

Mobile Area Chamber of Commerce

AUGUST 2015

the businessVIEW

Aerospace

Announcements Dominate

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From the Publisher - Bill Sisson

Why the Chamber's Board of Advisors is Invaluable

We are thrilled to highlight the members of our board of advisors in this issue. (You'll find a complete list on pages 15-30.) Advisors enjoy enhanced benefits of membership and opportunities to build relationships with a broad base of influential business and community leaders at meetings and events held throughout the year. They also serve as a platform for input on issues affecting their businesses, and receive a high level of recognition for their companies.

It may surprise you to know that 40 percent of our advisors represent companies with 25 or fewer employees. Peer-to-peer interaction with other advisors who are leading small, medium-sized and large businesses creates opportunity for both professional and personal growth.



The advisors are also an important asset to the Mobile Area Chamber. In addition to spring, summer and fall events arranged for them, they have an opportunity to attend one of four quarterly breakfasts to meet with the Chamber's volunteer leadership and senior staff.

The limited size of these breakfasts allows discussion about what the economy looks like from their perspective and how the Chamber might help address some of their challenges. This input is valuable to our programming, and helps us keep a pulse on our members' needs.

Please take the time to read through the current list of our advisors in this issue. If your company is not involved and would like to be, see page 15 to find out how to participate.

ON THE COVER Chalkable positions itself as a one-stop resource for school administrators, teachers and students with new products and company acquisitions. The company has customers in all 50 states and holds the contract for all public schools in Alabama. Read more about this made in Mobile business on pages 8-9. Pictured are Ruby McCullough, company president, and Derek Dunaway, CEO, in the company's headquarters at the University of South Alabama's Technology and Research Park. *Photo by Jeff Tesney*



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Publisher William B. Sisson
Executive Editor Leigh Perry-Herdon
Managing Editor Jennifer Jenkins
Copy Editor Michelle Irvin

Additional Writers and Editors
Harley Boykin, Ashley Horn,
Susan Rak-Blanchard, Carolyn Wilson

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

There was good news for Mobile before and during the Paris Air Show in June. Details about four aerospace-related economic development announcements are on the following three pages.

Mobile Area Chamber representatives were part of an Alabama delegation aiming to woo additional aerospace companies to the region. In addition, the Chamber had seven interviews with international media to sell Mobile's economic story – including and beyond Airbus and the aerospace sector.

Hutchinson to Open in Mobile Aeroplex at Brookley

During the Paris Air Show in June, Hutchinson Corp. announced its intent to open an Aerospace Manufacturing Center of Excellence (COE) at Mobile Aeroplex at Brookley. The center is being designed to meet the needs of the region's burgeoning aerospace industry, including the Airbus U.S. Manufacturing Facility.

"Establishing a manufacturing Center of Excellence in close proximity to the new Airbus facility in Mobile clearly enhances Hutchinson's position as a major player in the aerospace industry in North America – and will enable robust support to the long list of US-based Aerospace customers," said **Cedric Duclos**, president and CEO of Hutchinson North America.

A Paris-headquartered company with its U.S. base in Los Angeles, Hutchinson employs more than 6,800 personnel at 33 sites worldwide. The company has four business lines operating in various industries such as aerospace, defense, automotive, truck and railway operations.

Company officials indicated they will open the COE with a "last-minute shop" to support the Airbus facility, a Federal Aviation Administration (FAA) 145 Repair Center and a service center with a focus on final delivery of thermal acoustic insulation systems.



In June, Hutchinson Aerospace executives traveled to Mobile to show members of Team Mobile the company's new space at Mobile Aeroplex.


Operations are expected to start in the third quarter 2015 and will be located at 1805 6th St. in the Aeroplex. Once fully operational, the company is expected to employ 160-200 people in Mobile.


"Hutchinson Aerospace is precisely the type of Tier 1 supplier we work hard to recruit. The company's name, reputation and capabilities further expands Mobile's ability to service aerospace as well as

other industry sectors," said **Troy Wayman**, vice president of economic development for the Mobile Area Chamber.

Over the next five years Hutchinson projects significant growth in Mobile, adding increased production; assembly; maintenance repair and overhaul (MRO); and service operations.

Its product offerings include a broad array of products directed at improving customer comfort and safety, including

advanced material solutions, vibration/shock controls, acoustic and thermal systems, fluid transfer systems, and unique sealing applications. 

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

Airbus Suppliers Expand Presence in Mobile

MAAS Aviation

During the Paris Air Show, the Mobile Airport Authority (MAA) announced two companies are gearing up to support the Airbus U.S. Manufacturing Facility.

MAAS Aviation, headquartered in Dublin, Ireland, will construct a \$39 million twin bay paint facility at Mobile Aeroplex at Brookley and create 80 jobs. Company officials say the new project will focus on the commercial maintenance, repair and overhaul (MRO) market in the Americas.

Construction is set to begin this fall, with the first aircraft expected to be painted in October 2016.

"This facility represents a new capability not only for the Aeroplex (referring to VT MAE and Continental Motors Services), but for the broader Southeastern region. The growth of our new

aircraft assembly cluster dovetails with our existing MRO cluster creating one mutually complimentary ecosystem," said **Roger Wehner**, executive director of MAA.

Messier-Bugatti-Dowty

An industry leader in aircraft landing and braking systems, Messier-Bugatti-Dowty, a Safran Company, is set to open a new office and workshop this summer at the Aeroplex.

"Messier-Bugatti-Dowty is proud to join Airbus in Mobile and to contribute to single-aisle aircraft assembly in Alabama," said **Vincent Mascré**, CEO of Messier-Bugatti-Dowty.

Mobile Mayor **Sandy Stimpson** said, "Our skilled workforce and strategic location are incredible assets for companies looking to grow in the aerospace industry, and we



In June, Team Mobile participated in the Paris Air Show. While there several aerospace announcements were made.

are grateful to Messier-Bugatti-Dowty for making this investment at the Brookley Aeroplex."

The company will be housed in the existing Safran building at Mobile Aeroplex.

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Mobile-based Star Aviation is making investments in new equipment and a new building that will more than double the current space. A small group of employees are pictured next to a computer numerical controlled machine that can mill a single component as large as 6.5 feet by 13.5 feet.

Star Aviation

Expanding at Mobile Aeroplex

Locally-headquartered Star Aviation announced it will expand its facility at Mobile Aeroplex at Brookley and hire between 20 and 50 additional employees over the next two years to keep up with its growing workload.

"This growth is outside of Airbus," says **Johnny Wacker**, Star Aviation's executive director and a company partner, who announced the company's manufacturing division expects to break ground in the next few weeks on a new 24,000-square-foot facility, adjacent to the company's principal office. The estimated completion date is year-end 2015.

Currently, the company has 18,000 square feet, but double-digit growth over the last five years is being driven by the data explosion. He adds that, the company will look at retaining all or part of the existing building at 2150 Michigan Ave., based on the company's anticipated work.

"We have been able to weather the storms when there was an industry downturn, and have worked to position ourselves to be ready for the resurgence, which we are now experiencing. As a local-born company, we are proud that we are able to be part of this evolution, and able to expand our business and job offerings," says Wacker.

"Star Aviation is a great example of local existing industry growth in the aerospace sector. With their capabilities, ingenuity, commitment and history in our region, Star serves as a shining example of Mobile's long standing success in aviation," says **Troy Wayman**, the Mobile Area Chamber's vice president of economic development.

The 16-year-old, privately-held company specializes in aircraft engineering, certification, manufacturing and technical services, primarily supporting commercial passenger aircraft

modifications that consist of components needed for aftermarket systems and equipment. A current example is on-board Internet connectivity.


"Over the years we have built a solid manufacturing foundation within the aviation industry, and the expansion will allow us the opportunity to further capitalize on the strong industrial resources and skilled workforce in the Mobile area. These are exciting times in Mobile for aviation, and this expansion will give Star the needed bandwidth to accommodate existing customer growing demands as well as attract new customers worldwide," says **Gordon Smart**, vice president of business development at Star.

The facility will have a more efficient design for manufacturing and room for several new pieces of equipment.

Once the parts are built and engineering is complete, the clients' maintenance repair and

overhaul vendor will do the actual installation.

"In addition to the new facility, Star Aviation is expanding our machining capabilities this year by adding one of the largest travel bridge mills on the Gulf Coast, with production to begin this summer. We already have immediate orders for large aircraft antenna adapter plates, which are to be delivered this year. We are bidding additional work for numerous customers including Airbus and The Boeing Co. Once production begins, we'll be adding machinists and fabricators to our staff, and expanding our quality assurance department to bring in-house capabilities that we are currently outsourcing out-of-state," says **Jeff Osborn**, Star's vice president of manufacturing.

Currently, the company employs 130 people with 85 in Mobile and 45 in Seattle. 

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Chalkable Has New Name, But Doesn't Erase its Past

Photo by Jeff Tesney

Company President Ruby McCullough and CEO Derek Dunaway say they keep Chalkable's direction focused on ways to impact student learning. The Mobile-headquartered company develops and markets educational software and web resources to help administrators, teachers, parents and students.

Touch screen generation. Digital natives. There's no denying that this group – and the two ahead of them – has never known a world without the conveniences of technology.

So it made smart business sense when a Mobile-headquartered company known for its education data management systems further expanded its products and rebranded to continue to meet the needs of its changing customer base.

Earlier this year, STI (Software Technology Inc.) changed its name to Chalkable, borrowed from a company purchased in 2013 by the same name and known for its education app store of web-based learning tools.

The announcement follows three strategic company acquisitions, several product developments and new management hires.

In September 2013, the company named a high-profile technology consultant, **Derek Dunaway**, as CEO, to lead the new approaches the company was destined to take. At the same time, **Chris Stasi**, also an industry veteran, was named COO.

With 30-year veteran employee **Ruby McCullough** as president, company leaders felt Chalkable was poised to not only retain its market share, but expand it.

After adding Chalkable to its portfolio in December 2013, the company bought Learning Earnings, a student incentive program, and Spiral Universe, a private school student information system offered in five languages, both in June 2014.

Since the company was founded in 1982 by **David Moscow**, a University of South Alabama professor, and **Steve Olensky**, who owned Olensky Brothers Computers, it has grown through innovation and acquisitions. McCullough was the one of the first employees hired. Her responsibility was to increase sales.

Today, Chalkable has 135 employees with 85 in Mobile and more than 24,000 square feet in Technology and Research Park at the

University of South Alabama. The company is a leader in its industry with a client base of more than 5,000 schools representing all 50 states, including all the public schools in the state of Alabama.

In addition to administration resources that help with reporting to the state and federal governments or a bird's eye view of student performance grade by grade, programs help teachers manage their daily tasks, create lesson plans, track student progress and influence student behavior.

Now educators can look at a snapshot of their entire class or an individual student profile that includes his or her class rank, attendance, discipline incidences and grade average.

Now there's no need for teachers to carry around their blue grade book or manually average dozens of students grades each quarter. Educators can look at a snapshot of their entire class or an individual student profile that includes his or her class rank, attendance, discipline incidences and grade average.

In addition to administrative functions, such as tracking student attendance and grades, Chalkable offers resources to help administrators report statistics to state and federal governments, allow teachers to create lesson plans, help parents track how their children are performing in school, and give students the tools they need to practice and improve on with practice tests.



It used to be that parents would learn how their children were really doing in school when report cards were sent home. With the access offered by Chalkable's programs, parents can log in every day to see their children's grades, homework assignments and more, in real time and starting as early as kindergarten.

"The passion we have here is to impact student learning," says Dunaway.

Students can also see their grades, and have access to practice quizzes and recommended apps to learn more in an area where they are struggling or wanting to improve.

What makes Chalkable stand out from the competition, say Dunaway and McCullough,

is the comprehensive student achievement platform accessed through one single log in. That's not to say there isn't competition, but few, if any, can offer the range of programs Chalkable does with integrated access, adds Dunaway.

In April, the company introduced Chalkable Café, created to simplify food service management for school and district staff and to give parents the ability to see school menu options, their child's food purchases and make online payments.

"Health and nutrition cannot be overlooked as critical elements that impact student achievement, and Chalkable has simplified the ability for schools to track,

monitor and involve parents in their students' school dining experience," says Dunaway.

"Our history is a data company," Dunaway says. "We understand that it's what you do with the data that counts."

McCullough explains, "Data is what tracks graduation rates, and identifies triggers that give educators early warning signs that a student needs help. It's one thing to say I believe, but data backs it up."

And the results, says McCullough, are clear: "These programs are helping teachers reduce the number of failing grades, increasing attendance and reducing discipline problems."



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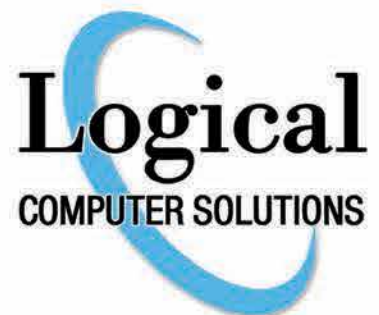
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Everything at Domke Market Has Deb's 'Stamp of Approval'

After three years in business, Deb Domke says her specialty wine and beer shop is grown up. The next obvious step was to expand and find a more prominent location. In June, Domke Market relocated to Schillinger Road in west Mobile and doubled in size. Deb is pictured with her husband, Phil, who she also refers to as her financial and product advisor.

Deb Domke and her husband **Phil** have always had a passion for good wine and good food. In fact, she used to spend her lunch hours perusing the wine aisles at local grocery stores and looking at gourmet foods.

After a diverse career as a television journalist, mall marketing director and bank branch manager, she decided she would cross off one item on her bucket list and open her own store. On June 1, 2012, she opened Domke Market, featuring wine, beer and gourmet food in west Mobile.

Three years later, the store nearly doubled its size in a new location at 720 S. Schillinger Rd. in Mobile across from Home Depot. Domke has been the sole employee, with her mom helping

out during the holiday season. At the new store, she is adding part-time employees.

Domke Market, the Mobile Area Chamber's Small Business of the Month, is also known for its gift selections and custom gift baskets and recently added clothing and jewelry lines to the mix.

The market features a variety of wines from Italy, France and the United States, and even a local wine made in Baldwin County. Gourmet food items include local and regional dips, sauces and salsas, with a few items branded under the market's name.

The products in her store are those she found during travels or from customers who bring in labels. "If you listen to your

customers, they will tell you what they want," she says.

She is working to add more local items for visitors to Mobile, but she says those items will still meet her standards. "I feel like if it's in my store, I put my stamp of approval on it."

Domke grew her business with regular wine and beer tastings, and by maximizing social media. She credits her customers for their word-of-mouth promotion.

What she says makes her business unique is the personalized service. Domke says, "Anyone can go and pick out a bottle of wine. At Domke Market, we know our customers. We know their likes and their dislikes, and that gives it a personal touch."

In May, the Mobile Area Chamber partnered with Domke Market to host one of its CashMob events to promote buying local. "We gained a lot of exposure from the CashMob. Even our regular customers were impressed that the Chamber would support a small business in west Mobile," she says.

Domke Market is open Monday through Wednesday, 10 a.m. to 7 p.m. and Thursday through Saturday, 10 a.m. to 9 p.m.

The new phone number is 251-287-1851.

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Making the Most of Business Expos and Trade Shows



By: Meaghan Chitwood, executive director of BNI Alabama

Business expos and trade shows are prime opportunities to network and gain visibility with the businesses in the community. Here are three suggestions to help exhibitors gain valuable connections and maximize their investment.

1. Meet the attendees.

Expos and trade shows offer a great opportunity for making new and valuable connections. Attendees come prepared to give away their contact information in hopes of winning fabulous prizes. One of the biggest mistakes exhibitors make is advertising giveaways that anyone in the world would want (i.e. iPads, trips, etc.). This encourages everyone to give their information. You aren't looking for quantity; you are looking for quality contacts.

To make the most of your trade show opportunity, you want to create a frenzy over something your target prospect or referral partner would want. If you are a business consultant, give away a business analysis. If you provide skin care, give away a skin care regimen. Now you are collecting information from people who are worth the follow-up.

2. Meet the exhibitors.

Think of an expo like shooting fish in a barrel. Every business that is looking to connect with the community is there. This is the only networking event of the year in which the RSVP list is advertised. Figure out who you want to meet and go find them.

As an exhibitor wanting to make the rounds, you'll need a partner (or three) exhibiting with you. If you are a one-person show, ask customers or referral partners who are very familiar with your product or service to hold down the fort so you can meet the other exhibitors.

3. Follow up. Expos are not a chance to close a deal, but taking the first step down the long, profitable road of mutual benefit. You must approach these events to learn as much as you can about the people you meet, instead of trying to tell them all about you.

Of course, all of this is worthless if you don't engage in the critical follow-up process after the event. For those hot prospects, use a worksheet known as the "GAINS Exchange" from the book *Business by Referral* by Dr. Ivan Misner and Robert Davis. Share this form with a new contact so you can learn about each other's goals, achievements, interests, networks and skills. After one session, you and your new contact are ready to begin building each other's business with referrals.

Keep these points in mind when you have the chance to attend a trade show, and you'll make the most of a great opportunity.

Meaghan Chitwood is the executive director of BNI Alabama and founder of the \$50,000 Club: How to Make \$50,000 or More from Networking Alone. She can be reached at meg@bnialabama.com

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The board of advisors represents many of the Mobile Area Chamber's most generous supporters and provides member company CEOs, owners and principals an avenue for valuable input on critical Chamber and community issues. This group meets three times a year at various locations, hearing business and governmental leaders and other speakers address pertinent issues. In addition, the group receives invitations to other events for Chamber leadership. This list is current as of June 16.



For information on joining the board of advisors, contact Katrina Dewrell at 251-431-8611 or kdewrell@mobilechamber.com.

The ★ symbol indicates those whose companies are also investors in Partners for Growth, the Chamber's long-term economic and community development program.



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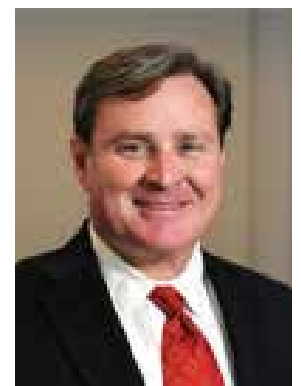
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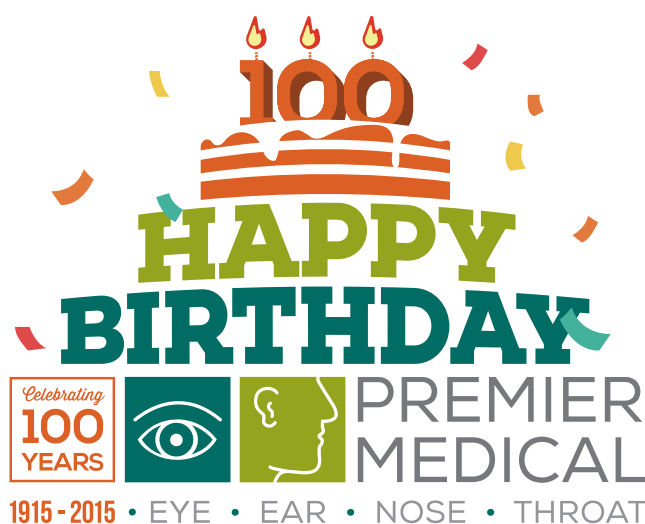


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Updated 6/16/2015



Experts in special hazards, suppression, fire protection systems and fire safety, The Hiller Companies employees include (seated) Angela Smith, Julie Stanley, Shelley Tolbert. Standing (from left to right) Duncan Greenwood, Brandi Denmark, Stuart Jacobs, Jorda Elliot, Claude Warren, Patrick Lynch, John Cocke, John Mackey, Robert Hunter and Becky Baggett.

The Hiller Companies

Company officials: Patrick Lynch, CEO and president; Duncan Greenwood, chairman; John Cocke, senior vice president sales and marketing; and Claude Warren, chief financial officer

Years in business: 96

Brief company description: The Hiller Companies designs, manufactures, installs and services fire protection systems around the world for maritime, commercial and industrial markets.

Why are you located in Mobile?

"Our headquarters was established in Mobile long ago, primarily because it is centrally located along the Gulf Coast, which enables better access to our offices and customers from Florida to Texas," said Lynch.

Why do you support the Mobile Area Chamber of Commerce's Partners for Growth initiative? "The jobs and capital investment created as a result of this initiative are significant over the years, which has a positive impact on our

community and the families within our community," said Lynch.

What do you see as Mobile's greatest potential?

"One of Mobile's greatest assets is the business-friendly environment here," said Lynch. "There are some big businesses moving into this area, because they recognize this city's potential for growth. This type of momentum is really important for Mobile and something that we need to leverage and build on."

Length of continuous Chamber membership: Since 2007



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.

Trade Sponsors Ex-Im Forum

The Chamber's trade division sponsored and assisted U.S. Rep. Bradley Byrne's office in hosting U.S. Chairman and President Fred P. Hochberg of the Export-Import (Ex-Im) Bank for a Small Business Global Access Exporter Forum. Ninety-three people attended the event, where Hochberg presented on "Global Outreach for U.S. Small Business Exports," followed by a panel discussion on available local, state and federal resources.

OffshoreAlabama.com Has Presence at OTC

In May, the Offshore Technology Conference, the largest global trade show in the oil and gas industry, was held in Houston. For the fourth consecutive year, Mobile had a strong presence. Thirty-two representatives from OffshoreAlabama.com, the Chamber's effort to promote the oil and gas industry sector, collaborated to

have a large booth. In addition to many appointments and hours networking with existing and potential customers and suppliers, OffshoreAlabama.com and its 13 co-exhibitors promoted the Mobile area's capabilities and infrastructure and boosted the state's presence.

Extensive Training for Disadvantaged Business Enterprises

Recently, the Minority Business Development Agency (MBDA) Mobile, a program of the Chamber, held an extensive eight-hour Disadvantaged Business Enterprise (DBE) seminar on "Doing Business with Government Enterprises," sponsored by the Alabama Department of Transportation. The seminar was expressly for businesses seeking or bearing the DBE certification status who want to learn how to do business with governmental agencies. More than 45 people attended this seminar.

Raising Money – Having Fun

In June, several Chamber staffers partnered with their spouses, friends and other Chamber members to have a Mobile Area Chamber of Commerce team (called Dragon Up the Rear) in the Fuse Project's Dragon Boat Race. The annual event, held at Five Rivers Delta Resource Center, raised more than \$150,000 to support several education projects in Mobile and Baldwin counties. Of the teams participating, 32 were Chamber-member businesses.

Chamber Names New Ambassadors

Several Chamber members were named ambassadors. This group of professionals assists the staff with event registration, member visits and attending ribbon cuttings. New members are: Debbie Hunter, The Retreat at Schillinger, and Phillip Moore, AHI Properties. To learn more about this group and how to

join it, contact **Dawn Rencher** at 251-431-8649 or drencher@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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Leaders Exchange in NOLA



In June, the Mobile Area Chamber took 85 community and business leaders and elected officials to New Orleans. Leaders Exchange participants learned about NOLA's efforts in entrepreneurship, city parks, charter schools and higher education.



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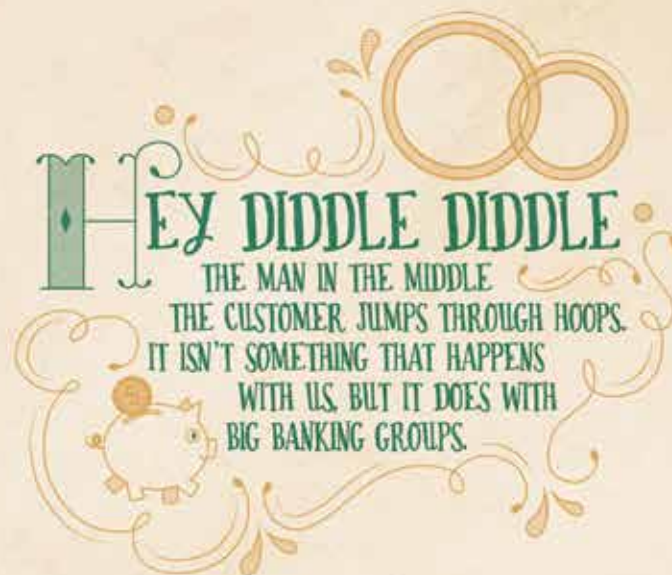
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AMBASSADOR of the month



Photo by Jeff Tesney

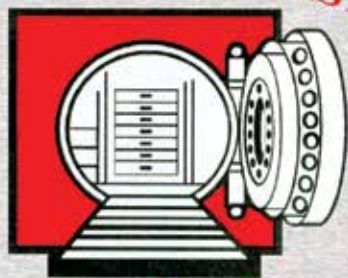
Peggy Folz says she is enjoying her role as an ambassador. The benefits, she adds, are "meeting other small business owners, seeing Mobile evolve and the comradery with the other ambassadors." She joined the group three years ago, when she previously owned BatteriesPlus. Folz, the Chamber's Ambassador of the Month, recently sold her business and is co-owner of a new venture, BriFolz Enterprises LLC.

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.

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Emily Jerkins Joins Chamber as Project Coordinator

As a senior at the University of South Alabama, **Emily Jerkins** worked at the Mobile Area Chamber as an intern in the Economic Development department earlier this year. In May, she graduated with a bachelor's degree in business administration with a major in economics/finance and joined the staff full-time.

Jerkins is the Chamber's project coordinator in Economic Development. She will have direct project and program responsibilities in support of new business development, workforce development and business retention and expansion efforts.



"We are pleased to have Emily Jerkins join our team. During her internship in our department, she proved her skills match the demands of the project coordinator position and is already

excelling," said **Troy Wayman**, vice president of Economic Development. "I like that the Chamber is a team-oriented family environment, and everyone is always helpful," Jerkins said. "I'm proud to be a part of an organization that provides such valuable services to the Mobile area."

Jerkins can be reached at 251-431-8602 or ejerkins@mobilechamber.com.

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

7&28 INTERNATIONAL TRADE LEADERSHIP SERIES INTERNATIONAL TRANSPORTATION & LOGISTICS (8/7) AND INTERNATIONAL LEGAL ISSUES: CONTRACTS & AGREEMENTS (8/28)

The Mobile Area Chamber, in coordination with the Alabama District Export Council, the Alabama International Trade Center and the U.S. Commercial Service, presents this in-depth certification program to advance international business skills for Alabama companies.

When: 8:30 a.m. to 12:30 p.m.

Where: Chamber, 451 Government St.

Cost: \$35

Contact: Christina Stimpson at 251-431-8648
or cstimpson@mobilechamber.com

Reservations required. Free parking.

12 COFFEE WITH THE CHAMBER **Members Only*

Start your day with the Chamber and network with other business professionals.

When: 7:30 to 8:30 a.m.

Where: University of South Alabama Student Center,
The Terrace Room

Contact: Alison Unger at 251-431-8617 or
aunger@mobilechamber.com

No charge. Reservations are not needed.

Sponsor: 

12 GCTC LUNCH

A bimonthly lunch hosted by the Gulf Coast Technology Council.

When: 11:30 a.m. to 1 p.m.

Where: Chamber, 451 Government St.

Speaker: Chris Morton, MCG Business Solutions

Topic: "Mobile Device Management"

Cost: \$20 for Chamber members and \$25 for potential members

Contact: Emily Jerkins at 251-431-8602
or ejerkins@mobilechamber.com

Reservations required. Cancellations after Aug. 7 not
reimbursed to cover lunch cost.

Sponsor: 

18 EXECUTIVE ROUNDTABLE **Members Only*

A monthly forum for Chamber-member business owners
and managers.

When: 8 to 9 a.m.

Where: Chamber, 451 Government St.

Speaker: Mel Washington, director, Alabama Small
Business Development Center

Topic: "Business Continuity – Planning For Potential Disaster"

Contact: Brenda Rembert at 251-431-8607 or
brembert@mobilechamber.com

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

Sponsor:  **BancorpSouth**

19 WOMEN'S ROUNDTABLE **Members Only*

A bimonthly forum exclusively for women business owners
and managers.

When: 8 to 9 a.m.

Where: Chamber, 451 Government St.

Speaker: Dr. Elias Chalhoub

Topic: "Attention Deficit Disorder"

Contact: Alison Unger at 251-431-8617 or
aunger@mobilechamber.com

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

Sponsor: 

27 BUSINESS EXPO LUNCHEON

When: 11:30 a.m. to 1 p.m.

Where: Arthur R. Outlaw Mobile Convention Center

Speaker: The Mobile Area Chamber's 2015 Outstanding
Entrepreneur **Ralph A. Hargrove**, president, Hargrove
Engineers + Constructors

Cost: \$35 for Chamber members and \$40
for potential members

Contact: Brenda Rembert at 251-431-8607 or
brembert@mobilechamber.com

Reservations required by Aug. 22.

Sponsor:  **Aker Solutions**

27 BUSINESS EXPO *See pages 12-13 for more information.*

When: Noon to 5 p.m.

Where: Arthur R. Outlaw Mobile Convention Center
– Exhibit Hall

Cost: \$5 general admission

Contact: Dawn Rencher at 251-431-8649 or
drencher@mobilechamber.com

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Alabama Department of Commerce – Office of Small
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and Community Affairs – Office of Minority Business
Enterprise, Lagniappe, Lamar Advertising Co. of
Mobile, WAVH-FM Talk 106.5, WKRG-TV,

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Credit Union, SouthTel Voice & Data

Who's New



Swoboda



Brewer



Mathers



Beasley

GulfQuest maritime museum has filled key positions on its administrative team. **Traci Swoboda** is director of volunteer services and has a bachelor's degree in English from Florida State University; **Diana Brewer**, director of marketing and public relations, has a bachelor's degree in communication from the University of South Alabama; **Gin Mathers**, art director, has a bachelor's degree in advertising

from The University of Alabama; and **Mike Beasley**, development director, has a liberal arts degree from Bennington College in Vermont.

*

Mary Benjamin is the new branch manager for **Long's Human Resource Services** in Mobile. Benjamin brings more than 15 years of experience in the areas of recruiting, management, organizational development and training.



Benjamin Benjamin brings more than 15 years of experience in the areas of recruiting, management, organizational development and training.

*

The city of Mobile announced four newly promoted captains at the Mobile Fire-Rescue Department: **Michael Chestang**, **Steven McEvoy**, **Chad Sprinkle** and **Jon Wilson**. All four were previously drivers for the department and have worked for the department for more than 10 years.



Hussey Jones



Bookout



Huismann



Vigor



Kilpatrick



Allegri



Williams



Henson

Berkshire Hathaway HomeServices Cooper & Co. Inc. REALTORS welcomed back associate broker **Sheri Hussey Jones** and added new associates **Ann Bookout**, **Maria Huismann**, **Cricket Vigor**, **Kathy Kilpatrick**, **Mike Allegri**, **Loretta Williams** and **Jessica Henson**.

*



Cash



Fox

Wilkins Miller accounting and advisory firm, welcomed **Carley Cash**, **Simon Fox** and **Lindsay Taylor** as accountants. Cash graduated from the University of South Alabama with a bachelor's degree in accounting. Fox graduated from The University



Taylor

of Alabama with a bachelor's degree in commerce and business administration. Taylor graduated from the University of Mobile with a master's degree in business administration and a bachelor's degree in accounting.

*

Sara Polansky joined **Willis of Alabama Inc.** She has more than 14 years of experience in personal and commercial insurance and serves as an ambassador with the Mobile Area Chamber.



Polansky

*

The **University of Mobile** announced the following promotions: **Barbara Brousseau**, assistant professor of French; **Dr. Stephen Schuler**, associate professor of English; **Dr. Joyce Woodbum**, associate professor of education; **Dr. Patrick Jacobs**, professor of music/voice; and **Jenelle McElroy**, assistant professor of nursing.

*



Gordon



Webb

Servis1st Bank promoted **Chandler Gordon** to credit analyst. Gordon earned a bachelor's degree in accounting from The University of Alabama and a master's in accounting from the University of South Alabama. She is also a certified public accountant.

In addition, **Faith Webb** was promoted to executive assistant-officer. She has 37 years of experience in the commercial real estate.

*

Kim Cain joined **TAG/The Architect Group Inc.** as financial manager. Cain has more than 35 years of experience in the accounting, tax and financial field and received a bachelor's degree in accounting from the University of South Alabama.

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USS
ALABAMA
Battleship
Memorial Park
named **Rhonda
P. Davis** as the
director of sales
and marketing.



Davis
Davis, a former Miss USS
ALABAMA, previously was
executive director of the Historic
Mobile Preservation Society.

Business Endeavors

The **Gulf Coast Exploreum
Science Center** and the city of
Mobile reached an agreement to
transfer ownership of its
privately funded building from
the nonprofit organization to
the city.

Previously, the city owned
the land and now has the \$15
million asset in return for a
favorable lease. The new lease
frees up the Exploreum's short-
term capital funds and enables
the organization to invest more
in education, family events and
exhibitions.

Volkert Inc. engineering
firm was awarded the Alabama
Gulf State Park construction
management and environmental
compliance contract to restore
the park. The \$85.5 million
project, funded by BP, will
provide ecologically sensitive
enhancements to the 6,150-acre
Baldwin County park.

In addition, Volkert announced
it acquired the construction
engineering inspection division
of Texas-based Rodriguez
Transportation Group.

Virginia College in Mobile
launched a welding technician
program, and is the first Virginia
College campus in the country
with one. The 44-week program
started in June.

**United Way of Southwest
Alabama** approved more than
\$2.18 million annually in 2016
and 2017 to support local
programs and services addressing
key issues in the areas of health,
education, financial stability and
essentials. Program investments

are based on the recommendation
of volunteers and experts in
Clarke, Mobile and Washington
counties. For a list of programs
funded, visit uwsa.org.

The new **Zaxby's** restaurant
located at 6500 Cottage Hill Rd.
is open. The restaurant operates
10:30 a.m. to 9 p.m. Sunday
through Thursday and 10:30 a.m.
to 10 p.m. Friday and Saturday.


Well Done


Several agents of **Exit Realty
Lyon** received the company's
2014 Annual Awards by Exit
Realty Alabama. **Jimmy Wilder**
received the President's Circle
Sapphire Level award for
having closed 125 or more
transactions and the Silver
Level Award in Sales. **Lora
Parnell** was awarded the
Platinum Level in Sales and 3rd
Place Top Lister Award. **Jeanice
Durgin** received the Gold Level
Award in Sales. **Sharon King**
received the Silver Level Award
in Sales. Bronze Level Awards

in Sales went to **Cathy Coggin,
Sue Lyon, Shulanda Franks,
Corene Simmons** and **Jason
Glasscock**. **Jamie Cooper** was
given the Rookie of the Year
Award.

Dr. Kelly Dorgan, senior
marine scientist of **Dauphin
Island Sea Lab**, received the
prestigious National Academy
of Sciences Gulf Research
Program Early-Career Research
Fellowship. Dorgan is one of
five scientists who will receive
\$76,000 over two years to study
how worms, microalgae and
bacteria stabilize or destabilize
sediments against erosion.

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be one or two brief paragraphs.
Photos must be professional
headshots, labeled with the
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