

Mobile Area Chamber of Commerce

NOVEMBER 2014

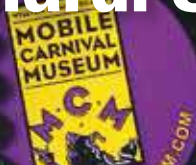
the businessVIEW



**How the Energy
Industry Energizes
Mobile's Economy**

**Shopping Local
and Why It Matters**

**Mobile Museum
of Art Marks
Half-Century with
Mardi Gras Exhibit**

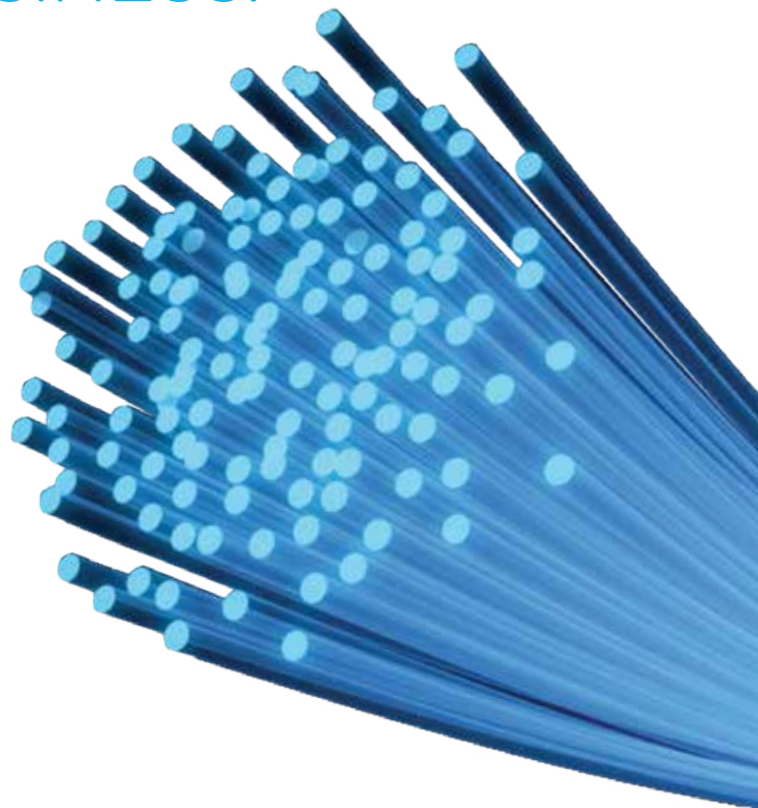


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From the Publisher - Bill Sisson

Mobile Takes Bridge Message to D.C.

Recently, the Coastal Alabama Partnership (CAP) organized a regional coalition of elected officials from the Mobile Bay region to visit Sens. Jeff Sessions and Richard Shelby, Cong. Bradley Byrne, and several congressmen from Alabama, Florida, Louisiana and Mississippi in Washington, D.C. The trip was for a single purpose:

to advocate for the I-10 bridge over the Mobile River. Without fail, the senators and congressmen were impressed by the large number of mayors and county commissioners who made the trip – and by the regional coalition rallying around this critical infrastructure need. There is no question we have made it this far because of the support of our local elected officials and business community, who have led the charge for years – and it's clear that our federal delegation in Washington, D.C. will do the same.

A tremendous amount of work advocating for the bridge has already been done by groups such



as the Chamber's "Build The I-10 Bridge Coalition," as well as the work of CAP and many others. But we're still only at the beginning of the process. Now that the federal agencies have released the draft Environmental Impact Study, public hearings have been held and official comments have been registered, it is possible for the design and engineering to begin. And the hardest part can finally

start, which is cobbling together federal, state, and local funding to construct the more than \$1 billion project.

Estimates indicate the bridge could realistically take six to eight years to complete, so it will be more important than ever for our community to keep our eyes on the prize. For growth and prosperity to continue, we must continue to support pro-bridge efforts to keep Mobile's commerce on the move.



ON THE COVER

Deborah Velders, director of the Mobile Museum of Art, gets in the spirit of Mardi Gras for the museum's upcoming 50th anniversary celebration. Story on page 10. *Photo by Jeff Tesney*

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Mobile-based Berg Spiral Pipe Corp. will produce approximately 80 percent of large diameter pipe used to construct a new pipeline that will transport natural gas from Pennsylvania, West Virginia and Ohio to regions throughout the United States and Canada. Pictured here is a 36-inch pipe in production prior to it being cut to size.

New Contract Keeps Berg Spiral Pipe at Capacity

A historic contract for Mobile-based Berg Spiral Pipe Corp. and its sister company Berg Steel Pipe Corp. in Panama City, Fla., will keep both facilities operating around the clock for most of 2015.

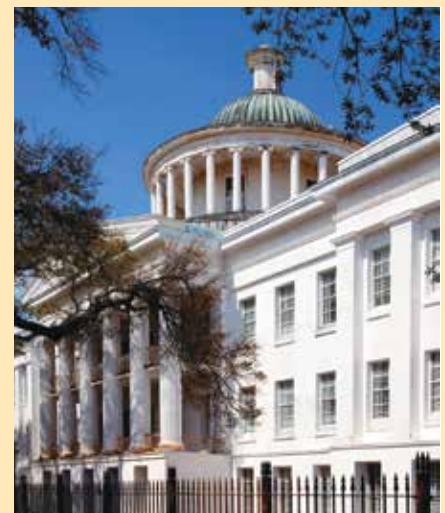
Berg will manufacture more than 480,000 net tons of large-diameter pipe for the ET Rover Pipeline. The project is being managed by Dallas-based Energy Transfer Partners, and is designed to transport natural gas from Pennsylvania, West Virginia and Ohio to regions throughout the United States and Canada.

"It is the single largest order for the Mobile operation since our 2008 commissioning with respect to the quantity of tons and value," said **Paul Weber**, general manager of Berg's Mobile facility.

Berg will account for approximately 80 percent of the pipe, measuring more than 600 miles in length. "This project secures continuous employment for approximately 200 (local) workers," Weber said.

In addition, Berg's parent company, Germany-based Europipe, will manufacture approximately 20 miles of heavy wall and special length pipe.

A 21st Century School on the Way at Barton



Orange cones and scaffolding are sure signs of progress, as the first phase in restoring the 178-year-old Barton Academy in downtown Mobile gets underway.

In August, the Mobile County Public School Board awarded the building's exterior restoration contract to Ben Radcliff Construction. A few weeks later, the scaffolding went up on the \$2.8 million project, estimated to take between nine to 12 months to finish.

While the school system is managing the outside repairs, the Barton Academy Foundation, a 501 3(c) nonprofit organization, continues to raise money for interior updates, aiming for a \$15 million goal.

When complete, Alabama's first public school will become the state's only world studies school, Barton Academy for Advanced World Studies, a new international studies public school for grades six through 12.

"We'll be in a historic building, but we will have a 21st century school," said local attorney **Jaime Betbeze** with Maynard Cooper & Gale, the foundation chairman.

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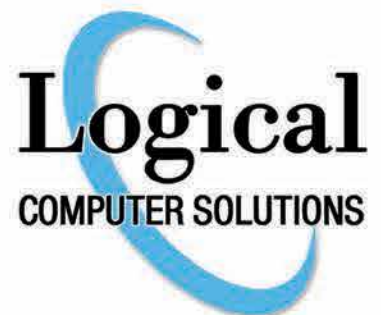
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One-tenth of U.S. Energy Refined on Gulf Coast

Mobile Area Chamber Releases Impact Report

According to a recent report, there is an estimated \$890 billion in oil and gas infrastructure investment planned in the U.S. from 2014-2025.

As the lead economic developer for the city of Mobile and Mobile County, Mobile Area Chamber officials want to make sure the area gets its share of that investment and accompanying jobs.


The Chamber recently presented the results of an independent impact study on the area's energy sector to its board of directors, Partners for Growth steering committee and energy committee. "The Economic Impact of the Energy Sector and Petroleum Tank Storage Industry on Mobile County" was conducted by Keivan Deravi Ph.D., professor of economics, and Barbara Buchanan, senior program manager, both of Auburn University at Montgomery.

The study focused on area refineries, coal, import and exports at the Port of Mobile and petroleum tank storage. Key factors analyzed were employment, earnings and demand.

"Understanding Mobile's economy and its ties to the energy sector is essential to preparing and planning for our continued growth and prosperity," says **Bill Sisson**, president and chief executive officer of the Chamber.

The report estimates the economic impact of the area's diverse energy industry and its impact on the Chamber's six major target markets for its recruiting efforts, based on need, workforce, infrastructure and location. They are aerospace, healthcare/biomedical, manufacturing, oil and gas exploration, maritime and transportation/distribution. Nearly all of these industry clusters rely heavily on the availability of affordable and abundant energy options.

"We certainly believe Mobile can take advantage of this pending energy investment in a safe, fair and balanced manner that will provide opportunities for our citizens and children for years to come," says Sisson.

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

Observations about Energy's Impact on Mobile's Economy

- It is estimated that the petroleum tank storage industry in Mobile employs more than 1,800 full-time and contract employees with an annual payroll of \$80 million.
- The total annual GDP (output) from the above industry is \$687.6 million.
- Sales and property tax collection annually for the city of Mobile is \$5.3 million, \$2.4 million for Mobile County and \$500,000 for public education.
- There are four refineries, which depend on petroleum storage tanks in Mobile. They are located near the Port of Mobile, Tuscaloosa, Atmore and Pascagoula, Miss.
- Alabama's three refineries process up to 120,000 barrels of crude oil per day, and the one in Mississippi can process 330,000 barrels per day.
- The majority of petroleum consumed in Alabama is used as transportation fuels, particularly motor gasoline.
- The total capacity of Alabama's three refineries represents 9.7% of the U.S. refining capacity.
- The Port of Mobile is an "Energy Transfer Port," meaning it handles at least 40 million tons of cargo, of which 25% of that cargo must be qualified as an energy commodity such as petroleum products, coal, natural gas, wind and solar energy and biofuels. Being an Energy Transfer Port enables the port to receive millions in federal dredging dollars.
- In 2013, the Port of Mobile handled more than 20 million tons of coal through the McDuffie Terminal, Bulk Terminal and private terminals.
- Mobile unloads more imported coal than any other U.S. seaport.
- The transportation of coal products through the Port of Mobile accounts for an estimated 2,629 direct jobs, with an estimated GDP (output) of \$764 million.
- Coal generates more than \$43 million in state and local taxes.
- Between the oil and gas sector (onshore and offshore), chemical manufacturing, oil storage and coal, there is an estimated \$4-5 billion economic impact on the region's economy.
- More than \$2.4 billion of oil and gas are produced annually in Alabama.
- There is an estimated \$890 billion in oil and gas infrastructure spending to take place in the U.S. between now and 2025.

Source: Economic Impact of the Energy Sector and Petroleum Tank Storage Industry on Mobile County, Alabama. By: Dr. Keivan Deravi and Barbara Buchanan, Auburn University at Montgomery. Released: September 2014.

Key Findings

- The Mobile Area Chamber's board of directors adopted an Energy Policy in 2006 advocating for increasing the supply of energy in a manner that is safe and protective of the environment; improving the regulatory climate; and promoting comprehensive energy conservation and encouraging research and development of alternative energy sources.
- Within the oil and gas sector (onshore and offshore), chemical manufacturing, oil storage and coal, there is a \$4-5 billion economic impact for our region.
- Across the nation, capital spending in oil and gas industry infrastructure increased 60 percent from \$56.3 billion in 2010 to nearly \$90 billion in 2013.
- There is an additional estimated \$890 billion in oil and gas infrastructure investment planned in the U.S. from 2014-2025, and Mobile's economy will be impacted because of it.
- Shutting down Mobile's oil and gas industry would have unintended consequences for the operation and maintenance of the Port of Mobile, including the loss of federal dollars tied directly to tonnage for necessary dredging.
- Mobile County has the most diversified economy in the state of Alabama.



The Mobile office of Hatch Mott MacDonald developed the master plan of Doyle Park's renovation with several amenities, including observation terraces to watch Brookley flights. Other companies pledging future work and upkeep are Hoar Program Management, H.O. Weaver and Sons and Mobile Airport Authority. The Community Foundation of South Alabama is accepting donations for the project.

Doyle Park Renovation Coming Thanks to Private Investors

Several firms involved in the Airbus construction project at the Mobile Aeroplex at Brookley, the Mobile Airport Authority and several community residents are spearheading an effort to rejuvenate a downtrodden 24-acre city park in an economically disadvantaged neighborhood adjacent to the industrial complex.

Originally part of the Brookley Air Force Base, Doyle Park, located at 1728 Rosedale Rd., is in rough shape today. But a nonprofit organization, Friends of Doyle Park, was formed to spearhead the renovation, calling for adding athletic fields, a playground, a walking trail, a splash park, event pavilions and other amenities. In addition, the project aims to add

observation terraces so families can watch planes take off and land.

According to an announcement by Friends of Doyle Park, the Mobile Airport Authority agreed to take over grounds maintenance at the park from the city of Mobile once the project is complete.

How to Support Doyle Park

The Mobile Airport Authority Foundation will host an inaugural Airbus 5K On the Runway, benefiting the restoration of Doyle Park, on Saturday, Nov. 22 at 4 p.m.

The course, actually 3.20 miles in honor of the Airbus A320s, starts at the "Green Space" on Broad Street, goes through aerospace properties, passes the Airbus A320



assembly line, continues up Runway 18/36 and finishes at the Mobile Airport Authority's office.

To register or purchase race-day event tickets, go to www.brookley5K.com. Pre-registered runners will receive a long-sleeved Dri-Fit T-shirt.

The cost is \$25 in advance and includes a shirt and party ticket; post-race band party tickets only are \$10 adult/\$5 kids.

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Beads, Masks, Floats & Music

This year, Mardi Gras comes early to celebrate the Mobile Museum of Art's (MMofA) 50th anniversary. In a first-time collaborative effort, the MMofA teamed up with the History Museum of Mobile and the Mobile Carnival Museum to organize the area's largest-ever Mardi Gras exhibit, spanning close to 20,000 square feet.

The public unveiling of "The Art and Design of Mardi Gras" will take place during a free family festival Nov. 8-9 from 10 a.m. to 4 p.m. at the MMofA in Langan Park.

Families can enjoy the complete Mobile Mardi Gras experience – fun Carnival cuisine, music and second-line dances, plus arts and crafts. Ongoing public programs conducted by artists, designers, historians, curators, musicians, performers and Mardi Gras association members will accompany the exhibition. Classes will be offered for adults and children in beading, mask-making, costume and float and tableaux design.

The exhibit will include numerous gowns, trains and costumes, photographs, drawings and local art inspired by Mobile's Carnival. A limited edition book by the same name, *The Art and Design of Mardi Gras*, will be available at all three museums beginning Nov. 8.

The MMofA opened in 1964 in a 14,000-square-foot facility in its current location. In 1976, the museum added a new wing, nearly doubling its space. When the new, 95,000-square-foot facility opened in 2002, it became the largest art museum on the Gulf Coast between New Orleans and Tampa.

"The Art and Design of Mardi Gras" will remain at MMofA through May 3, 2015. For more information on the museum and its 50th anniversary activities, visit www.MobileMuseumofArt.com.

Mobile Museum of Art Celebrates 50th Anniversary



In a first-time collaborative effort, three museums are uniting to put on Mobile's largest-ever Mardi Gras exhibit. It opens to the public at the Mobile Museum of Art on Nov. 8. Pictured here are the three museum directors (left to right) David Alsobrook, History Museum of Mobile; Deborah Velders, Mobile Museum of Art; and Judi Gullede, Mobile Carnival Museum.

Photo by Jeff Tesney

The Business of Mardi Gras

"Nothing is more uniquely Mobile than how we celebrate Mardi Gras," says **Steve Joynt**, editor-in-chief/owner of *Mobile Mask*. "Have you ever tried explaining the Joe Cain widows to someone who doesn't live here?"

Joynt was a consultant on the commemorative book *The Art and Design of Mardi Gras*, a collaborative effort by the Mobile Museum of Art (MMofA), the History Museum of Mobile and the Mobile Carnival Museum. He also helped with the MMofA's new Mardi Gras exhibit.

More than the revelry, Mardi Gras is a business that impacts the Mobile community, adds **Mary Lee Montgomery**, MMofA's public relations manager. "Before there is a float, it is first drawn and then designed. Underlying there is a

huge commerce behind it."

The exhibit is designed to honor the artistic enterprise and production of countless artists, designers and fabricators whose work enables this community-based, multifaceted happening, according to Montgomery.

The MMofA exhibit opens Nov. 8, featuring items from the history and Carnival museums.

"This is an exhibit built from the ground up locally," says Joynt, explaining that most exhibits are ready-made and come with a team who travel with them. "To have something of this size in this market is unique."

"This is history. Every year, Folly chases Death the same way they did it 150 years ago. It's like entering a time-traveling portal," says Joynt.



Photo by Jeff Tesney



Recycled Mardi Gras beads are the foundation of one exhibit. Artist Stephan Wanger created a piece in Mobile that will be featured in the Mobile Museum of Art's Front & Center Gallery.

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Hummingbird Ideas

Blends Streamlined Efficiency, Powerful Results

Hummingbird Ideas has worked in major markets for national brands both artistically and commercially. Pictured from left to right, back row, Pace Josey, social media manager; Daiko Hachiya, designer; Jarrod England, account services; Crawford Binion, owner/senior copywriter; Will Fawcett, senior web developer; Johnny Gwin, owner/creative & social media director; front row, Jessica Wohner, web developer; Courtney Smith, designer; Kristin Black, designer; Sarah Greer Bumgarner, social media manager; and Tim Dozier, owner/senior designer.

As a youngster, when **Crawford Binion** watched his father leave on business trips from the GM&O terminal downtown, he found himself fascinated by the Humming Bird.

The Humming Bird was a train that once ran from Cincinnati through Louisville, Ky., Nashville, Tenn., Birmingham and Mobile to New Orleans in the 1940s, '50s and '60s. The juxtaposition of a tiny, agile hummingbird and a big, powerful locomotive intrigued Binion.

Years later, it seemed the perfect symbol for a company that prides itself on both streamlined efficiency and powerful results.

Hummingbird Ideas, the advertising and marketing firm founded by Binion and two partners in 2004, is the Mobile Area Chamber's Small Business of the Month.

The two original partners who remain, managing partner Binion and creative director **Johnny Gwin**,

are native Mobilians who worked in bigger firms in bigger cities but were drawn back to Mobile by relationships and have become rooted on the Gulf Coast.

"Hummingbird was never a brilliant, planned idea. It was a necessity – form Hummingbird or leave town," Gwin said. "In our ready-fire-aim approach, we have thrived and grown because of Mobile. Heck, we started out with three really good clients before we ever named the company."

The approach, Gwin said, was to create a small conceptual advertising and design studio, providing the same quality work of larger, higher-priced agencies while focusing on efficiency, lower cost and maintaining close relationships with each client.

"Every client, every project, got the Hummingbird A-team," Gwin said. "We would rather our clients invest their budgets in problem-solvers,

thinkers, designers, creators, rather than talkers, hand-holders and middle men. A busy agency is a happy agency.

"We thought and have learned a smaller market like Mobile, without the bigger budgets, is perfect for our type of model."

The company has grown since its beginnings, adding a partner in art director Tim Dozier, and now employs eight – including a web developer and two full-time social media content creators. While they work with a variety of clients both in Mobile and out of town, the agency's success with an early client, Alabama Orthopedic Clinic, has brought an influx of work in the medical field, and their designs for Hangout Fest have brought them into the field of entertainment marketing, as well.

Gwin sees continued growth in the social media end of the business and notes that Hummingbird hopes to move toward being a creative

consultant and problem-solver for its clients and not just a design and ad agency.

"We really see an opportunity to get companies to look at themselves, know their story and value and be able to motivate their employees, customers and communities," Gwin said. As the company continues to grow, he said, managing that growth is important to maintaining the streamlined approach.

"We aren't quite sure how big we can get," he said, "But we don't see ourselves as that local 'little agency that could' anymore."

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The Importance of Shopping Local



These days, more and more people are choosing to consciously spend money with local businesses.

For instance, Leadership Mobile's 2014 economic development group planned quarterly Cash Mobs, where 20 people commit to spending \$20 cash each in a local store.

In addition, American Express developed Small Business Saturday, when the nation spends an estimated \$5.5 billion at local shops throughout the country. The event will be held this year on Nov. 29.

Facebook pages, Twitter handles, LinkedIn groups and websites all tout the "buy local" message.

The latest group to carry the "buy local" flag is comprised of mostly Mobile Area Chamber members working to reach out to the business community. The group would like to see the message go beyond the Chamber and beyond retail, circulating throughout the Mobile-Baldwin area year-round.

"It's a message we have always believed in," said **Bob Chappelle**, the Chamber's chief operating officer, "and supporting local businesses is partly why we exist."

"People aren't going to buy from you just because you're local. They expect a different experience," said **Michelle Ritter**, owner of e-worc and one of the lead organizers of the new buy local group. "As a local business, we have the responsibility of offering superior services that reflect our community."

The statistics are clear:

- For every \$100 spent at an independent business, \$68 is circulated back into the community. (Source: the 3/50 Project)
- If you compare the economic impact of square feet by big box retailers versus local businesses, the local economy comes out the winner with \$179 over \$105. (Source: Institute for Local Self-Reliance)
- Research also shows local businesses reinvest in their own communities at a rate 60 percent higher than those based outside the market or on the Internet. (Source: Local First of West Michigan)
- And a research firm estimated a 10 percent increase at local independent businesses would create approximately \$140

million in new economic activity, 1,600 new jobs and \$50 million in wages. (Source: Local First of West Michigan)

Danette Richards, the Chamber's director of small business, said although franchises are part of a larger network, they are often locally owned and should be remembered in your buy-local strategy. "When I co-owned a franchise, we were committed to purchasing our materials and products locally. We lived here, we shopped here, and except for our company franchise fee, the money stayed here," she said.

Local retailers are working hard to bring more choices to local shoppers. "We know that big box stores, franchises and independent businesses are all necessary to give consumers variety, and they can all successfully coexist. Yet, statistics show just a small change in buying practices means big rewards for our community," added Richards.

Think
Unique

Co-Op Marketing

Sales/Promotions

Small Business

Connecting

Employees

Everyone knows excellent customer service makes customers happy and ultimately benefits your business. Here's a tip: When hiring, choose someone who is genuinely nice.

Local thought: "You can teach company/product knowledge, but you can't teach nice," says **Buddy Rice**, local customer service expert and public relations and marketing manager of the Mobile Airport Authority.

Co-Op Marketing

Find a business that complements yours. If you have a dress shop, team up with a shoe store (and vice-versa). Go one step further and offer 10 percent off coupons for those shoppers who make a same day purchase.

Local example: Cream and Sugar cake balls are sold at Carpe Diem, and Carpe Diem's coffee is at Cream and Sugar. In addition, Cream and Sugar sells Cammie's Old Dutch ice cream and Cammie's uses Cream and Sugar cake balls in its salted caramel ice cream.

Consumer Incentives

Find ways to appreciate your loyal patrons with referral and reward programs.

Local example: When *Lagniappe*, an area newspaper, was increasing its printing schedule from bi-weekly to weekly, it launched a "Friends With Benefits" program. Participants pay a weekly, monthly or annual fee and get advance notice on events, news and give-aways.

Consumer Incentives

Bring on the Extras

Business Toolbox

Sales/Promotions

Buyers love discounts. But you can also win your customers' hearts with reminders about Teacher Appreciation Week, an email that their favorite item is on sale or an early-bird special.

Local example: Take 5 Oil Change on Government Street offers a discount before 9 a.m.

Connecting

Connecting with customers in a flood of emails and mile-long social media feeds is getting trickier. Try an annual open house that coincides with a holiday that fits your industry or bring in experts to talk with your client base.

Local example: Domke Market in west Mobile brings in representatives from wineries and offers free wine tastings.

Think Unique

Many customers take pride in making a unique "find" of a locally made product.

Local example: Downtown Mobile Alliance's small business retail incubator Urban Emporium regularly features locally made and unique Mobile and Alabama items.

Bring on the Extras

Sometimes the small things make the biggest difference. Say happy birthday. Offer free gift wrapping. Serve coffee or hot chocolate on popular and chilly shopping days.

Local example: Felix's Fish Camp sends happy birthday and anniversary cards, offering a discount to celebrate at the restaurant.




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2014 Veterans Day Luncheon

Tuesday, Nov. 11

Noon to 1:30 p.m.
(Doors open at 11:30 a.m.)

Fort Whiting Armory
1630 S. Broad St.

\$18 per person | \$144 for table of 8



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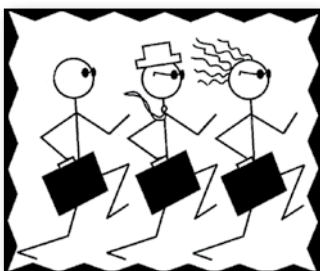
BAE SYSTEMS

To register, contact Carolyn Hunt at
251-431-8621 or email chunt@mobilechamber.com.



Kenny Crow, center, leads Chamber Chase volunteers on a victory lap.

Chamber Chase Surpasses \$1.6 Million Goal



**CHAMBER
CHASE '14**

In May, the Mobile Area Chamber's annual total resource campaign, Chamber Chase, kicked off with a goal of raising \$1.6 million through memberships, sponsorships, advertisements and donated goods and services. Under the leadership of chairman **Kenny Crow**, Crow Shields Bailey PC, an enthusiastic group of 64 volunteers not only met the goal, they once again exceeded it.

Over 15 weeks the volunteers, representing 36 member companies, raised \$1,648,034 and recruited 76 new members.

"This was our 18th campaign and our volunteers continue to work hard and our business community responds positively," said **Carolyn Golson**, vice president of membership. "Kenny's passion and energy motivated the volunteers and their hard work and dedication makes our organization better able to do the work that will keep our region moving forward."

The 2015 campaign will kick off in May but volunteers are encouraged to get involved at any time during the year.

Why participate? The campaign provides a unique opportunity to not only help the community, but it also provides volunteers a way to generate valuable networking and business contacts.

"This continued growth is vital to the success of all our businesses," said Crow.

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

Top Producers for Chamber Chase 2014



Top Campaign Producers

Top Cash Individuals

Terri Owler.....	\$58,026
Harris Oswalt.....	\$44,882
Spencer Wiggins.....	\$37,346
Sharon Murrill.....	\$34,510
Dawn Bush.....	\$34,000

Top Cash Teams

Regions Bank.....	\$95,725
Hancock Bank.....	\$77,040
Alabama Power.....	\$68,510
Arkema.....	\$68,326
Trustmark Bank.....	\$52,494

Top Overall Individuals

Sherry Coker.....	\$161,831
Spencer Wiggins.....	\$147,346
Ross Seifert.....	\$112,936
Linda Faulkner.....	\$66,874
Terri Owler.....	\$58,026

Top Overall Teams

ServisFirst Bank.....	\$242,509
Hancock Bank.....	\$221,196
Regions Bank.....	\$126,025
Alabama Power.....	\$80,010
Arkema.....	\$70,576

Top New Member Producer

Sharon Murrill, Alabama Power – 7

Top Rookie Volunteer

Nichole Edwards, Blue Cross and Blue Shield of Alabama

Teams Over Goal

Alabama Power
Arkema Inc.
BancorpSouth
BB&T
Crow Shields Bailey PC
Evonik Industries
Hancock Bank
LLB&B Inc. Real Estate
PNC Bank
Regions Bank
ServisFirst Bank

Alabama Power Company
\$80,010

Mike Saxon
Mobile Division
Vice President



Sharon Murrill
Captain

Sharon Murrill.....	\$41,010
Dawn Bush.....	\$39,000

Arkema Inc.
\$70,576

John Lakenan
Plant Manager



Judy Smith
Captain

Terri Owler.....	\$58,026
Judy Smith.....	\$12,550

BancorpSouth
\$57,819

Terry Harbin
Market President



James Alexander
Captain

James Alexander.....	\$33,000
Christa Hilburn.....	\$500
Virginia Knight.....	\$3,148
Team Credit.....	\$21,171

BB&T
\$48,424

Edward H. O'Gwynn III
Market President



Mark Spivey
Captain

Jennifer Gontarski.....	\$5,000
Mark Spivey.....	\$34,685
Team Credit.....	\$8,739

BBVA Compass Bank
\$12,245

Mark Fillers
Market President



Ryan New
Captain

Ryan New.....	\$12,245
---------------	----------

Blue Cross/Blue Shield of
Alabama \$13,863

Clay Walden
District Manager



Nichole Edwards
Captain

Nichole Edwards.....	\$13,863
----------------------	----------

Burr & Forman LLP
\$2,650

Ed Bowron
Partner



Bess Cresswell
Captain

Daniel Burkard.....	\$365
Atoyia Scott.....	\$435
Team Credit.....	\$1,850

C Spire
\$56,400

Mark Geis
General Manager



David Jack
Captain

Team Credit.....	\$56,400
------------------	----------

Century Bank
\$11,061

Peter vanLingen II
President



Janet Johnson
Captain

Janet Johnson.....	\$11,061
--------------------	----------

Community Bank
\$11,350

Oliver Latil
President & CEO
Bart Lary
Captain

Jennifer Bergoon \$900
 Ashley Watkins \$1,000
 Team Credit \$9,450

CorroMetrics Services Inc.
\$14,063

Harrietta Eaton
CEO

Harrietta Eaton \$14,063

Crow Shields Bailey PC
\$19,395

Kenny Crow Jr.
Managing Partner
Colleen Dicks
Captain

Nikki Allen \$860
 Lott Brigham \$3,374
 Ryan Damrich \$380
 Kristi Daughtery \$783
 Colleen Dicks \$12,670
 Jenna Summersell \$800
 Team Credit \$528

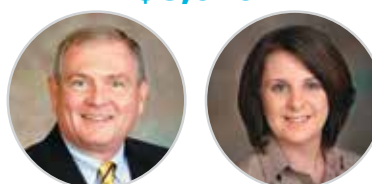
Evonik Industries
\$66,874

Bonnie Tully
*Vice President &
 Site Manager*
Linda Faulkner
Captain

Linda Faulkner \$66,874



Servis First was the top overall team during this year's campaign. Pictured from L to R are: Bibb Lamar, Walter Brand, Sherry Coker, Alex Arendall and Beth Cazalas.

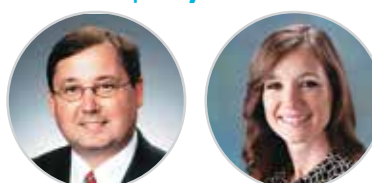
First Community Bank
\$8,070

William Blackmon
President & CEO
Tammy Odom
Captain

Tammy Odom \$8,070

Hancock Bank
\$221,196

G. Robert Baker Jr.
*South Alabama
 Region President*
Spencer Wiggins
Captain

Jamie Horton \$29,910
 Megan Owens \$13,868
 Ross Seifert \$112,936
 Spencer Wiggins \$147,346
 Team Credit \$22,976

iBERIABANK
\$15,365

Russ Ford
*Regional President,
 Executive Vice President*
Laura Searcy
Captain

Laura Searcy \$15,365

International Shipholding
\$16,000

Erik Johnsen
President
Sheila Dean-Rosenbohm
Captain

Sheila Dean-Rosenbohm \$16,000

Jeff Tesney Photography
\$6,085

Jeff Tesney
Owner
Elissa Tesney
Captain

Elissa Tesney \$6,085

LLB&B Inc. Real Estate
\$15,771

Melissa Morrisette
Captain

Melissa Morrisette \$15,771



Top Cash Producers L to R – Spencer Wiggins, Hancock Bank; Dawn Bush, Alabama Power and Terri Owler, Arkema with Kenny Crow, chairman.



L to R - Trish Banker, Regions Bank, Kenny Crow, chairman, and Linda Faulkner, Evonik Industries, enjoying the victory celebration.



Hancock Bank team members celebrate at a rewards session. From L to R are Spencer Wiggins, Guy Helmsing, Ross Seifert and Jamie Horton.

Mobile Area Chamber of Commerce Ambassadors

\$35,944

Gary Adams	\$1,115
Karyl Hanisch	\$16,556
Millie Sue Hawk	\$748
Kasie Irby	\$3,500
Marylee Kilday	\$5,500
Jannea Rogers	\$800
Mary Dean Wilbur	\$5,625
Kathy Williams	\$2,100

Mobile Area Chamber of Commerce Board

\$15,799



Kenny Crow, Crow Shields Bailey
Captain

Team Credit\$15,799

Mobile Gas, a Sempra Co.

\$45,772



Mike Fine
President



Harris Oswalt
Captain

Harris Oswalt	\$44,882
Marcus Stacey	\$890

PNC Bank

\$30,002



Cedric Hatcher
Regional President



Jason McKenzie
Captain

Jason McKenzie	\$23,537
Team	\$6,465

Regions Bank

\$126,025



Brian Willman
South Alabama Area
President



Stephen Schlautman
Captain

Trish Banker	\$15,325
Julye Clark	\$23,399
Stephen Schlautman	\$13,300
Team Credit	\$74,001

Roberts Brothers Inc.

\$16,690



Daniel Dennis
President



Ann Akridge
Captain

Bernadette Windle	\$10,675
Team Credit	\$6,015

ServisFirst Bank

\$242,509



Bibb Lamar
Chairman & CEO



Sherry Coker
Captain

Alex Arendall	\$17,351
Walter Brand	\$15,973
Beth Cazalas	\$47,354
Sherry Coker	\$161,831

Trustmark National Bank

\$56,294



Henry O'Connor
Mobile President



David Hagan
Captain

Davis Duggar	\$1,360
David Hagan	\$15,650
Lisa Owen	\$14,256
Rachel Allen New	\$12,695
Team Credit	\$12,333

Wells Fargo

\$1,765



Chuck Harmon
Market President



Belinda Shoub
Captain

Sadie Buchanan	\$365
Belinda Shoub	\$1,400

Member Investments	\$192,128	CHAMBER CHASE 2014
Board of Advisors	\$284,594	
Advertising in Chamber Publications	\$63,070	
Sponsorships of Projects/Events and In-Kind	\$485,197	
Donations of Products/Services	\$623,045	
FINAL TOTAL		\$1,648,034

Chamber Chase Event Sponsors:

Buffalo Wild Wings
Burr & Forman LLP
Chick-fil-A
Creative Catering
Georgia Roussos Catering
Holiday Inn Mobile - Downtown
Historic District
Joe Jefferson Players
Little Caesars
Newk's Eatery
The Original HoneyBaked Ham
Robertson Gallery
The Royal Scam
Sonny's Real Pit Bar-B-Q

Chamber Chase 2014 Supporters:

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Alabama Industrial Products
Alabama International Trade Center
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Alabama Orthopaedic Clinic
Alabama Power
Alabama Roll Products
Alabama State Port Authority
Alabama Steel Terminals
Alabama Youth Sports Combine
ALFA Insurance - Kelly DeFord

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Army Aviation Federal Credit Union
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AT&T
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BancCard
BancorpSouth
Bay Nursing Inc.
Bayside Dental Associates
Bayside Insurance
BBVA Compass Bank
BIS Office Systems
Blue Cross and Blue Shield of Alabama
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Budweiser-Busch Distributing
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CenturyLink Business
CERTEX USA
Cherokee Industrial Supply
Chickasaw Development Corp.
Chris & Carla's Catering & Heavenly Ribs
Christopher Pharmacy
Cirrus Communications
CK Group Staffing
Clear Channel Radio
Collette Vacations
Columbia Southern Education Group
Commercial & Marine Insurance
Brokers Inc.
Community Bank
Continental Motors Group
CorroMetrics Services
Crowne Health Care of Springhill
DailyAccess Corp.
Decor and You
Deepa's Discount Mart
Delta Bike Project
Dependable Sheet Metal
DeShazo Crane Co.
DocRX
Early Construction
Easy Money - Airport

Easy Money - Azalea Rd.
Easy Money - U.S. Hwy. 90 W.
Easy Money - Springhill Ave.
Embrace Home Loans
Employee Liability Management
Esfeller Construction Co.
The Everett Agency - Allstate
Expeditors
ExxonMobil
EZ Flow Plumbing and Drain
First Community Bank
Fish Window Cleaning
Fisher Brown Bottrell Insurance
Fort Conde Inn
Fortis College
Friendly Furniture
FusionPoint Media
G.A. West
GAC Shipping North America
General Dynamics (Advanced
Information Systems)
Gerth Enterprises
Global Resettlement Services
Gold Art Designs in Jewelry
Gulf City Body & Trailer Works
Gulf Coast Containers
Gulf Coast Exploreum
Gulf Coast Healthy Vending
Gulf Coast Shows
Gulf Coast Truck & Equipment
Gulf Distributing
Gulf Fastener
Gwin's Commercial Printing
H.H. Jordan Construction
Half Shell Oyster House

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Kuehne + Nagel
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Lewis Communications
Little Sisters of the Poor Home for the Aged
Logical Computer Solutions Inc.

LUX Shoe Boutique
Marine & Industrial Supply Co.
Derrick Martin
Mary Kay
Maynard Cooper & Gale
McCown Design
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Mercy Medical Portier Place
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Middle Bay Boat Co.
Millard Maritime
Mitsubishi Polysilicon
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Mobile Area Water & Sewer System
Mobile Asphalt
Mobile BayBears
Mobile Comprehensive Dentistry
Mobile County Public School System
Mobile Gas, a Sempra Co.
Mobile Lumber & Millwork
Modern Woodmen of America
Music 4 U
Myer Marine Services
MyShotz.com
NAI Mobile
Naman's Catering
NATRO Refinishing
Nature's Way Marine
New Life Housing
Nissi Couture Florals & Events
Norden Realty
Oak Hollow Farm

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Office Solutions & Innovations
Oil Recovery
Olive Garden
Orion Engineers and Constructors
The Orthopaedic Group
Outback Steakhouse
Page & Jones
PANGATWO
Phantom Screens USA
Phelps Dunbar LLP
Phillips Monument
Phoenix Restoration Services
PJ Lumber Co. Inc.
PMT Publishing
PNC Bank
PODS
Port City Rentals
Pour Baby
Premier Medical Management
Prism Systems
Providence Film Partners
Quality Valve
Rangeline Storage
Ranger Industrial Services
Regions Bank
Remington College
Roberts Brothers
Safety Source
Scotch and Gulf Lumber
ServisFirst Bank
Alexander Shunnarah
Smith Dukes
Southern Earth Sciences
Southern Light

Spectrum Collision
Spring Hill Manor Nursing Home
Springhill Medical Center
ST Aerospace Mobile
Star Service
Stevie's Kitchen
Suburban Radiology
Sugar Rush Donut Co.
Superior Answering Service
Theodore Industrial Park
Thompson Engineering
Thrivent Financial
Trustmark National Bank
Turner & Hamrick
Turner Industries Group
Turner Supply
Universal Precast
University of Mobile
University of South Alabama
USA Children's & Women's Hospital
USA Physician's Group
VBA Design
Venture Technologies
Volkert Inc.
WALA FOX 10
WAVH FM Talk 106.5
Wealth CAPS
Wells Fargo
Wilkins Miller Hieronymus
Wind Creek Hospitality
Winn-Dixie
WKRQ
WNXP/WZEW
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Back in 1889, we began a rich history of serving families, businesses and communities throughout the South. Today, we're as committed as ever to helping people achieve their dreams. Let us help you achieve yours. Come see us today.

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A photograph of Angel Brown, CEO of Cumulus Broadcasting LLC, standing in a radio studio. She is wearing a black suit and is smiling. In the background, a male radio host is seated at a desk with microphones and computer monitors.

Angel Brown

Company: Cumulus Broadcasting LLC

Title: Vice president/market manager

Hometown: New Orleans

Education: Bachelor's degree in mass communications/public relations and English literature

First job: At the age of 16, Brown worked as a cashier for a local grocer.

Previous experience: Brown began her career working for *The Albany Herald*. She later worked as a sales representative for Cumulus, WALB-TV, the NBC affiliate in Albany, Ga. At Cumulus Broadcasting, she has worked as a sales representative, key account manager, local sales manager and, most recently, vice president of sales.

Accomplishments: Under her leadership, the WALB-TV Albany team received the company's highest honor, the 2010 Q4 President's Cup. She is the first African-American and female in her current position, and she was featured in *Radio Ink* magazine as one of "Radio's African-American Leaders" for 2014.

Secret to success: Brown credits her success to the two fundamental principles she lives by: "The first is to pray without ceasing – not for myself, but for those around me, including my team. The second is to remember that my success comes directly from the success of that team."

Brief company description: Cumulus Broadcasting LLC, an American Broadcasting Company, is the second-largest owner and operator of AM and FM radio stations in the nation, with stations in 110 markets.

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Sponsored by:
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Featuring Mark O'Connor
December 13 & 14

All concerts are held in the beautiful
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Tickets start at just \$20.
Tickets available online at
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2. Your favorite TV show.
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Regions Bank

Company officials for the south Alabama-Florida panhandle:

Brian Willman, area president; C. Christian White, commercial banking executive; John L. Anderson, business banking executive; Michael C. Menk, consumer banking executive; William S. (Bill) Bullock, credit officer; Scott L. Barrow, private wealth management executive; Michelle L. Kane, senior regional operations manager; Kristi K. Galloway, marketing director; Melanie K. Dunagan, human resources; W. Terry Ankerson, strategic planning executive and John T. Arendall III, business development executive

Years in business: 158

Brief company description: Regions (NYSE:RF) is one of the nation's largest full-service providers of consumer and commercial banking, wealth management, mortgage and insurance products and services. Regions serves customers in 16 states, and through its subsidiary, Regions Bank, operates approximately 1,700 banking offices and 2,000 ATMs.

Why are you located in Mobile? "Regions Bank has been serving Mobile for more than 150 years and is proud to have deep roots in a city with unwavering growth," said Brian Willman, area president, south Alabama-Florida panhandle. "Not only is Mobile a wonderful city for our area headquarters but, like mine, many of our associates' families choose to reside in Mobile."

Why do you support the Mobile Area Chamber of Commerce's Partners for Growth initiative? "Regions supports the Partners for Growth initiative because we have the same goals," said Willman. "Through Partners for Growth, Mobile will continue to be one of the best locations for companies to grow and families to call home."

What do you see as Mobile's greatest potential? "We see Mobile's greatest potential as the infrastructure that our city's hard-working citizens have built," said Willman. "From our vast transportation options and skilled labor pool to our quality of life, we have a lot to offer incoming companies to help them advance and prosper."

Length of continuous Chamber membership: Since 1965



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.

Brian Willman, Regions Bank's south Alabama-Florida panhandle area president, stands next to a signature Regions bicycle.



Bruce Andrews
Andrews Ace Hardware, Citronelle, AL

For five generations
the Andrews have
worked in and on
these walls.

The Andrews have made a lot of changes to their business over the last century, a relationship with First Community Bank was one of them. Since then, we've helped Andrews Ace Hardware move their flagship store and open a new location while providing them with the services they need.

At First Community Bank, we put your business first. Visit www.fcb-al.com/business.



It Pays to be First.

CHAMBER@work

Chamber Surveys Its Members

This fall, the Chamber surveyed its members on key business and community topics to help build the Chamber's 2015 legislative agenda. Results from the study will appear in the March issue of *The Business View*. In addition, the Chamber's community and governmental affairs staff continue to meet with local, state and federal legislators to determine the key business issues for 2015.

Chamber Participates in Rural America Forum

Christina Stimpson, the Chamber's director of international trade, participated in a forum in Birmingham to discuss opportunities for rural economic growth through international trade and investment strategies. This was an initiative of the White House Rural Council and the Export Alabama Alliance.

Leaders from Montgomery Travel to Mobile

Bridget Wilson, the Chamber's workforce development director, hosted the Montgomery Area Chamber of Commerce and Leadership Montgomery for a best practices and modeling meeting regarding Worlds of Opportunity. She also worked with the Pensacola Chamber on a workforce and educators meeting at VT MAE, Alabama Aviation Center at Mobile and Blount High School in preparation of the VT MAE expansion.

Gulf Coast Trade Alliance Meets in New Orleans

The Chamber's trade division participated in the Gulf Coast Trade Alliance partners meeting with trade organizations along the Alabama Gulf Coast, Northwest Florida, Louisiana and Mississippi. The Mobile Area Chamber will host this group's 2015 conference at the Grand Hotel in Point Clear on April 20-22. Topics will focus on South Africa as a springboard to Sub-Saharan Africa.

School Superintendent Speaks to Chamber Committee

Martha Peek, superintendent of the Mobile County Public School System, presented her Top 10 list to members of the Chamber's business retention and expansion committee. On this list were reasons why someone should send their children to Mobile County Schools. Highlights included access to 21st century technology, encouragement of parent involvement and communication, opportunity of multiple pathways to graduation, and the focus held on excellent academic programs.

Two Roundtable Groups Meet

Two of the Chamber's roundtables met recently to discuss women's health-related issues, and nonprofit issues. The Women's Roundtable featured Cindy Ross with Bodies by Cindy, who shared information about "One Fit Mobile," and Dr. Mike Sanders, Internal Medicine Center, spoke about digestive health for women. Scott Tindle with The Grounds, talked about collaboration among nonprofits and reaching organizational goals. Both roundtables are open to Chamber members. To learn more, contact Kelly Navarro at 251-431-8638 or knavarro@mobilechamber.com.

Leadership Travels to D.C.

A delegation from the Chamber met with Sens. Richard Shelby and Jeff Sessions and Rep. Bradley Byrne in Washington D.C. Sept. 10-11 to discuss a number of important federal legislative priorities, such as funding for the proposed I-10 Mobile River bridge, Ex-Im Bank reauthorization, and Defense Department funding for U.S. Navy contracts at both Austal and Ingalls.

BOARD of advisors



Peter C. Martin Sr. is vice president of S.S. Nesbitt & Co. He earned a bachelor's degree in business and marketing from Spring Hill College, and a certified health consultant designation from Purdue University. Martin has worked with Blue Cross and Blue Shield of Alabama and most recently with International Assurance Inc., which sold to S.S. Nesbitt in 2013.



Vance McCown is president of Vance McCown Construction Co. Inc. He earned a bachelor's degree in construction from Louisiana State University. He is a member of St. Ignatius Catholic Church and Men of St. Joseph. In 2013, Vance McCown Construction celebrated its 30th anniversary in business.



Kyle Oliver is operations manager for Budweiser-Busch Distributing Co. Inc. He graduated from St. Paul's Episcopal School and earned a bachelor's degree in business administration from Millsaps College in 2005. Oliver graduated from Leadership Mobile in 2012. Budweiser-Busch is a Partners for Growth Investor.



Darrell Roberts is president and chief executive officer of Wal-Tech Valve Inc., which he bought with his youngest son in 2007 after retiring with 25 years of service at Chevron. Roberts volunteers for the Home of Grace in Vancleave, Miss., and is the music director at Helena Presbyterian Church.



Ben Smith is vice president of S and M Transportation. He earned degrees in both business management and human resources management from Lipscomb University in Nashville, Tenn. S and M Transportation is a third-party logistics company in its 26th year, serving the Gulf Coast area.

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



FAMILY FESTIVAL

NOVEMBER 8 & 9

2 DAYS OF REVELRY
WITH FLOATS, MASKERS,
BANDS AND CARNIVAL
CUISINE

10 AM - 4 PM
FREE ADMISSION



Langan Park
4850 Museum Drive
www.MobileMuseumofArt.com
251.208.5200





Photo by Jeff Tesney

Lisa Kavanagh is operations manager for Junior League of Mobile (JLM), an organization of women committed to promoting volunteerism. Kavanagh oversees the organization's daily operations while working closely with members on activities of JLM. She is a three-year volunteer in the Chamber's Ambassador Program and shares the Ambassador of the Month spotlight with Mary Dean Wilbur.



Photo by Jeff Tesney

"I like being in touch with what is going on in the city and the opportunity to meet new people on almost an every day basis," Mary Dean Wilbur says about her service to the Chamber's ambassador program. As an account executive with Lamar Advertising Co. of Mobile, an outdoor advertising company, Wilbur sells billboards nationwide. She joined the ambassadors in 2011, and is also the Ambassador of the Month.

Ambassadors are volunteers who support the Mobile Area Chamber by visiting members, assisting with events and ribbon-cuttings. To learn more, contact Dawn Rencher at 251-431-8649 or drencher@mobilechamber.com.

Expect more
personal dedication.



Regions Bank is pleased to announce that Todd Henderson has joined the South Alabama-Florida Panhandle team as a Senior Vice President and Commercial Relationship Manager. Todd brings to our team 20 years of local banking experience and a deep-rooted commitment to the community.



MEMBER FDIC © 2014 Regions Bank

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Join us for the
Mobile Area Chamber of Commerce
178th Annual Meeting

Tuesday, January 27, 2015 • 5:00 - 8:30 pm
Mobile Civic Center

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

RSVP to 251-431-8606 or email cwilson@mobilechamber.com
www.mobilechamber.com

Presented by:



NOVEMBER

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

11 VETERANS DAY LUNCHEON

The Mobile Area Veterans Day Commission will host its annual Veterans Day Lunch following a parade down Government Street at 10 a.m. A Freedom Celebration will follow the luncheon at 3 p.m. The Mobile Pops will perform at USS ALABAMA Battleship Memorial Park at 7 p.m.

When & Where: Noon to 1:30 p.m. - Fort Whiting Auditorium at Mobile Aeroplex at Brookley, 1630 S. Broad St

Cost: \$18, payment must be received with reservation

Contact: Carolyn Hunt at 251-431-8621

or chunt@mobilechamber.com

All events are free to the public, except lunch.

Reservations required.

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12 NETWORKING@NOON **Members Only*

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

When & Where: Noon to 1 p.m. - American Red Cross, Alabama Gulf Coast Chapter, 35 N. Sage Ave.

Cost: \$10, payment must be received with reservation

Contact: Kelly Navarro at 251-431-8638

or knavarro@mobilechamber.com

Reservations required.

Sponsors:



18 EXECUTIVE ROUNDTABLE **Members Only*

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

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

Speaker: Marcus Neto, owner, Blue Fish Design Studio LLC

Topic: The ABCs of Google Analytics – What It's Telling You About Your Website

Contact: Brenda Rembert at 251-431-8607

or brembert@mobilechamber.com

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

Sponsor:



19 NONPROFIT ROUNDTABLE **Members Only*

A bi-monthly forum for Chamber member nonprofit executives and managers.

When & Where: 8:30 to 9:30 a.m. - Mobile Area Chamber, 451 Government St.

Topic: Build Your Marketing Toolkit: Marketing Techniques for Small Business and Nonprofit Growth

Speaker: Kathryn Cariglino, NGU Consulting

Contact: Kelly Navarro at 251-431-8638

or knavarro@mobilechamber.com

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

20 BUSINESS AFTER HOURS

When & Where: 5:30 to 7 p.m. - WKRG-TV, 555 Broadcast Dr.

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

Contact: Kelly Navarro at 251-431-8638

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Reservations are not needed.

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Who's New



Matthews



Willis

Burr & Forman LLP announced **Jason B. Nimmer** has rejoined the firm and **Warren C. Matthews** and **Kathryn M. Willis** were named firm partners. Matthews earned a bachelor's degree in corporate finance and investments from The University of Alabama, a law degree from Vanderbilt University and a master's in taxation from New York University. Willis earned a bachelor's degree in finance from The University of Alabama and a law degree from the University of Georgia. Nimmer returns to the firm after serving as legal director at ArcelorMittal and Nippon Steel &



Nimmer

Sumitomo Metal Corp. in Calvert. (formerly ThyssenKrupp Steel USA LLC). He earned a bachelor's degree in mechanical engineering from The University of Alabama at Birmingham and a law degree at Cumberland School of Law.



Horn



Stimpson



Dewberry

Gov. Robert Bentley appointed three new members to the **Alabama State Port Authority** board of directors: **Horace Horn** of **PowerSouth Energy** represents the central district; **Ben Stimpson** of **Scotch Gulf Lumber** represents the southern district; and **Daryl Dewberry** of District 20 of the **United Mine Workers of America International** to serve at-large. Each will serve a five-year term.



Craig



Baggett



Morrow



DeLong



Onalbayeva



Dennis



Erickson



Echevarria



O'Mally



Padgett



Adams



Coggin



Counselman



Harvill

The **University of Mobile** welcomed 14 new faculty members for the 2014-15 academic year. **Dr. Randy Craig** is an associate professor of biology; **Dr. Lesley Baggett** and **Rebekah Morrow** are assistant professors of biology; **Dr. Lori DeLong** is associate professor

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of human performance and exercise science; Dr. Kadisha Onalbayeva is associate professor of music; Karen Dennis and Dr. Cynthia Erickson are assistant professors of education; Dr. Miguel Echevarria is an assistant professor of Christian ministries; Dr. Jamie O'Mally is assistant professor of psychology; Dr. Jeremy Padgett is assistant professor of communication. James Adams is a mathematics instructor; Amanda Coggin is a nursing instructor; Rachael Counselman is an English instructor; and Jamie Harvill is worship leadership artist-in-residence.

Robin Tankersley joined Mobile Lumber's Coast Design Kitchen & Bath as a kitchen designer. She has more than 27 years of experience in home, kitchen and interior design.



Tankersley

Business Endeavors

Bodies by Cindy Health and Fitness Center recently expanded to an 8,000-square-foot facility at 4674 Airport Blvd.

Threaded Fasteners renovated its 81,000-square-foot corporate headquarters and national distribution facility on a 4.5 acre site in Crichton.

A new research center for the Alabama Marine Mammal Stranding Network at the **Dauphin Island Sea Lab** is underway and will open next year. The sea lab partners with various entities in responding to stranded manatees, dolphins and whales in the central Gulf Coast region.

The **Mobile Sports Authority** and **Mobile Bay Convention & Visitors Bureau** jointly announced Mobile County was awarded the 2015 Fishers of Men Southeast Region District 1 Championship. Scheduled for fall 2015, the bass tournament will be held on the Mobile-Tensaw River Delta and is expected to draw 150 to 200 anglers.

Wetumpka-based **Information Transport Solutions** was awarded the networking contract for **Airbus A320 Family Assembly Line** under construction. The Mobile office will manage the work.

Continental Motors Group announced **Aerodynamics Malaga S.L.**, a leading Spanish flight training school, will retrofit 16 aircraft with the state-of-the-art Continental Diesel jet fuel piston engine.

ServisFirst Bank recently opened its second area banking center at 4400 Old Shell Rd. in Spring Hill. For more information, call 251-694-9494.

Alabama Power launched a shorelines website and app to provide customers and lake-goers new ways to learn about their lakes and conditions. The digital platform includes a smartphone app, website, mobile site, personalized email communication, social media and a blog. The website can be accessed at **APCShorelines.com** and the app, titled **Shorelines**, can be downloaded for Apple and Android devices.

Providence Hospital announced two developments in the treatment of diabetic retinopathy, the leading cause of legal blindness among working-age adults: IRIS screening technology, noninvasive and diagnosis early detection; and small-incision retinal surgery, which improves the ability to treat severe diabetic retinopathy.

Well Done

Blake Ethredge, a senior accountant with **Wilkins Miller Hieronymus**, earned a certified fraud examiner (CFE) designation.



Ethredge

Mississippi-Alabama Sea Grant Consortium Director **LaDon Swann** was selected to serve on the Ocean Research Advisory Panel. The panel advises the National Ocean Research Leadership Council and provides independent recommendations about ocean research and related issues to the federal government.



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Just right for you



Mobile County Commissioner **Merceria Ludgood**, representing District 1, was elected president of the Association of County Commissions of Alabama. The statewide association that represents the interests of county government before state and federal organizations and agencies.



Ludgood

which the magazine considers to be the most important segment of the economy.

Community News

Bishop State Community College received an \$89,786.90 donation from Ingalls Shipbuilding division toward the purchase of 20 welding machines and wire feeder boxes to support Ingalls' pre-employment program at Bishop State.

Chicken Salad Chick, a fast-casual restaurant, recently launched the Chicken Salad Chick Foundation, a partnership with the American Cancer Society to find a cure and help those affected by the disease, and also focus efforts on ending hunger in America.

Four Alabama 2014 Torchbearer Schools – high-performing public schools in high poverty areas– are in Mobile County. They are: Anna F. Booth Elementary, George Hall Elementary, St. Elmo Elementary and Wilmer Elementary.

Springhill Medical Center is one of the four recipients out of 700 Revenue Cycle Solutions members to receive the 2014 RCS Achievement Award. It honors institutional leadership initiatives to improve financial sustainability and make significant financial performance improvements.

Mobile-based **FlexCrew Staffing** made *Inc.* magazine's 5000 ranking of America's fastest growing private companies. The list represents a comprehensive look at America's independent-minded entrepreneurs,

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Mobile Area Chamber

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.



The Mobile Area Chamber was awarded a five-star rating by the U.S. Chamber of Commerce, the highest designation given. Of the 6,936 chambers in the U.S., only 301 are accredited, and of those only 43 have achieved five-star distinction. The Mobile Area Chamber has been accredited by the U.S. Chamber since the designation's inception more than 40 years ago.

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