.

To do so, he is tapping the skills of Katrina Dewrell. Sixteen years ago, the board of advisors started with approximately 30 members. Today, it has grown to 240 members representing 12 percent of the Chamber's membership and 52 percent



Dewrell

of the organization's dues income.

Dewrell joined the organization 25 years ago, initially working in economic development, and most recently was assistant to former Chamber President Win Hallett.

In her new role, she will assist with the Chamber's multi-year

strategic plan, the annual plan of action and benchmarking the Mobile Area Chamber against other high-performing chambers across the country.

"I have enjoyed every position I have held at the Chamber, and I'm looking forward to making an even greater contribution to our success in the future," says Dewrell.

She can be reached at 251-431-8611 or kdewrell@mobilechamber.com.

# Wonderland Express



## HEAVY HAULING

FLATBED • HEAVY HAULING • BOAT HAULING • CONTAINER HAULING

Agent since 1993



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


Serving 48 States and Canada.



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



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



# Bellingrath


Gardens and Home

50 YEARS OF CASCADING CHRYSANTHEMUMS

Celebrate 50 years of one of the nation's most spectacular Outdoor Cascading Chrysanthemum Displays - Nov. 9th to 17th

12401 Bellingrath Gardens Road  
Theodore, Alabama  
800.247.8420 / 251.973.2217  
[WWW.BELLINGRATH.ORG](http://WWW.BELLINGRATH.ORG)

Open Daily 8AM to 5PM  
Closed Thanksgiving, Christmas & New Year's Days





Russ Ford stands in front of iBERIABANK's newest branch opening soon at 64 N. Royal St. in downtown Mobile.



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

**Company officials:** Lawrence G. "Russ" Ford Jr., Mobile and Montgomery, president

**Years in business:** founded in 1887; entered the Mobile market in 2009

**Brief company description:** iBERIABANK Corp. is a financial holding company with 276 combined offices, including 181 bank branches and two loan production offices in Louisiana, Arkansas, Tennessee, Alabama, Texas and Florida; 21 title insurance offices in Arkansas and Louisiana; mortgage representatives in 62 locations in 12 states; nine locations with representatives of iBERIA Wealth Advisors in four states; and one iBERIA Capital Partners LLC office in New Orleans.

**Why are you located in Mobile?** "iBERIABANK has unique connections and strong leadership in south Alabama, making us a viable player in the Mobile region," said Ford. "Our relationship-based approach to banking focuses on making

decisions locally, close to our clients. Throughout our company, we believe that having the right people on our team provides a significant competitive advantage. As we have across our footprint, iBERIABANK has invested in a branch system to appropriately serve our clients and strategically invest in the community."

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

"The Mobile Chamber is a vital part of the business community," said Ford. "We support their efforts to provide assistance to local companies in their growth, market development and workforce development efforts. The Chamber's role is vital to recruiting additional companies considering locating in the south Alabama region as well as assisting in the development of new companies in order to diversify our economy."

**What do you see as Mobile's greatest potential?** "Mobile's greatest potential is to continue the momentum gained from the recent announcement made by Airbus in its selection of Mobile as the home to the company's final assembly plant," said Ford. "The Airbus decision provides us a once-in-a-lifetime opportunity to showcase our city, with all of its resources, across a global stage to companies and industries desiring a coastal location. Mobile offers a top-tier port facility, transportation (rail in addition to a north/south and east/west interstate system), as well as a quality of life benchmarked by vast natural resources and a revitalized, growing downtown community. All of these attributes provide us the potential of becoming one of the most unique and growing coastal destinations across the U.S."

**Length of continuous Chamber membership:** Since 2009



## Forum Alabama Featured K-14 Education

The Mobile Area Chamber hosted "Alabama's K-14 Education System: A Workforce Roadmap" in June, with Alabama Community College System Chancellor Dr. Mark Heinrich and Alabama State Superintendent of Education Dr. Tommy Bice serving as presenters. Sponsored by Bishop State Community College and Alabama Power Co., the event was sold out with more than 160 in attendance.

## Chamber Supports Federal Immigration Reform

The Chamber signed a U.S. Chamber of Commerce letter in support of immigration reform to members of the U.S. Senate. Based on the position adopted in 2006 by the Chamber's board of directors, four critical elements of immigration reform are: (1) increased border security; (2) reform and creation of workable temporary worker programs along with fixing flaws with the employer-sponsored green card system; (3) a balanced and workable employment verification system; and (4) some type of legalization program with tight criteria and eventual citizenship.

## Addressing a Rise in Flood Insurance Rates

The Chamber is participating in a coalition of Gulf Coast organizations to address the rise in National Flood Insurance Program (NFIP) rates, as a result of the 2012 Biggert-Waters Flood Insurance Reform Act. NFIP provides affordable flood insurance in exchange for communities using FEMA-generated and FEMA-specified flood insurance rate maps (FIRMs) for floodplain management. Home and business owners have made lifelong plans and investments based on the previous existence of affordable flood insurance as proposed by FEMA in the NFIP. The coalition is requesting that Congress create new legislation or amend and/or revise the Biggert-Waters Flood Insurance Reform Act so communities can have a long-term, sustainable and viable NFIP with affordable rates.

## Update from 2013 Legislative Session

The Chamber's state Governmental Affairs Committee heard Sen. Vivian Davis Figures and Chamber lobbyist Beth Marietta Lyons reflect on the 2013 legislative session. The committee also discussed a timeline for setting the Chamber's 2014 legislative agenda.

## BUILDING FOR LEASE



**LOCATION:**  
456 Civic Center Drive

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

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

**AVAILABILITY:**  
Immediately

### CONTACT:

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



**MONEY-SAVING  
ENERGY  
EFFICIENCY  
IDEAS**

**MAKE YOUR  
HOME MORE  
COMFORTABLE  
WITH THESE  
ENERGY SAVING  
IDEAS.**



*For over 50 years Alabama Power's rates have been below the national average, but there are still some easy things you can do to save money and energy, and make your home more comfortable.*

1

Replace a dirty air filter in your furnace. They hamper airflow, making your system work harder to keep you comfortable.

2

Proper insulation can save you up to 30% on your heating and cooling costs. Add more insulation if you are finding cool spots around your home.

3

Set your thermostat to 78 degrees or above in the summer and 68 degrees or below in the winter.

4

Turn the temperature down on your water heater if it's over 140 degrees. Don't go below 120 degrees to keep bacteria from forming in the dishwasher.



Scan the code or visit [alabamapower.com/save](http://alabamapower.com/save) for more seasonal energy savings ideas.



**ALABAMA  
POWER**  
A SOUTHERN COMPANY

Always on.™

## An Education on Common Core Standards

The Chamber participated in an information-sharing session on the Common Core College and Career-Ready Standards led by the Mobile Area Education Foundation and Mobile County Public Schools. It was attended by members of the Southwest Alabama Workforce Development Council, Alabama Math, Science and Technical Education Coalition, A+ Foundation and members of the Common Sense Campaign. The Chamber is opposed to a challenge by some members of the Alabama Legislature to drop common core standards from K-12 education.

## Building grassroots Support for a Bridge

Build the Bridge Coalition co-chairs Mike Lee of Page and Jones and Bill Seifert of Regions Bank recently met with the mayors of Daphne, Spanish Fort and Fairhope, as well as south Alabama Chamber executives to request their formal support for the construction of the proposed Mobile River

I-10 bridge and Bayway widening project. As a result, the Mobile Area Chamber has received letters of support from the following organizations: South Baldwin Chamber, Baldwin County Economic Development Alliance, Eastern Shore Chamber, Jackson Area Chamber, Holiday Inn (Tillman's Corner Chamber representative), Monroeville/Monroe County Economic Development Authority, Monroeville/Monroe County Chamber, Coastal Gateway Regional Economic Development Alliance, Chickasaw Chamber, the City of Foley and the City of Thomasville. Future meetings are being set with other southwest Alabama mayors and civic organizations to solicit support for this project.

The Alabama Department of Transportation will hold public hearings in Mobile and Baldwin counties once the Federal Highway Administration releases the environmental impact statement later this year. To monitor progress on this issue, like the Chamber's Facebook page and follow the e-newsletter, *The Business View Weekly*.

## Growth Alliance Task Force Meets

The Chamber's Growth Alliance Task Force held its summer meeting with a presentation by the Federal Bureau of Investigation. The meeting's topic, "How the FBI Encourages Diversity," was presented by Tom Class, an assistant special agent in charge for the national security branch in Mobile. More than 25 Chamber members attended this meeting.

## Media Interest in Mobile on Rise

Media interest in Mobile continues to be brisk. The Chamber's communications and marketing department has worked with various local and national reporters on topics such as immigration reform, Austal's JHSV and LCS shipbuilding projects, Mobile's presence at the Paris Air Show, Mobile's unemployment rates, GulfQuest, Airbus, Bayer Crop Science, Forum Alabama, legislative issues like the new gun law, the Chamber's presidency transition and Mobile's economy.

## Chamber Hosts Information Session on Australia

The Chamber's trade division hosted "Doing Business in and Exporting to Australia," sponsored by the Alabama International Trade Center. Patrick Fazzino, a partner at the Washington D.C.-based law firm Montgomery, Fazzino & Taylor PLLC, gave participants an opportunity to better understand the issues around doing business and exporting to Australia. The event provided excellent networking and knowledge-sharing opportunities for the 24 business representatives in attendance.

## Chamber Names New Ambassadors

Jacqui Callahan with FLC Living and Cris Smith with the University of South Alabama were named new Chamber ambassadors. Ambassadors are a group of volunteer members who assist the Chamber with a variety of projects, including event registration, member visits and attending ribbon cuttings. To learn more about this group, contact Dawn Rencher at 251-431-8649 or [drencher@mobilechamber.com](mailto:drencher@mobilechamber.com).



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



**Phillip Brown**  
Cell- 604-6249  
[phillipbrown40@gmail.com](mailto:phillipbrown40@gmail.com)



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



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



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



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



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



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



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



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



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



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



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



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



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



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



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



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



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



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



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



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



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



**Tangie Stallworth**  
Cell- 421-3623  
[tangie.stallworth@gmail.com](mailto:tangie.stallworth@gmail.com)



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



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

# Meet Our Team



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

7221 Grelot Road • Mobile, AL 36695

Phone: 251-660-8400 • Toll Free: 800-422-1963

Fax: 251-661-1516





**Business  
Spotlight of  
the Month:  
St. Paul's  
Episcopal School**



**Kasia Irby**

St. Paul's Episcopal School has educated students in Mobile since 1947. The school currently enrolls approximately 1,200 students from preschool through 12<sup>th</sup> grade. The headmaster is **Marty Lester**, pictured. St. Paul's uses its mission statement as a guiding principle for the development of the four pillars of a St. Paul's education – academics, arts, spirituality and athletics. St. Paul's is located at 161 Dogwood Lane. For more information about the school, visit [www.stpaulsmobile.net](http://www.stpaulsmobile.net) or call 251-342-6700.

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

Kasia Irby is the Chamber's Ambassador of the Month, a distinction she has earned at least once a year since she joined the program. She was also named Ambassador of the Year for 2012.

A Huntsville native, she works as a business development officer for Army Aviation Center Federal Credit Union, where she promotes the credit union.

"The ambassador program has benefited me on both a personal and professional level," says Irby. "Because of this program, I have been given many opportunities to meet with businesses that have helped me to build on current business relationships or create new ones."

**GET THE KIND OF CLEAN  
THAT ONLY COMES FROM A  
TEAM OF SPECIALISTS \***

Visit [Maid.com](http://Maid.com) to learn about our unique 22-step deep cleaning system.

Call now for a free, no-obligation estimate.

**251-344-6626**



Referred for a reason.



**WANT TO FINISH  
THAT COLLEGE  
DEGREE NOW?**

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

**The USA Adult Degree Program offers:**

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



UNIVERSITY OF  
SOUTH ALABAMA

Contact us for information:  
University of South Alabama  
Department of Interdisciplinary Studies  
251-460-6263  
[ist@southalabama.edu](mailto:ist@southalabama.edu)  
<http://bit.ly/USAAdultDegree>

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



**Libba Latham**  
 Associate Broker  
 GRI, NAR Green  
 Cell: 251-689-9684  
 Office: 251-342-3200  
[llatham@llbb.com](mailto:llatham@llbb.com)  
[www.llbb.com](http://www.llbb.com)

**EXPECT THE VERY BEST!**

**A TRADITION IN FINE HOMES.**  
 We're LL&B. Personal, Professional,  
 Real Estate Specialists Driven By  
 Perfection.



*Homes of All Sizes, Dreams of All Types.*

5418 Old Shell Rd., Mobile, AL 36608 • 251-342-3200 • [www.llbb.com](http://www.llbb.com)



## BOARD OF ADVISORS



**Bunting**

**Mark Bunting** is vice president/general manager of WKRG News 5, where he is a 26-year veteran of the television industry. He received a bachelor's degree in communication arts, broadcast, from Spring Hill College. Last year, under Bunting's leadership, WKRG's annual Great Toy Drive collected 15,000 toys and 400 bikes for local children. Currently, he serves on the boards for Junior Achievement and Alabama Broadcasters Association, and is a member of the Rotary Club of Mobile and Corpus Christi Catholic Church.



**Thompson**

**Hutch Thompson** is city president for SB&T Bank, which was founded in 1898 and currently has 37 branches in Louisiana, Mississippi and Alabama. Thompson has worked in banking for 14 years. He received a bachelor's degree in psychology, with a minor in philosophy, from the University of South Alabama. SB&T Bank is a Partners for Growth Investor.

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



# BAY FEST

Alabama's Largest Music Festival

## OCTOBER 4, 5 & 6

**ZAC BROWN BAND • LITTLE BIG TOWN • GARY ALLAN • HUNTER HAYES  
 DAUGHTRY • THREE DAYS GRACE • KELLIE PICKLER • THE ISLEY BROTHERS  
 ANTHONY HAMILTON • HALESTORM • SICK PUPPIES • DUSTIN LYNCH  
 DRIVE BY TRUCKERS • SEVENDUST • LOVE & THEFT • TAMIA • TUCKA  
 WET WILLIE • DENNIS "FINGERROLL" NELSON • IRENE KELLEY • SHAWNA P  
 TRIGGER ROOT • THE SPRINGS • GRETSCH LYLES & THE MODERN ELDORADOS**

**MANY MORE ACTS TO BE ANNOUNCED SOON!**

**To purchase tickets, sign up for alerts or for more information visit**

**[www.bayfest.com](http://www.bayfest.com)**  



Go Further

Southern Ford Dealers  
[SouthernFordDealers.com](http://SouthernFordDealers.com)

**A LIMITED NUMBER OF TICKETS WILL BE SOLD.**

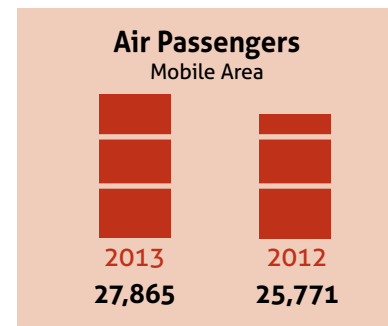
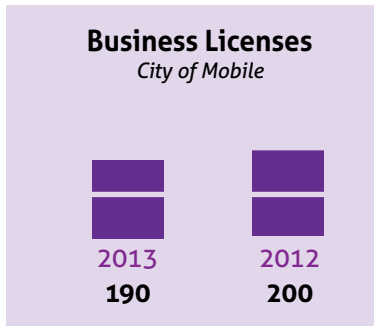
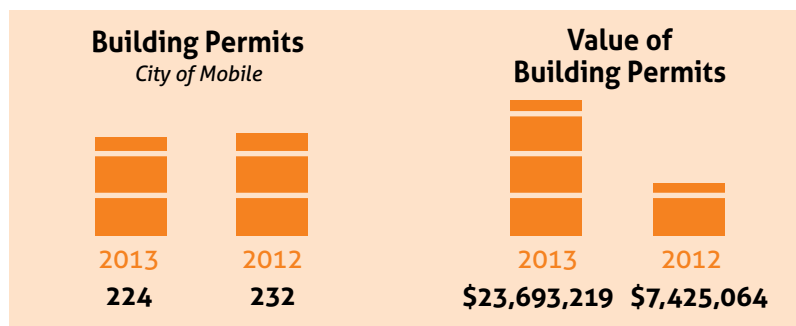
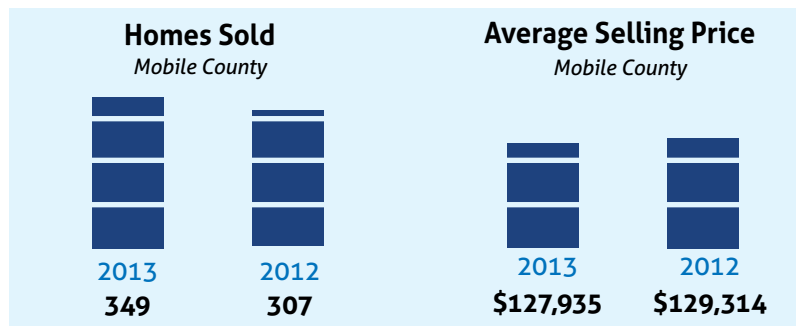


WINDCREEK  
CASINO & HOTEL

# Comparative Economic Indicators

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

June 2013 vs June 2012



Business Banking Solutions *Just right for you.*

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

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

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

Mobile - Pinebrook  
251.345.0750

Fairhope  
251.990.5850

Mobile - Schillinger  
251.304.3241

Spanish Fort  
251.607.5500

Foley  
251.967.1975



Right Where You Are

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

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



*Just right for you*



# Calendar

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

4

## NASA BUSINESS FORUM

The day-long event will focus on the process of doing business with and meeting representatives with the NASA Marshall Space Flight Center, NASA Shared Services Center, Stennis Space Center, Michoud Assembly Facility, U. S. Army Corps of Engineers in Mobile and NASA prime contractors. This forum is open to any firms interested in doing business with NASA.

**When & Where:** 8 a.m. to 3 p.m. - Arthur R. Outlaw Mobile Convention Center, 1 S. Water Street

**Cost:** \$75 - online registration open until Aug. 27

**Contact:** Brenda Rembert at 251-431-8607 or [brembert@mobilechamber.com](mailto:brembert@mobilechamber.com). See story, page 5.

5

## MEMBERSHIP 101 *\*Members Only*

Whether you are new to the Chamber or have been a member for years, make sure you are getting the most from your membership.

**When & Where:** 8 to 9 a.m. - Mobile Area Chamber, 451 Government St.

**Cost:** No charge, but seating is limited.

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

11

## 2013 COASTAL ECONOMY OUTLOOK

Learn about the new Coastal Alabama economy at this annual event featuring speakers from the Mobile Airport Authority, Mobile Area Chamber of Commerce and Baldwin County Economic Development Alliance.

**When & Where:** 9:30 a.m. to 12:30 p.m.

**Cost:** \$95 - online registration open until Sept. 6

**Contact:** Cesny Soffronoff at 251-431-8636 or [csoffronoff@mobilechamber.com](mailto:csoffronoff@mobilechamber.com)

**Sponsors:** Mobile Area Chamber



11

## NETWORKING@NOON *\*Members Only*

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

**When & Where:** Noon to 1:30 p.m. - Mobile Area Chamber, 451 Government St.

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

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

**Food Sponsored by:**



**MSO**

MOBILE SYMPHONY ORCHESTRA  
SCOTT SPECK  
MUSIC DIRECTOR



Subscribe Today & Save up to 70%

## 2013 - 2014 SEASON MUSIC THAT SOARS!

Opening Night!

### Salute to Airbus!

Scott Speck, conductor

Wagner - Overture to "The Flying Dutchman"  
Ravel - Daphnis and Chloé Suite No. 2  
Saint-Saëns - Symphony No. 3 "Organ"

Saturday, September 14, 8 p.m.

Sunday, September 15, 2:30 p.m.

Saenger Theatre

Tickets start at just \$20.  
Season tickets still available.  
Tickets available online at [www.mobilesymphony.org](http://www.mobilesymphony.org)  
Phone: 251-432-2010  
In person: 257 Dauphin Street

Follow the Mobile Symphony!




**12** **KEEP YOUR BUSINESS OUT OF TROUBLE: ISSUES FACING SMALL BUSINESSES** \*Members Only  
Leading local attorneys with small business and employment law expertise will discuss topics critical to business management and growth.  
**When & Where:** 1 to 5 p.m. - Mobile Area Chamber, 451 Government St.  
**Contact:** Brenda Rembert at 251-431-8607 or [brembert@mobilechamber.com](mailto:brembert@mobilechamber.com)  
*No charge, but seating is limited. Registration is required.*

**17** **EXECUTIVE ROUNDTABLE** \*Members Only  
A monthly forum for Chamber member small business owners and managers  
**When & Where:** 8 to 9 a.m. - Mobile Area Chamber, 451 Government St.  
**Speaker:** James Lowe, president Bishop State Community College  
**Topic:** Lowe will discuss current workforce and economic development initiatives and projects at Bishop State.  
**Contact:** Brenda Rembert at 251-431-8607 or [brembert@mobilechamber.com](mailto:brembert@mobilechamber.com)  
*No charge, but seating is limited.*  
**Sponsor:** 

**19** **THE POWER OF E-MAIL MARKETING**  
You will learn the latest in e-mail marketing and how to make it work for your business.  
**When & Where:** 8:30 to 10:30 a.m. - Mobile Area Chamber, 451 Government St.  
**Cost:** \$10 for members and \$20 for potential members  
**Registration required:** Register online at <http://conta.cc/1cdYkL2>

**19/20** **CONSTANT CONTACT - HANDS ON: GETTING STARTED WITH E-MAIL MARKETING**  
You will learn how to set up your account and apply tips and techniques to build your e-mail marketing campaign for communication success.  
**When & Where:** Two sessions to choose from: Thursday, Sept. 19 - 1:30 to 4:30 p.m. or Friday, Sept. 20 - 8:30 a.m. - 11:30 a.m. Mobile Area Chamber, 451 Government St.  
**Cost:** \$89 for members and \$99 for potential members  
**Registration required:** Register online by session - Thursday, Sept. 19 - 1:30 to 4:30 p.m. - <http://conta.cc/14isavC> Friday, Sept. 20 - 8:30 a.m. - 11:30 a.m. - <http://conta.cc/13vn2hk>  
*Laptops are required for this training. No iPads or tablets.*

**26** **BUSINESS AFTER HOURS**  
**When & Where:** 5:30 to 7 p.m. - Kenney-Moise Inc., 881 Hillcrest Rd.  
**Cost:** \$5 for members and \$10 for potential members  
**Contact:** Kelly Navarro at 251-431-8638 or [knnavarro@mobilechamber.com](mailto:knnavarro@mobilechamber.com)  
*Reservations are not needed.*  
**Sponsor:** 

## Get noticed! Make a splash!

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



**interstate**  
printing & graphics, inc.  
[www.interstateprinting.net](http://www.interstateprinting.net)  
251.476.3302

How To **Grow**  
your  
**International**  
**Sales** by Offering  
Credit Terms  
but **Minimizing Risks!**



**Thursday, October 3**

11:30 a.m. to 1:30 p.m.  
Mobile Area Chamber,  
451 Government St.

Learn how credit insurance may expand export sales. Presented by Warren Bares of J. Maxime Roy Inc., a recognized leader in the Southeast for Export Credit Insurance and an authorized broker for the Export-Import Bank of the U.S. (Ex-Im Bank).

This program is sponsored by the Export Alabama Alliance.

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

# Member News

## WHO'S NEW



Hughes

Mobile Airport Authority (MAA) promoted 20-year veteran **Thomas G. Hughes** to deputy executive director. Hughes previously served as MAA's director of aviation. He earned bachelor's degrees in marketing and business administration from the University of Mobile.



Seese

Computer Technology Solutions (CTS), a privately owned regional IT consulting firm, named **Matt Seese** director of the Mobile delivery center. Seese has been with CTS since the Mobile office opened in 2006.

**Ambrecht Jackson LLP** announced **Brandon D. Hughey** and **Mark B. Roberts** are partners in the firm.



A. Gardner



M. Gardner



B. Gardner



Wright

**Prudential Cooper & Co. Inc., REALTORS** announced four new associates: **Alma Gardner**, **Melvin Gardner** and **Brejeannia Gardner** will work at the main office, while **Matt Wright** will be at the Cottage Hill office.

**Coast Design Kitchen & Bath** hired **Prentiss McNider** as a designer. McNider earned a bachelor's degree in fine arts from Southern Institute School of Interior Design. He has more than 10 years of experience in interior design.



Heath



McNeil

**Tim Heath** and **Regina McNeil** joined **Strategic Wealth Specialists**. Heath earned a bachelor's degree in finance from the University of South Alabama. McNeil holds a bachelor's degree in finance and economics from the University of South Alabama.

**Junior League of Mobile** hired **Lisa Kavanagh** as operations manager. Kavanagh retired as the associate director of alumni relations from the University of South Alabama after 25 years of service and is an active member of the Chamber's ambassador program.



Kavanagh



Turncliff

**ASF Logistics Inc.** promoted **Bill Turncliff** to import manager after serving as import specialist with the firm for five years. Turncliff works at the corporate headquarters in Mobile and manages imports for a wide variety of import customers.

**Richonda Robinson** joined **Direct Auto Insurance** as a sales agent. Robinson graduated from Faulkner University, where she earned a bachelor's degree in human resource management.



Robinson

**Neel-Schaffer Inc.**, a multi-disciplined engineering firm, welcomed veteran engineer **John Murphy Jr. PE** to the company as a senior project manager. He brings 40-plus years of experience and will be based out of the company's Mobile office. He earned a bachelor's degree in civil engineering at Auburn University.



Murphy



Meany



Minor

**Information Transport Solutions Inc. (ITS)**, a full-service provider of technology solutions, hired **Steve Meany**, a 27-year technology industry veteran, as chief executive officer. The company promoted **Quincy Minor** as chief operating officer and **Jeff Drury** to chief financial officer.

**Pro356 Consulting** hired **Amy Elliott**, who has more than 15 years of experience in training and consulting. She is a graduate of the Disney Institute Quality Service program and Dale Carnegie Training.



Elliott

## BUSINESS ENDEAVORS

**Logical Computer Solutions** launched a new website to track the site progress of Airbus Assembly Line Mobile with time-lapsed photographs and aerial video. Updates are posted nearly every week to <http://airbusassemblymobile.com>.

**RE/MAX By The Bay** opened a new office at 300 Magnolia Ave. in Fairhope. For more information, call 251-621-2588 or 251-928-7474.

**Verizon Wireless** announced the company's 4G LTE network is now substantially complete in Alabama. The network now represents the vast majority of the company's 3G footprint that provides coverage from Muscle Shoals to Mobile.

## WELL DONE

**Beth Tattersall RN** of **Gentiva Hospice** was awarded membership into **Gentiva Health Services' Clinical Ladder Program** for clinical excellence in her practice as a hospice nurse.

**UCP...More Than Our Name!**

251.479.4900

**ULTRA CARTRIDGE PRODUCTS**

A Division of United Cerebral Palsy

Recycling your empty

# Cartridges

helps us live without...  
**Limits!**

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

For free pick up and delivery call:

## 251.479.4900

[jvella@ucpmobile.org](mailto:jvella@ucpmobile.org)

All Proceeds Benefit United Cerebral Palsy





Hieronymus



Holly

The Community Foundation of South Alabama added three new members to its board of directors:

**Mark E. Hieronymus**, one of the founding partners of Wilkins Miller Hieronymus accounting firm; **LaShaunda G. Holly**, communications coordinator at Boise Inc. in Jackson, Ala.; and **Jennifer G. Jenkins**, owner of JJPR LLC public relations and marketing firm.



Jenkins

**Jerry Gerritsen** of Jerry Gerritsen Real Estate Inc., recently graduated from the University of Alabama with a master's degree in business administration. Gerritsen has a bachelor's degree in business administration with honors from University of Phoenix and a doctor of law degree from Concord Law School.

University of South Alabama writer-in-residence **Frye Gaillard** won a regional Emmy for Outstanding Achievement, Television Programming Excellence in the category of "Documentary-Cultural" from the National Academy of Television Arts and Sciences for "In the Path of the Storms." The film is based on a book about the community's struggles and challenges during Hurricane Katrina and the BP oil spill.



Gaillard



Blackwell



Morrisette

**Cartledge W. Blackwell III** of the Mobile Historic Development Commission and **Frances Morrisette** of LLB&B Real Estate were named The Leukemia and Lymphoma Society (LLS) 2013 South Alabama Man and Woman of the Year for funds raised in a 10-week campaign to help advance LLS's mission.

Attorney **Lisa Darnley Cooper** of **Hand Arendall** was awarded the William Kaufman award, named for the founder of the Community Foundation of South Alabama, for her role as an active volunteer and board member with numerous organizations including the South Alabama Volunteer Lawyers Program, Big Brothers Big Sisters of South Alabama and United Cerebral Palsy.

Mobile County Commission president **Merceria Ludgood** was one of 24 national leaders selected to participate in the National Association of Counties (NACo) County Leadership Institute (CLI) program. CLI is a four-day program offered in partnership with Cambridge Leadership Associates to help county officials identify and implement innovative solutions to challenges facing counties and communities.



Ludgood

**Palmer Whiting**, senior vice president of **Merrill Lynch**, was recognized by *Barron's* magazine, a financial publication, as one of the nation's top financial advisors on its "America's Top 1,000 Advisors: State-by-State" list.

University of South Alabama's Mitchell College of Business Master of Business Administration Class of 2013 is ranked among the best in the nation based on results from the 2013 ETS MBA field exam. The entire class scored in the 92<sup>nd</sup> percentile on the standardized test assessing knowledge of accounting, finance, management and marketing.

**Patti Trawick** of West Bay Chiropractic Center was named the 2013 Chiropractic Assistant of the Year by The Alabama State Chiropractic Association (ASCA). The award recognized her contributions to the advancement of the chiropractic profession, academic and scholarly endeavors, involvement with the association (ASCA) and community activities.



Trawick

Educator **Kelli Etheredge** of St. Paul's Episcopal School was named among the top five nominees for the national Bammy Award presented by the Academy of Education Arts and Sciences International. The award honors the value of education, educators and lifelong learning.

# YOUR HEALTH. YOUR WAY.

Wouldn't it be great if you could step back to old time medicine when you didn't have to wait weeks or months for an appointment, and you could call your doctor whenever needed? Well now you can. Welcome to Mobile's newest concept in medicine.

- Same day or next day appointments
- On-time appointments - no waiting
- Flexible scheduling
- Extended appointment times
- Quality time with physician
- Direct access to physician by phone
- Preventive health care services
- Executive health programs
- Annual membership fee
- Most private insurance accepted

**ACCESS MD**  
CONCIERGE MEDICINE

CALL NOW FOR YOUR CONSULTATION.  
251.895.4345 • [www.accessMDmobile.com](http://www.accessMDmobile.com)



Diana K. Hashimi, M.D.  
Board Certified Internal Medicine

**COMMUNITY NEWS**

Junior League of Mobile (JLM) chose four recipients for the 2013 Young Women Leadership Scholarship for high school seniors. This year's recipients are **Mollie Maples** of UMS-Wright Preparatory School; **Emma Vater** of Fairhope High School; **Anna Grace Claunch** of Fairhope High School; and **La'Miya Packer** of Vigor High School.

In addition, JLM awarded 2012-13 Community Assistance Funds to five organizations in Mobile County. This year's recipients are: AIDS Alabama South, \$2,500; Arthritis Foundation, \$2,500; the Joseph Project, \$5,000; Mercy Medical, \$1,000; and Under His Wings Inc., \$4,000.



PNC Foundation recently donated \$40,000 to the Dauphin Island Sea Lab (DISL) Foundation to fund BayMobile, a traveling marine science classroom that visits school groups throughout Alabama.



Bradley

**Ozanam Charitable Pharmacy** received a \$65,000 grant from The Community Foundation of South Alabama to begin a pharmacy residency program that will focus on increasing access to quality healthcare for uninsured patients. **Dr. Derrick Bradley** will work closely with the medication therapy program, conduct research projects and help supervise senior pharmacy interns.

The foundation also gave the **Centre for the Living Arts (CLA)**, a contemporary arts organization, \$25,000 to fund its current initiative, Futures Project.

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

# Anniversaries

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

- 30 YEARS**  
Craftsmen Supply Inc.  
Mobile Popcorn Co.
- 25 YEARS**  
Seibert Baxter & Co. PC  
Threaded Fastener Inc.
- 20 YEARS**  
Army Aviation Center Federal Credit Union  
Persons Service Co. LLC  
Star Service Inc.
- 15 YEARS**  
Muskogee Technologies  
Wonderland Express Inc.
- 10 YEARS**  
Greater Mobile Development Corp.  
PrAssurance Indemnity Co. Inc.
- 5 YEARS**  
Ashley's Flower Shop & Gifts  
Beard Organization  
Belk  
Boise Paper  
Elements Therapeutic Massage  
Gateway Sourcing LLC  
Kingswood Townhomes & Apartments  
Mobile Mystery Dinner Theater  
Pipes Hudson & Watts LLP  
Sea Breeze Health & Rehabilitation Center  
WAVH FM Talk 106.5
- 1-4 YEARS**  
1 Source Power & Equipment LLC  
3 Echoes Productions  
Aaron's Lock Service  
Alabama Central Credit Union  
American Security & Electronics  
BayFest Inc.  
Birmingham Fasteners  
Boteler, Finley & Wolfe, Attorneys at Law  
Capital Volvo Truck & Trailer  
Compass Urgent Care LLC  
Country Inn & Suites by Carlson-Saraland  
Crowder Gulf  
DCL Mooring and Rigging  
The Dental Center of Mobile  
Diversified Emergency Management Associates LLC  
EMO Trans Inc.  
The Ezell House  
Gallery Homes LLC  
The Gardens at Wellington  
Greater Gulf State Fair Inc.  
Griffith Shell Service  
Gulf Coast RC & D Council  
Hafez Corp. d/b/a McDonald's  
The Home Depot Store #0801  
iBERIABANK  
ITAC Solutions  
Jenkins Brick Co.  
JW Legacy Group  
Kern Martin Services Inc.  
Littler Mendelson PC  
Longleaf Machining LLC
- M. D. Bell Co. Inc.  
Susan A. Martino CFP  
Mediterranean Sandwich Co.  
Mercedes-Benz of Mobile  
Mobile Mask  
MobilLogic.com  
Neal's Electronics  
PMI Mobile Branch - PMI  
Emerald Coast Chapter  
Precision Tool & Grinding Inc.  
Reed Publications International  
Ron's Catering LLC  
Ruland & Ruland CPAs LLC  
Ryder  
Safe Harbor Financial LLC  
Signal Ship Repair LLC  
Southern Controls Inc.  
Southern Patient Care  
State Farm - Rebekah Brown  
Stein Claims LLC  
Strategic Wealth Specialists  
Sun Loan & Tax Co.  
Synovus Mortgage  
Total Safety Inc.  
Trawick International Inc.  
United Rentals  
WillTayl Life and Health Insurance Cart  
Workforce Housing Alliance US Inc.  
Zevac & Lindsey LLC

## LAGNIAPPE DO YOU KNOW THE LATEST?

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

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

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

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

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

**LAGNIAPPE READERS ALSO:**

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

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

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

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

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

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

### ADVERTISERS' INDEX

AccessMD.....	33	Libba Latham - LLB&B Real Estate.....	28
Alabama Power.....	25	Mobile Symphony.....	30
BancorpSouth.....	29	Premier Medical.....	13
BayFest Inc.....	28	PNC Bank.....	9
Bellingrath Gardens and Home.....	23	Regions Bank.....	21
Blue Haven Pools & Spas.....	8	RE/MAX Partners.....	26
Community Bank.....	7	The Maids.....	27
C Spire Business Solutions.....	2	The University of Alabama.....	6
Gwin's Commercial Printing.....	35	Trustmark Bank.....	11
Infirmiry Health.....	14	United Cerebral Palsy.....	32
Interstate Printing & Graphics Inc.....	31	United Way of Southwest Alabama.....	12
Lagniappe.....	34	University of South Alabama.....	27
LaQuinta Inns & Suites.....	8	Wonderland Express.....	23

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.



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



# New Members

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

## J.O. Acree Co. Inc.

Kit Arbour  
P.O. Box 7068  
Mobile, AL 36670-0068  
251-473-3764  
[www.joacree.com](http://www.joacree.com)  
*Printing & Promotional Products*

## Admiral Movers

Scott McNelley  
1200 Newell Pkwy.  
Montgomery, AL 36110-3211  
334-262-6666  
[www.admiralmovers.com](http://www.admiralmovers.com)  
*Moving*

## Brantley & Associates Real Estate Appraisal Corp.

David Singleton  
61 St. Joseph St., 12th Floor  
Mobile, AL 36602  
251-454-9132  
[www.brantleyassociates.com](http://www.brantleyassociates.com)  
*Real Estate Appraisers*

## C. G. Group Inc.

Tim Weinacht  
6650 Cottage Hill Rd., #1316  
Mobile, AL 36695  
251-421-2357  
[www.cggrouponline.com](http://www.cggrouponline.com)  
*Human Resource Consulting*

## Callaghan's Irish Social Club

John Thompson  
916 Charleston St.  
Mobile, AL 36604-3025  
251-432-2357  
[www.facebook.com/CallaghansIrishClub](http://www.facebook.com/CallaghansIrishClub)  
*Restaurants*

## CapVal-ABA

Anne M. Waters  
P.O. Box 82083  
Mobile, AL 36689  
251-341-1385  
[www.capval-llc.com](http://www.capval-llc.com)  
*Business Evaluations*

## Carwie Properties Inc. d/b/a Security Stor-All

Tom Carwie  
4175 Government Blvd.  
Mobile, AL 36693-4807  
251-660-1944  
[www.storalls.com](http://www.storalls.com)  
*Storage*

## Castal Resources LLC

Iyishia Smith  
10 Court Sq.  
Montgomery, AL 36104-3701  
334-356-3450  
[www.castalresources.com](http://www.castalresources.com)  
*Consultant*

## Chicken Salad Chick

Misty McClure  
2370 Hillcrest Rd.  
Mobile, AL 36609  
919-624-1274  
[www.chickensaladchick.com](http://www.chickensaladchick.com)  
*Restaurants*

## Cleveland the Florist

LeNae C. Denson  
4404 Old Shell Rd.  
Mobile, AL 36608-3112  
251-341-3555  
[www.clevelandtheflorist.net](http://www.clevelandtheflorist.net)  
*Florists*

## Consumer First Mortgage

Andrew Chupp  
273 Azalea Rd., Bldg. 2, Ste. 520  
Mobile, AL 36609  
251-654-4728  
[www.cfmhomes.com](http://www.cfmhomes.com)  
*Mortgage Loans*

## Credit Central

Melissa Turberville  
4055 Cottage Hill Rd., Ste. 101-C  
Mobile, AL 36609-4290  
251-660-0522  
[www.creditcentralinc.com](http://www.creditcentralinc.com)  
*Loans*

## Credit Central

Torri Slaughter  
5253 U.S. Hwy. 90 W., Ste. B  
Mobile, AL 36619-4221  
251-661-5194  
[www.creditcentralinc.com](http://www.creditcentralinc.com)  
*Loans*

## Critter Gitter Pest Control

Beth Hancock  
25 W. Front St.  
Thomasville, AL 36784-2038  
334-696-4530  
[www.critter-gitter.net](http://www.critter-gitter.net)  
*Pest Control Services*

## CrossCountry Mortgage Inc.

Carsetta Clarke  
2090 Schillinger Rd. S., Ste. C  
Mobile, AL 36695-4121  
251-447-2861  
*Mortgage Loans*

## Gill Development Co. LLC

Calvin Gill  
1721 Jarrell Dr.  
Whistler, AL 36612-2114  
251-456-5635  
[www.gilldevelopmentco.com](http://www.gilldevelopmentco.com)  
*Real Estate Developers*

## H. Radcliff Brown Jr.

**DMD PC**  
Radcliff Brown Jr.  
1501 S. University Blvd.  
Mobile, AL 36609-2958  
251-342-5636  
*Dentists*

## Hampton Inn N. Mobile/Saraland

Heather Davis  
1320 Industrial Pkwy.  
Saraland, AL 36571-3900  
251-679-7953  
[www.hamptoninn.hilton.com/](http://www.hamptoninn.hilton.com/)  
Saraland  
*Hotels*

## Heron Lakes Country Club

Kymerly Soule  
3851 Government Blvd.  
Mobile, AL 36693-4398  
251-666-7040  
[www.heronlakescc.org](http://www.heronlakescc.org)  
*Country Clubs*

## Jaguar IMG Sports Marketing

John Mercer  
650 Clinic Dr., Ste. 2400  
Mobile, AL 36688  
251-414-8183  
*Marketing*

## Kona Ice Azalea City

Hang Nguyen  
2154 Seasons Ct.  
Mobile, AL 36695-8392  
251-442-5662  
[www.kona-ice.com](http://www.kona-ice.com)  
*Ice Cream/Frozen Desserts*

## Massage Envy Spa

Alexis Fonte  
3659 Airport Blvd., Ste. A.  
Mobile, AL 36608-1615  
251-316-3110  
[www.massageenvy.com](http://www.massageenvy.com)  
*Massage Therapy*

## Melting Pot

Russell Perkins  
840 Montlimar Dr.  
Mobile, AL 36609  
251-583-2618  
[www.meltingpot.com/Mobile](http://www.meltingpot.com/Mobile)  
*Restaurants*

## Mill & Marine Supply Inc.

James M. Swindle  
6130 Rangeline Rd.  
Theodore, AL 36582-5201  
251-443-6091  
*Marine Equipment Supplies*

## The National Flight Academy

Karen Sindel  
One Fetterman Way  
NAS Pensacola, FL 32508-5024  
850-458-7836  
[www.nationalflightacademy.com](http://www.nationalflightacademy.com)  
*Nonprofit Organizations*

## NewMe MD

Chykeetra Maltbia  
6420 Hillcrest Pk. Ct., Ste. A  
Mobile, AL 36695-2688  
251-287-9714  
[www.newmemd.com](http://www.newmemd.com)  
*Medical Clinics*

## Physicians' Pain Specialists of Alabama PC

J. Patrick Couch  
2001 Springhill Ave.  
Mobile, AL 36607-3326  
251-478-4900  
[www.ppsa-pc.com](http://www.ppsa-pc.com)  
*Medical Clinics*

## Pickers Paradise

Warren Hopper  
35059 U.S. Hwy. 59  
Stapleton, AL 36578-0160  
251-937-0511  
[www.pickersparadise-al.com](http://www.pickersparadise-al.com)  
*Music-Retailer*

## Quality Bookkeeping & Tax Service

Thomas Myrant  
1064 Martin Luther King Ave.  
Mobile, AL 36603  
251-694-1829  
*Bookkeeping Service*

## Roberts Brothers West - Joe Gerard

Joe Gerard  
6721 Grelot Rd., Ste. A  
Mobile, AL 36695  
251-648-1112  
[www.joegerard.robertsbros.com](http://www.joegerard.robertsbros.com)  
*Real Estate*

## Room Service

Christopher Bailey  
4504 Old Shell Rd.  
Mobile, AL 36608-1932  
251-316-3500  
[www.facebook.com/pages/Room-Service-Mobile/577762335580868](http://www.facebook.com/pages/Room-Service-Mobile/577762335580868)  
*Home Designing & Planning Service*

## S. Baker Medical

Stephen Baker  
3280 Dauphin St., Ste. C-123  
Mobile, AL 36606-4050  
251-478-9697  
[www.bakermed.com](http://www.bakermed.com)  
*Medical DME*

## Smiths Machine LLC

Tim Smith  
14120 U.S. Hwy. 11 N.  
Cottondale, AL 35433-2345  
205-553-7623  
[www.smithsmachine.com](http://www.smithsmachine.com)  
*Machine Shop*

## Southeastern Surgical Specialists Inc.

Denise Key  
1700 Springhill Ave., Ste.400  
Mobile, AL 36604-1407  
251-438-4440  
[www.ssspecialists.com](http://www.ssspecialists.com)  
*Surgical Practice*

## T-Mobile

Scott Evans  
830 Wilson Dr., Ste. B  
Ridgeland, MS 39157-4508  
601-750-7809  
*Cellular Telephone Sales & Service*

## Truland Homes LLC

Casey Patterson  
9945 Spanish Fort Blvd., Ste. G  
Spanish Fort, AL 36527-8681  
251-621-0850  
[www.trulandhomes.com](http://www.trulandhomes.com)  
*Home Builders & Realtors*

## Verizon Wireless - Z Wireless

Rachel Ikner  
740 Schillinger Rd. S. #87  
Mobile, AL 36695-8931  
251-639-1011  
[www.gozwireless.com](http://www.gozwireless.com)  
*Cellular Telephone Sales & Service*

## WNXP FM & WZEW FM

Kenneth S. Johnson  
1100 Dauphin St., Ste. E  
Mobile, AL 36604-2573  
251-438-5460  
[www.wnsp.com](http://www.wnsp.com)  
*Radio Stations/Broadcasting Company*

As of 6/30/13

Quite an accomplishment

and still going strong!

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

438-2226 [www.gwins.cc](http://www.gwins.cc) 957 Springhill Avenue, Mobile, AL 36604

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

## grow mobile ... grow your business

Your business thrives when you operate in a strong economy. That's why the Mobile Area Chamber of Commerce has one of the best economic development programs in the country. Working with city, county and state officials, we've landed some of the most sought-after industrial projects and helped dozens of companies expand – bringing new jobs and customers to the area. When you join the Chamber, you're taking an active role in making Mobile fertile ground where your business can flourish. Believe in a strong future for Mobile. Belong to the Chamber – because it's good for business and good for Mobile.

