

the **business**VIEW



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Retailers** this
Holiday Season



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From the Publisher - Bill Sisson

Population Shifts Will Provide Challenges and Opportunities

The inevitability of demographic change in North America, related to race-ethnicity and generational transition, will significantly affect chambers of commerce in the next decade and beyond. Our Chamber will be no different.

Over the next decade, we will continue to see the rapid growth of non-white, Hispanic and multi-racial populations across America and here at home, and this a good thing because it keeps our populations growing. It also protects our cities from the stagnant population growth seen in many highly developed economies, such as those in Europe.

Traditional geographic assumptions about race are being challenged as never before. For example, more than 26 percent of the population of affluent Fairfax County in Northern Virginia is foreign-born. Younger, college-educated African-Americans are moving to the South in



record numbers, and virtually all the black population growth in cities such as Atlanta and Charlotte has been in the suburbs of those cities. The same can and will happen here in Mobile.

Population shifts present new and challenging situations for membership organizations like chambers, which have been struggling to increase inclusiveness for decades. But chambers across the nation are still remarkably white and old. As the Association of Chamber of Commerce Executives' Horizon 2025 Report points out, building a future-focused chamber without an inclusion strategy would be, at best, unwise.

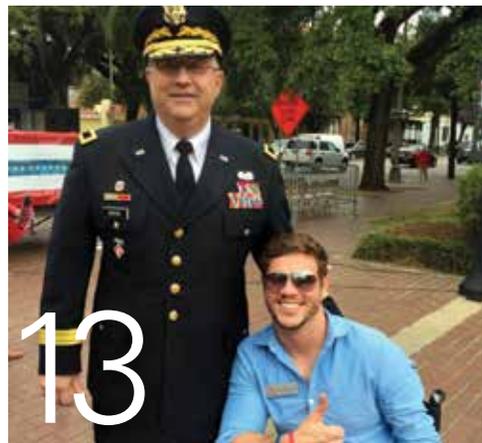
Another critical area of diversity will be a generational one. Consider that by 2025, millennials will makeup most of the workforce and most baby boomers will have left the workforce. It will be more and more important for our Chamber's programming, our staff and our board of directors to reflect the makeup of our community.

That's why I'm so proud of our board of directors, which represents our community well in its diversity: old and young, black and white, male and female – and these individuals represent organizations located within the city and outside the city. Our challenge over the next 10 years will be to take it even further, to make diversity and inclusion a complete part of our Chamber's DNA.

Population shifts will indeed occur, but through careful planning and willingness to change, our Chamber will be prepared to truly reflect our community.

ON THE COVER

The Mobile Area Chamber supports shopping local, as it has a net positive impact on city and county services. Pictured here are Jocelyn Phillips and Lavonne Lane with á la corks at 6808 Airport Blvd. The wine and gift shop will be the site for CashMOB on Nov. 14. Go to pg. 11 for details. Photo by Jeff Tesney.



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Make Plans to Attend Annual State of the Economy

Local business and industry leaders, backed by locally generated input and statistics, will give an insider's look into four key economic sectors at this year's State of the Economy.

The annual event, focusing on the 2018 local and national outlook, is set for Wednesday, Dec. 6, at the Battle House Renaissance Mobile Hotel and Spa, beginning at 10:30 a.m. Panelists will make presentations on Mobile's downtown development, distribution, information technology and shipbuilding sectors.

Last month, the Mobile Area Chamber surveyed its members asking for their

perspectives on Mobile's economy and their 2018 infrastructure investment and hiring plans. Those results, along with the luncheon speaker, will shape the day's program.

Following the morning panel, **Michael Brown**, vice president and economist for Wells Fargo Securities based in Charlotte, N.C., will discuss the national economy, including federal fiscal policy issues, the consumer sector and interest rates.

The forum is limited to 230 participants. The cost is \$60 for Chamber members and \$75 for potential members, and includes lunch. Table purchases are also available.

For more information, contact Katrina Dewrell at 251-431-8611 or kdewrell@mobilechamber.com. Register online at events.mobilechamber.com.

State of the Economy is presented by Wells Fargo and co-sponsored by AltaPointe Health Systems, Austal, E.J. Saad Law Firm, G.A. West & Company, Mobile Airport Authority, Signature Flight Support, Seabulk Towing and Willis Towers Watson. 

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



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DECEMBER 6, 2017

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PHOTO BY JOHNNY GWIN



The Grounds recently purchased acreage to expand agriculture programs and create a new entrance /exit for big events including the Greater Gulf State Fair.

The Grounds Expands Footprint

Just in Time for Greater Gulf State Fair

While it may be a stretch to say The Grounds' recent land purchase will make the Greater Gulf State Fair better, it is certainly relevant to say it will help you get to the food, rides and fun.

Late this summer, The Grounds announced it purchased 65 acres of land adjoining the existing property in west Mobile, expanding the fairgrounds from 96 acres to more than 150 acres. With it

comes a new entry point to The Grounds off Howells Ferry Road and plans to further develop year-round entertainment and the launch of additional agricultural programs.

The Greater Gulf State Fair is the property's largest event, drawing more than 100,000 attendees. This year's fair runs from Oct. 25 to Nov. 7 and features a superhero theme, 54 rides, the Nerveless Nocks motorcycle thrill show, camel rides and an interactive kids tractor pull display. There will also be meet-and-greets with PJ Mask, Paw Patrol and Marvel superheroes.

Executive Director **Josh Woods** challenged all of this year's food vendors to create a unique item and will hand out daily culinary awards. One treat to look forward to is rolled ice cream, made as you wait with your favorite toppings and rolled like a tamale.

Other noteworthy events include the Vintage Market, presented twice a year and featuring antiques and vintage items, and the Spring Fling and Funk Fest concert series.

The fair, along with the Alabama Deep Sea Fishing Rodeo and the Azalea Trail Maids, are projects of the Mobile Jaycees.

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The fair at The Grounds opens Oct. 25 and runs through Nov. 7.

Uniti Fiber Makes Mobile its HQ

Four months after Little Rock, Ark.-based Uniti Group announced it was acquiring Mobile-based Southern Light, the company chose Mobile as its division headquarters for Uniti Fiber.

Andy Newton will remain with the company, serving as the division's president of infrastructure and operation.

Company officials say the move makes sense "because our current high-fiber-count

networks are concentrated in the Southeast and because we have the highest concentration of resources in that area."

"Mobile is a thriving city with a tremendous amount of positive momentum," said Newton. "Locating the headquarters in Mobile is a reflection on the superior workforce and quality of life here, and we look forward to growing and contributing to the city's successes."

Uniti will also maintain staff in the Dallas and St. Petersburg, Fla., areas to support its outlying networks. The company is a leading data transport provider serving five states and 12 Southeast markets, spanning 4.8 million fiber strand miles.

The company has 300 employees and recently moved to seven floors in the RSA Trustmark Building.

How Deep Can the Harbor Go?

By this time next year, the Alabama State Port Authority should have a clearer understanding of exactly what new depths the Mobile harbor channel can support.

Judith Adams, vice president for marketing at the Alabama State Port Authority, said a final decision on whether the modernization efforts should proceed is not anticipated until late 2019, but the draft Supplemental Environmental Impact Statement (SEIS) will be completed by summer 2018.

The harbor currently boasts depths of 45 feet and a width of 400 feet with congressional authorization already granted to extend those dimensions to 55 feet and 550 feet respectively, but Adams said the port authority is about midway through a four-year, \$78 million joint study with the U.S. Army Corps of Engineers to determine what the harbor can actually support.

"If this project is successful – meaning it's permitted, funded and constructed – it will provide access to the larger ships

transiting today's global trade lanes. These larger ships provide economies of scale through much-needed capacity, but these ships rely on deeper and wider channels," Adams said.

The draft conducted in the summer of 2018 will study anticipated economic, engineering and environmental impacts, providing clear guidance on the harbor modernization efforts' optimum scope.

"There's no guarantee that any of those three will support a project that large. We just don't know yet. The study will find the optimum project parameters," Adams said.

In its current capacity, the Alabama State Port Authority supports more than 124,000 direct and indirect jobs and generates total annual economic value of \$19.4 billion. Meanwhile, participating private terminals account for an estimated annual economic impact of \$3.4 billion and support more than 25,000 direct and indirect jobs.

More information can be found at <http://www.sam.usace.army.mil/Missions/Program-and-Project-Management/Civil-Projects/Mobile-Harbor-GRR/>, and anyone wishing to follow the study's progress can register with ListServe on that page to receive automatic updates.



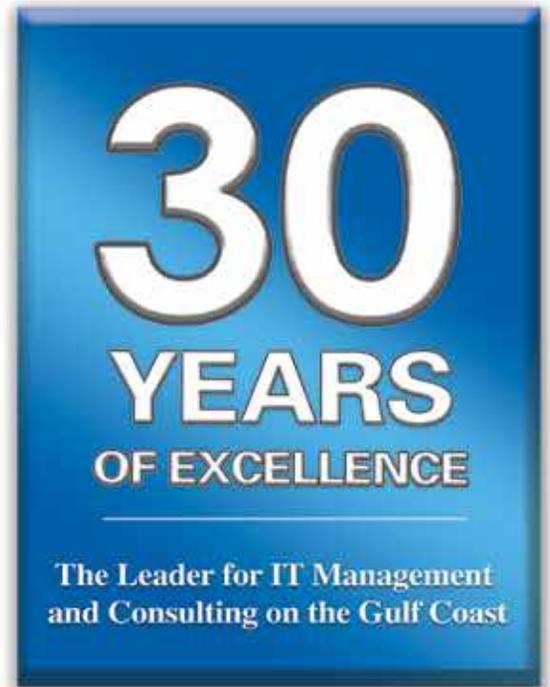
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Pictured (left to right) in front of their Spanish Fort location at 9812 Millwood Circle are Adam Bell; Damian Bell, managing partner; Stephen Pierce; Lynn Koors; and James Conwell.

RockBridge Wealth Management Helps Clients Prepare for Retirement

The closer someone gets to retirement, the more critical it is for them to have their financial ducks in a row to retire comfortably. That's where RockBridge Wealth Management comes in.

Led by Founding and Managing Partner **Damian Bell**, a certified financial planner (CFP) with nearly a quarter-century of experience in the financial services industry, RockBridge offers financial planning and investment services that help its clients prepare for – and continue to enjoy – a comfortable retirement. The majority of the firm's clients are nearing retirement age or are already retired.

RockBridge Wealth Management Inc. is the Mobile Area Chamber's Small Business of the Month.

After working with Prudential Securities and Merrill Lynch for nearly a decade, Bell and a partner started the Spanish Fort-based firm in 2001. The goal, according to the firm's website, was "to be free of the quotas, incentives and conflicts of interest that can undermine client confidence and be so prevalent today with many firms."

Operating independently allows RockBridge to offer its clients an unbiased approach and a broad base of products, research and services. In

addition to helping clients plan their retirement, the firm also offers small business owners a low-cost option to implement 401(k) plans for their employees and themselves.

Bell and his team of four are active in the community through churches and other pursuits such as coaching youth sports. "We all believe in having what we call a heart of service," he said.

RockBridge's mission has always been to allow its clients to focus on the most important aspects of their lives – like family, friends and faith – instead of worrying about their investments. But the methods to achieve that end are evolving,

Bell said, as federal regulations force changes in the industry.

"The industry is transitioning away from being transactional to be more focused on advisory services for a fee that covers every service we offer our clients," he said. "The most successful practices will be the ones that can adapt to this new landscape the quickest."

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Shopping Local – A Gift that Keeps on Giving



Photo by Jeff Tesney

Whether it's a much-needed afternoon break from your children, or the personal interaction of talking with a shop owner about the perfect gift for a friend, there's something about shopping at a local retailer that you just cannot get from staring at a computer and clicking a button.

Heading into this year's holiday season, challenge yourself to spend time in local businesses making Christmas purchases. The benefit has a far greater reach – it's impacting the City of Mobile, Mobile County and Alabama resources used to

reinvest back in the community.

According to research from the 3/50 Project, for every \$100 spent at an independent business, \$68 is circulated back into the community.

Sustainable Connections is an advocacy group based out of Washington created to help local business owners and consumers understand the value and need for robust retail. The organization offers several reasons why consumers should consider how and where they purchase local goods and services, including food. These include:

Buy Local is Supporting Yourself

Several studies have shown when you buy from an independent, locally-owned business, rather than nationally-owned businesses, significantly more of your money is used to make purchases from other local businesses, service providers and farms – continuing to strengthen the economic base of the community.

Support Community Groups

Nonprofit organizations receive on average 250 percent more support from smaller business owners than they do from large businesses.

Keep Our Community Unique

Where we shop, where we eat and have fun – all of it makes our community home. Our one-of-a-kind businesses are an integral part of the distinctive character of this place. Our tourism businesses also benefit.

Reduce Environmental Impact

Locally-owned businesses can make more local purchases requiring less transportation, and generally set up shop in town or city centers as opposed to developing on the fringe. This generally means contributing less to sprawl, congestion, habitat loss and pollution.

Create More Good Jobs Here

Small local businesses are the largest employer nationally, and in our community, provide the most jobs to residents.

Get Better Service

Local businesses often hire people with a better understanding of the products they are selling and take more time to get to know customers.

Invest in Community

Local businesses are owned by people who live here, are less likely to leave and are more invested in our community's future.

Put Your Taxes to Good Use

Local businesses in town centers require comparatively little infrastructure investment and make more efficient use of public services as compared to nationally-owned stores entering the community.

Encourage Local Prosperity

A growing body of economic research shows that in an increasingly homogenized world, entrepreneurs and skilled workers are more likely to invest and settle in communities that preserve their one-of-a-kind businesses and distinctive character.



The Mobile Area Chamber is committed to helping small retailers build capacity and customers, and doing it in a fun setting. On Tuesday, Nov. 14, you are invited to attend CashMOB at á la cork, located at 6808 Airport Blvd. from 4:30 to 6:30 p.m. Everyone who registers to attend (email cwilson@mobilechamber.com) commits to spend \$20 with this retailer.

Hors d'oeuvres and cocktails will be served. In addition to a wide variety of wine, the store also sells various high-quality olive oils, gift baskets, tailgating items, kitchen utensils, pre-packaged food and more. It's a perfect spot to pick up holiday gift items, last minute Thanksgiving hostess gifts and snacks before the Iron Bowl. Plus CashMOB provides a relaxing atmosphere to network, and the store's companion wine bar and restaurant, Pour Baby will be open that evening so you can relax after shopping.

Four Events Scheduled in Mobile in Honor of Veterans Day

The Mobile Bay Area Veterans Day Commission begins its 2017 Veterans Day Celebration on Friday, Nov. 10, at 10 a.m. with the annual parade through downtown Mobile.

Following the parade, U.S. Air Force Gen. Douglas M. Fraser will be recognized as Patriot of the Year at a luncheon held at Fort Whiting, beginning at noon.

Fraser graduated from the U.S. Air Force Academy and is a command fighter pilot with more than 3,000 hours flying the F-15 and F-16. His operational assignments



Fraser

include Europe, the Pacific, Air Combat Command and Air Force Space Command. Most recently, as a four-star combatant commander of U.S. Southern Command, he was responsible for all Department of Defense security cooperation among the 45 nations of Central and South America covering more than 16 million square miles.

Following the luncheon, the Parade of Flags at USS ALABAMA Battleship Memorial Park will begin at 3 p.m. It will include local fourth grade students

participating in a flag ceremony and essay contest. The day concludes with a patriotic concert by the Mobile Symphonic Pops Band and Baldwin County Pops Band at 7 p.m., also at Battleship Memorial Park.

The cost to attend the luncheon is \$20 per person. Advance reservations are required. Register online at events.mobilechamber.com or call 251-308-4156 with payment information. All other events are free and open to the public. For more information on any of the Veterans Day events, contact the Veterans Day Commission at VetsDayCommission@gmail.com.

Veterans Day Events Friday, Nov. 10

10 a.m. - Parade through downtown Mobile

Noon - Luncheon at Fort Whiting

3 p.m. - Parade of Flags at USS ALABAMA Battleship Memorial Park

7 p.m. - Patriotic Concert by Mobile Symphonic Pops Band and Baldwin County Pops Band at USS ALABAMA Battleship Memorial Park



Front, left to right: Bud Urquhart, Mark Nix, Daniel Dennis, Joy Grodnick, David Cooper Sr., Bill Seifert, Beth Rouse, T.K. Jackson, Ashleigh Leland and John Johnson.

Back, left to right: Ben Radcliff, Mitch Shackelford, Mike Lee, Mike Saxon, Brian Willman, Tay Morrisette, Boyd Douglas, Allen Ladd and Bestor Ward.

Not pictured: Alvin Hope, Vance McCown and Ben Stimpson

Meet the Regions Bank South Alabama advisory board, helping us serve our customers and communities.

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For Vets, By Vets



With a mission of "for vets by veterans" two advisory board members, Jeremy Fletcher and Amanda Hayes, are at USS ALABAMA Battleship Park with Veterans Recovery Resource Founder and Executive Director John Kilpatrick (right).

A recent Monte L. Moore Foundation grant puts Veterans Recovery Resources (Vets Recover) a step closer to its goal to build the first-of-its-kind residential substance abuse treatment facility designed specifically for Veterans.

The organization is currently conducting a capital campaign to raise the \$1.5 million needed to complete the facility and to address the biggest gap – residential services for substance abuse and mental wellness.

In the meantime, Vets Recover leased an office this summer at the Fuse Factory, a nonprofit co-working space on Government Street in downtown Mobile. There, volunteers are helping Veterans through 12-step meetings, individual counseling sessions and, in the near future, Family Support Groups.

The nonprofit organization, founded and led by **John Kilpatrick**, a 31-year U.S. Army Reservist with expertise in hospital administration, has a mission to return Veterans to healthy, happy, productive lives in the community through connection with other Veterans who have suffered the same struggles and by providing the necessary therapeutic help to get there.

An estimated 5 million Veterans live on the Gulf Coast, the second highest concentration of vets in the nation. A Southwest Alabama Veterans Needs Assessment, sponsored by the Community Foundation of South Alabama, reports more than 64,000 Veterans are in the eight regional counties in this part of the state, with 50 percent suffering from post-traumatic stress disorder (PTSD), thoughts of suicide and/or problem drinking.

"It's not that these Veterans entered their service that way," said **Amanda Hayes**, a member of the Veterans Recovery Resources advisory board, "it's driven by PTSD and the need to self-medicate."

Program goals include helping Veterans make healthier choices, find and keep jobs, maintain family relationships and at the end of the program become peer mentors to help others.

"We believe our program will help Veterans become the leaders they were in the past, when they were serving our country," said Hayes.

Learn more at www.VetsRecover.org.

Vet Resources

The Business View asked Brad Israel, vice chairman of military affairs on the Mobile Area Chamber's board of directors' executive committee, to provide a list of some of the resources available to veterans, both those leaving the service and those entering the workforce. Israel is a former U.S. Army special forces detachment commander and he remains active in support of local veterans.



As our Veterans return home from combat, transition out of the service or retire and reintegrate into our communities, there are no better men and women fit to lead and add value to organizations and our communities at large. As President George W. Bush says, "These warriors have a Ph.D. in life. It should be our mission to recruit, retain and promote job opportunities for Veterans in Mobile because our city will be better for having them, their diverse backgrounds and experience from across the globe. A business owner can teach them the specifics of their business, and then watch a tenfold return on their investment because of the work ethic, initiative and grit that these capable candidates possess."

Here are just some of the many resources available to support the area's Veterans, found on the Chamber's website.

Welcome Home Resource Guide - <http://mobilechamber.com/wp-content/uploads/2016/05/Welcome-Home-Resource-Guide-Spring-2016.pdf>

Veterans Recovery Resources - www.veteransrecoveryresources.org

Stop Soldier Suicide - <http://stopsoldiersuicide.org>

National Association of Veteran Serving Organizations
www.navso.org

Air Force Association Chapter 101 - www.afa101.org

Alabama Career Center Veteran Representatives - joblink.alabama.gov

Aging Vets – How to Plan Wisely for Your Future

www.onereversemortgage.com/blog/2017/06/aging-veterans-how-to-plan-wisely-for-your-future

Behavioral Health for Veterans - www.samhsa.gov/veterans-military-families

Boulder Crest Retreat - www.bouldercrestretreat.org

Equine Therapy Group - www.equinetherapygroup.com

Guide to Military Moves - www.yourstoragefinder.com/guide-to-military-moving

Hire Heroes USA - www.hireheroesusa.org

Justice for Vets - www.justiceforvets.org

Mental Health Needs of Vets & Families - www.apa.org/about/gr/issues/military/mental-health-needs.pdf

Mesothelioma Veterans Center - www.mesotheliomaveterans.org

Military Veterans Resource Center - <http://milvetsrc.org>

Residential Leases and the Military – Your Rights
www.justgreatlawyers.com/military-residential-leases

Resources for Vets & Families Living with Cancer

www.mirecc.va.gov/cih-visn2/Documents/Patient_Education_Handouts/Internet_Resources_for_Veterans_and_Families_Living_with_Cancer_Version_3.pdf

U.S. Army – Corps of Engineers - www.sam.usace.army.mil

VA National Center for Veterans Analysis and Statistics
www.va.gov/vetdata

Veterans in Alabama - <http://alavetnet.alabama.gov>

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You Can't Secure It If... You Don't See It

In the course of working with our clients to improve their security posture, we have come across several common themes that limit a business' ability to assess and mitigate cybersecurity risk. Last month I reviewed the importance of understanding how things work. In our final installment in this series, let's take a look at things we see – without really seeing them. You can't secure it if...

You Don't See It

A couple of years ago, Brian Krebs wrote an interesting piece entitled "What's in a Boarding Pass Barcode? A Lot" (see <https://krebsonsecurity.com/2015/10/whats-in-a-boarding-pass-barcode-a-lot/>), which revealed the wealth of information that is often contained in barcodes on boarding passes.

Krebs quoted a source who saw a friend's boarding pass posted on Facebook and read the barcodes: "Besides his name, frequent flyer number and other [personally identifiable information], I was able to get his record locator (a.k.a. "record key") for the Lufthansa flight he was taking that day," Cory said. "I then proceeded to Lufthansa's website and using his last name (which was encoded in the barcode) and the record locator was able to get access to his entire account. Not only could I see this one flight, but I could see ANY future

flights that were booked to his frequent flyer number from the Star Alliance."

Because the human eye can't read a barcode, we tend not to think about what data it may contain. Since reading that article, I've noticed dozens of photos on social media that display student IDs, employee badges and more with visible barcodes that can easily be read with a scanner app on my phone. I've seen boarding passes and hospital admission bracelets with barcodes discarded in public trash cans.

Communication failure between employees and IT staff/vendors can result in your employees using personal cloud-based storage services, and perhaps portable devices, to transfer data in and out of your network.

Are you or your employees inadvertently revealing important data via discarded or photographed items with encoded data? What about those QR codes that are seen everywhere these days in ads, posters, real estate signs, coupons, etc.? There are

now real-world examples of malware being distributed by QR codes (see www.csoonline.com/article/2133890/mobile-security/the-dangers-of-qr-codes-for-security.html).

Remember, just because your human eye can't read it, that doesn't mean it can't be read.

Recently a candidate for public office in Alabama produced a video advertisement which proudly displayed a close-up photo of a check he had written in support of another member of his party in a different race. This advertisement, which ran on TV and is still available on YouTube, clearly shows all

information on the check – including the name and address, the bank routing number and the account number – everything necessary for bank fraud.

Learn to see the hidden data around you. Acquire the habit of properly disposing (shredding) of printed items, hide or remove badges before photos are taken, and don't scan QR codes if you don't need to.

You can't secure it if you don't see it.

Managing cybersecurity risk is first and foremost a matter of paying attention to details. The SANS 20 Critical Security Controls are an excellent

framework for identifying potential holes in your security. You can download the detailed documentation free of charge from the Center for Internet Security at <https://www.cisecurity.org/critical-controls/>.

This is the sixth column of a mini-series on cybersecurity by Glenda Snodgrass, president and lead consultant at The Net Effect. Snodgrass can be reached at grs@theneteffect.com.

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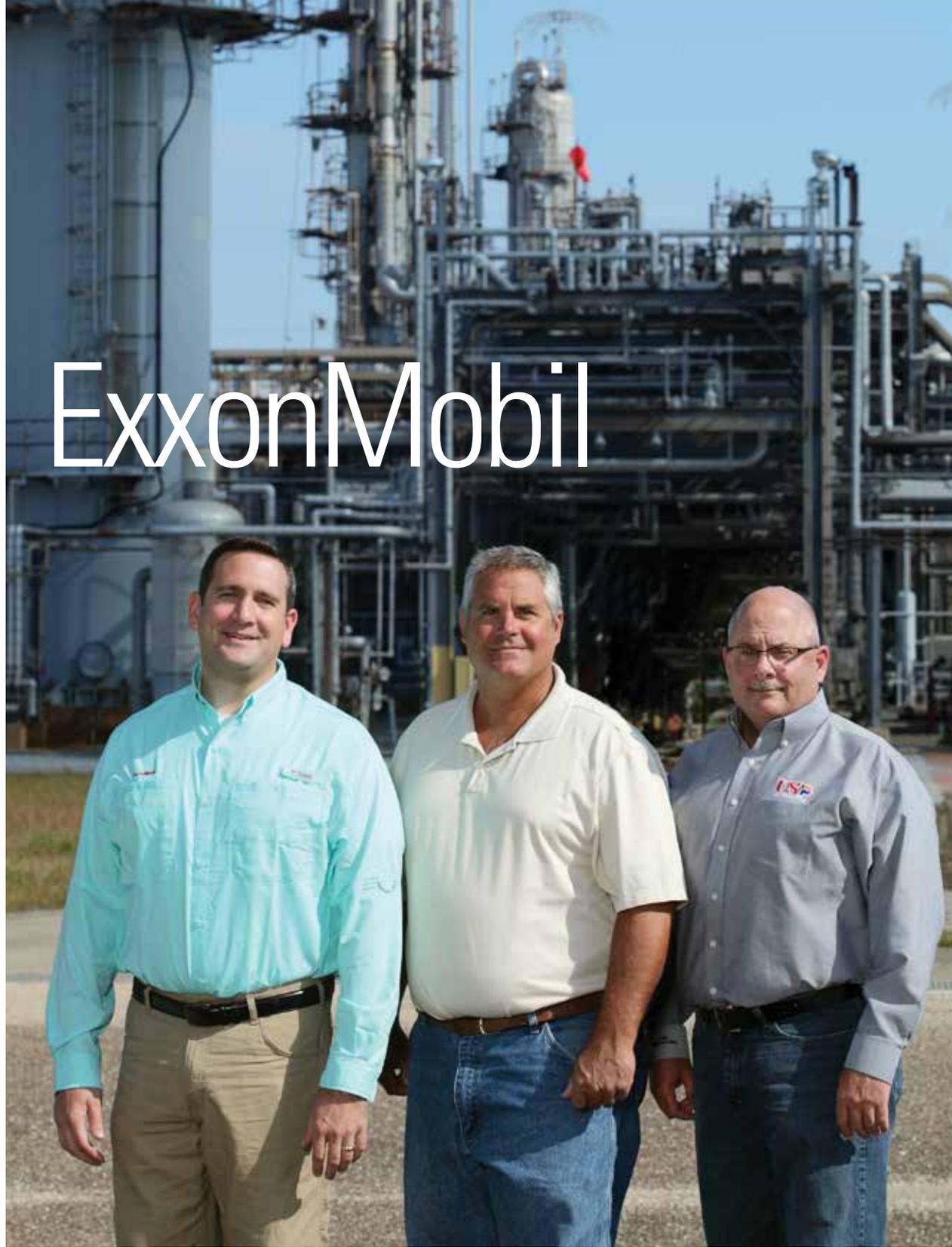
Company officials: Patrick Gorman, asset manager for the Gulf of Mexico and Mobile Bay; Larry Musson, offshore senior supervisor; Ken Goodrum, onshore supervisor.

Years in business: 147

Brief company description: ExxonMobil is the world's largest publicly traded oil and gas company and one of the largest leaseholders in the deep water Gulf of Mexico. A part of ExxonMobil U.S. Production, Mobile Bay Operations maintains seven platforms in Mobile Bay and 10 in the Gulf of Mexico. An onshore gas treating facility located in Mobile County processes natural gas extracted from the bay and offshore Alabama.

Why are you located in Mobile? "Natural gas was first discovered in Mobile Bay's Mary Ann Field in 14 feet of water in November 1979, and the company began production of that gas in 1988," explained Gorman. "Mobile Bay Operations' Onshore Treating Facility processes the 'sour' gas, readying it for use as a fuel for industry or for resale by companies such as Spire (formerly Mobile Gas) to area residents and businesses. The company has invested \$3 billion in Alabama since it first began production here. We located here because of the natural resource, and we remain here because this is a place we love to call home."

Why do you support the Mobile Area Chamber of Commerce's Partners for Growth initiative? "The Chamber's Partners for Growth program brings together a host of like-minded private companies and public entities working to better the community through economic growth," said Gorman. "The program has a proven track record of supporting existing businesses and recruiting new ones, adding



(Left to right) Patrick Gorman, asset manager for the Gulf of Mexico and Mobile Bay; Ken Goodrum, onshore supervisor; and Larry Musson, senior offshore supervisor, ExxonMobil Mobile Bay Operations.

to the richness of our area's economic and cultural diversity."

What do you see as Mobile's greatest potential? "Mobile has so much to offer – from its natural resources and temperate climate to its strategic location at the intersection of two interstate highways on a deep water port, from the city's rich cultural heritage to the area's

outdoor attractions, from Mardi Gras to the best seafood in the country – but it is the people of Mobile who offer its greatest potential: the entrepreneurs, the skilled laborers, the dreamers, the doers, the artists and the artisans," said Gorman.

Length of continuous Chamber membership: Since 2001.



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.



Partners for Growth Advocacy – Ensuring Businesses and Residents Can Thrive in Mobile

*In the last several issues of **The Business View**, the Chamber has previewed its economic development program of work,*

which is broken into five pillars. In this issue, we explore the fifth and final pillar – business advocacy and quality of place.

With the growth Mobile has experienced in the past five years, it is necessary to ensure that our infrastructure can support it, along with new development and expansion. The Partners for Growth plan will collaborate with the Chamber, regional transportation advocacy boards and local/county government partners to assess the strengths and need for infrastructure investments.

Chamber President **Bill Sisson** added, “We will also support local, regional and statewide initiatives/policies that can support Mobile’s growing population, retention of workforce talent and quality of life, without levying a disproportionate burden on any individual segment of Mobile’s economy.”

This will be a key function of the Chamber’s community and governmental affairs department, charged with advocating on behalf of the organization’s members, and for new business development and/or existing company expansion projects.

Key action items for the Chamber in this area include:

- Pursuing a new bridge over the Mobile River and widening the bayway;
- Supporting improved access to Mobile Regional Airport;

- Engaging the business community to help Mobile Airport Authority secure more competitive air service;
- Supporting the Downtown Mobile Alliance’s effort to promote a vibrant city center;
- Advocating for additional investments at the Port – such as the new roll-on/roll-off automotive terminal;
- Promoting tax incentives for businesses, developers and homeowners to improve existing sites or build on vacant land;
- Supporting renewals or extension of tax credits such as Alabama Historic Tax Credit, New Market Tax Credit, Research and Development Tax Credits and Small Business Investment Company Tax Credit;
- Keeping federal military contracts here in Mobile; and
- Eliminating excessively-burdensome regulations on local businesses.

Over the last two-plus decades, the Mobile Area Chamber has presented a measurable, strategic program to guide its economic development efforts. The new program – Partners for Growth: Growing Global, Investing Local – is chaired by **Elliott Maisel**, Gulf Distributing Co., **Mark Nix**, Infirmiry Health; **Mike Saxon**, Alabama Power; and **Brian Willman**, Regions Bank.

To learn more about PFG efforts, or to schedule a visit with a member of the Chamber’s economic development team, contact **Katrina Dewrell** at 251-431-8611 or kdewrell@mobilechamber.com.

“We will also support local, regional and statewide initiatives/policies that can support Mobile’s growing population, retention of workforce talent and quality of life, without levying a disproportionate burden on any individual segment of Mobile’s economy.”

ALABAMA'S LOWEST TUITION



COASTAL ALABAMA
COMMUNITY COLLEGE

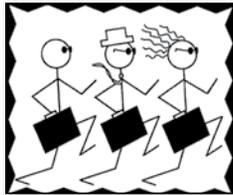
FORMERLY FAULKNER STATE COMMUNITY COLLEGE, ALABAMA SOUTHERN COMMUNITY COLLEGE
AND JEFFERSON DAVIS COMMUNITY COLLEGE.

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CAMPUS LOCATIONS

BAY MINETTE | ATMORE | BREWTON | FAIRHOPE | GILBERTOWN
GULF SHORES | JACKSON | MONROEVILLE | THOMASVILLE

IT IS THE OFFICIAL POLICY OF THE ALABAMA COMMUNITY COLLEGE SYSTEM AND COASTAL ALABAMA COMMUNITY COLLEGE THAT NO PERSON SHALL, ON THE GROUNDS OF RACE, COLOR, DISABILITY, GENDER, RELIGION, CREED, NATIONAL ORIGIN, OR AGE, BE EXCLUDED FROM PARTICIPATION IN, BE DENIED THE BENEFITS OF, OR BE SUBJECT TO DISCRIMINATION OR HARASSMENT UNDER ANY PROGRAM, ACTIVITY, OR EMPLOYMENT.



CHAMBER CHASE '17

TOP PRODUCERS

TOP VOLUNTEERS

Overall

Terri Owler, Arkema
Linda Faulkner, Evonik Industries
Rachel New, Trustmark Bank

Category One (Sponsorships)

Terri Owler, Arkema
Rachel New, Trustmark Bank
Harris Oswalt, Spire

Category Two (In-kind Sponsorships)

Linda Faulkner, Evonik Industries
Elissa Tesney, Jeff Tesney Photography
Judy Smith, Arkema

TOP TEAMS

Overall

Regions Bank
Trustmark Bank
Hancock Bank

Category One

Regions Bank
Trustmark Bank
Hancock Bank

Category Two

Evonik Industries
Jeff Tesney Photography
Arkema

Top Rookie

Valencia Chaney, Alabama Power

Most New Members

Rachel New, Trustmark Bank

Most New Board of Advisors

James Alexander, BancorpSouth
Sherry Coker, ServisFirst Bank

Teams Over Goal

Alabama Power
Arkema
BancorpSouth
Blue Cross & Blue Shield of Alabama
Evonik Industries
Regions Bank
Renasant Bank
Roberts Brothers
ServisFirst Bank
Trustmark Bank

Chamber Chase Surpasses \$1.17 Million Goal

This year's annual Chamber Chase campaign kicked off in May with a goal of raising \$1.17 million through memberships, sponsorships, advertisements and in-kind sponsorships for goods and services. Under the enthusiastic leadership of campaign chairman **Kevin Carey**, of Trustmark Bank, a dedicated group of 55 volunteers, representing 32 member companies, once again exceeded the goal.

Over 13 weeks the volunteers raised \$1,180,898. In addition, 10 of the teams exceeded their goals, including 67 new members, and 14 new board of advisors members.

"Our passionate volunteers work hard and our business community responds positively. We have a core group who returns year after year and there are always new volunteers looking to get involved in the fun. Kevin did a fantastic job of motivating the group. Their efforts

and commitment make our organization better able to do the work that keeps our region moving forward," said **Carolyn Golson**, vice president of membership.

"Businesses, especially customer facing, should want their employees engaged in Chamber development as a way to promote their business while bringing our community together," said Carey. "If we don't maintain a strong Chamber, providing vision and leadership for our economic development, we end up fracturing our community with numerous agendas."

Golson encouraged participation in the campaign too, saying: "Chamber Chase offers unique networking opportunities for the

volunteers, a fun cooperative spirit, and a great social outlet as well."

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



CAMPAIGN CHAIRMAN
Kevin Carey, Trustmark Bank

Get Engaged with the Chamber through Chamber Chase

While the campaign runs May through August, volunteers are active year-round seeking new members, securing sponsors for Chamber events, selling ads in Chamber publications and obtaining in-kind goods and services.

Volunteers, when asked why they volunteer year after year, noted: great opportunities to meet energetic people and support the Chamber; opportunities for professional growth; meeting people, networking; connecting with new folks; access to business leaders; and great camaraderie.

How can you participate?

- Sponsor an Event - visit the campaign website, www.ChamberChase/Sponsorship.com, to see the variety of options available.
- Register a team to represent your company. This gives your company great exposure and provides your staff fun opportunities to meet others in our business community.
- Participate as a volunteer.



Alabama Power
\$74,545



Mike Saxon
*Mobile Division
Vice President*



Allison Allen
Captain

Allison Allen.....	\$33,895
Valencia Chaney.....	\$22,400
Team.....	\$18,250

Arkema Inc.
\$71,201



John Lakenan
Plant Manager



Judy Smith
Captain

Terri Owler.....	\$56,182
Judy Smith.....	\$15,019

BancorpSouth
\$67,037



Terry Harbin
Market President



James Alexander
Captain

James Alexander.....	\$34,252
John McCrory.....	\$3,400
Kristin Peterson.....	\$2,160
Team.....	\$27,225

BB&T
\$10,804



Edward H. O'Gwynn III
Market President



Mark Spivey
Captain

Mark Spivey.....	\$4,830
Team.....	\$5,974

BBVA Compass Bank
\$8,061



Claire McCarron
South Alabama Marker CEO



Cassandra Burks
Captain

Cassandra Burks.....	\$5,953
Team.....	\$2,108

Blue Cross & Blue Shield of Alabama
\$28,779



Clay Walden
District Manager



Kay Williams
Captain

Nichole Edwards.....	\$14,034
Kay Williams.....	\$14,745

C Spire
\$51,341



Philip McKibbin
Area Sales Manager

Team.....	\$51,341
-----------	----------

Century Bank
\$20,559



Peter vanLingen II
President



Janet Johnson
Captain

Janet Johnson.....	\$20,559
--------------------	----------

Crow Shields Bailey PC
\$15,195



J. Kenny Crow Jr.
Managing Partner



Colleen Dicks
Captain

Andrew Bailey.....	\$380
Colleen Dicks.....	\$14,815



Evonik Industries
\$47,067



Bonnie Tully
*Vice President
& Site Manager*



Linda Faulkner
Captain

Linda Faulkner.....\$47,067

Hancock Bank
\$74,630



Guy Helmsing
Senior President and Market President



Ross Seifert
Co-Captain



Spencer Wiggins
Co-Captain

Ross Seifert.....\$24,833
Spencer Wiggins.....\$22,733
Evan Templeton.....\$680
Team.....\$26,384

IBERIABANK
\$8,075



Ken Brown
*Executive Vice President
and Market President*



Virginia Knight
Captain

Virginia Knight.....\$6,680
Stephanie Grant.....\$1,395

Jeff Tesney Photography
\$9,925



Jeff Tesney
Owner



Elissa Tesney
Captain

Elissa Tesney.....\$9,925

Joe Jefferson Players
\$4,623



Jason McKenzie
Executive Director

Jason McKenzie.....\$4,623

LL&B Inc. Real Estate
\$13,534



Melissa Morrisette
Captain

Melissa Morrisette.....\$13,534

Mitternight Inc.
\$7,043



W. Lance Covan
Chairman



Bre Pryor
Captain

Bre Pryor.....\$3,517
Angie Shaw.....\$3,517

Mobile Area Chamber Ambassadors
\$26,501

Liz Brewer.....\$1,000
Michelle Brown.....\$14,420
Karyl Hanisch.....\$9,056
Donna Turner.....\$1,000
Team.....\$1,025

Mobile Area Chamber Board
\$15,276



Kevin Carey
Captain

Team \$15,276

Mobile Area Chamber Growth
Alliance Task Force **\$6,186**



Nate Patterson
Captain

Ruthie Johnson \$375
Janice Malone.....\$2,000
Charlie McCants \$788
Nate Patterson.....\$2,523
Mary Taylor.....\$500

Regions Bank
\$102,566



Brian R. Willman
South Alabama Area
President



Stephen Schlautman
Captain

Trish Banker.....\$15,900
Julye Jenkins.....\$33,500
Stephen Schlautman.....\$16,574
Team\$36,592

Renasant Bank
\$17,693



Mark Fillers
South Alabama Market
President



Ryan New
Captain

Ryan New \$17,693

Roberts Brothers
\$37,630



Daniel A. Dennis IV
President



Ann Akridge
Captain

Ann Akridge\$600
Melissa Johnson.....\$350
Bernadette Windle.....\$33,630
Team\$3,050

ServisFirst Bank
\$54,596



Bibb Lamar
Chairman & CEO



Sherry Coker
Captain

Beth Cazalas.....\$16,513
Sherry Coker.....\$38,083

Spire
\$37,531



Karl Ficken
General Manager



Harris Oswalt
Captain

Harris Oswalt..... \$37,531

Trustmark Bank
\$87,726



Kevin Carey
Executive VP/
Market President



Rachel New
Captain

Pam Bailey\$4,500
Dawn Finch.....\$21,983
Michael Lightcap\$13,385
Rachel New\$45,404
Lisa Owen\$9,380
Team\$1,874

Wells Fargo
\$10,618



Brian Murphy
District Manager - Mobile



Sadie Buchanan
Co-Captain



Barry Steiner
Co-Captain

Sadie Buchanan\$6,868
Barry Steiner\$3,750

Young Professionals Team
\$1,385

Ann-Brooks Morrissette \$1,385

Chamber Chase Weekly Campaign Reward Session Sponsors:

Alabama Power
Chick-fil-A
Chris & Carla's Catering
Creative Catering
Fuse Factory
Georgia Roussos Catering
Joe Jefferson Players
Phelps Dunbar
Pollman's Bake Shops
Roly Poly
Sonny's Real Pit Bar-B-Q
The Original HoneyBaked Ham
Trustmark Bank
Wintzell's Oyster House

Members that Supported Chamber Chase 2017 :

1702 Real Estate
3 Circle Church
à la cork
A-1 Painting Plus Repairs Inc.
AARP
Acceptance Loan Co.
Adams and Reese
Advanced Dermatology & Skin Care Centre
AHI Properties
Air Hydro Power
Airbus
Aker Solutions
Alabama Asset Building Coalition
Alabama Hospice Care
Alabama International Trade Center
Alabama Media Group

Alabama Pipe Welders Academy
Alabama Power
Alabama Roll Products
Alabama Small Business Development Center Network
Alabama State Port Authority
All A Bloom Florist & Gifts
All Crane Rental of Alabama
AltaPointe Health Systems
AM/NS Calvert
American Tank & Vessel
American WeatherStar
America's First Federal Credit Union
APM Terminals
Arc Controls
Arc Terminals
ARCADIS U.S.
Arkema
Armbrecht Jackson LLP
Army Aviation Center FCU
Artcraft Press
Ashbrooke Boutique
ASM Recycling
Assist-2-Sell
AT&T
Atlanta Bread
Austal
Badcock Home Furniture & More
Bagby & Russell Electric
Ball HealthCare Services
BancorpSouth
Bank of the Ozarks
Baumhower's Victory Grille
Bay Steel Corp
Bayside Insurance

Bayside Rubber & Products
Bayview Professional Associates
BBVA Compass Bank
BCM Moring
Benzer Pharmacy at Greer's
Big Brothers Big Sisters
Big City Toys
Big Communications
Blacksher Metals
Blue Cross and Blue Shield of Alabama
Blue Rents
BMW of Mobile
Boise Paper
Bonefish Grill
Boteler, Finley & Wolfe, Attorneys at Law
BR Williams
Bradford Health Services
Briggs Equipment
Bright Beginnings Academy
Broussard Agency
Brownell Travel
Buffalo Rock-Pepsi
BugMaster Exterminators
Burr & Forman LLP
Burton Property Group
C Spire
Cain & Associates Engineers & Constructors
Cakes by Judi
Camp Bow Wow
Canfor Southern Pine
Capitol Ultrasonics
Caraustar Recycling
Cardiology Associates
Centaur Building Services Southeast

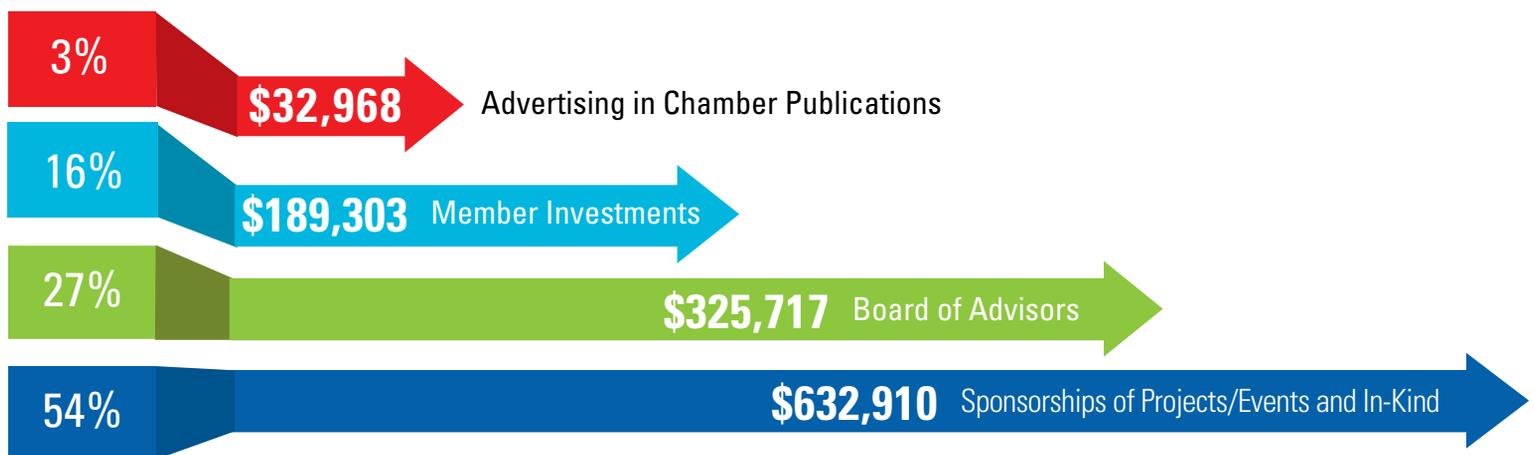
Century Bank
Chef Rob & Co.
Chick-fil-A
Children's Medical Group
China Doll Rice & Beans
Chris & Carla's Catering
Cintas Corp.
City Hope Church
Clark Geer Latham & Associates
Client First Solutions
Coastal HR
Coastal Traffic
Coldsmith Ryder & Associate
Comcast Business
Commonwealth National Bank
Community Bank
Consentino Chiropractic
Creative Catering
Crow Shields Bailey
Cumulus Broadcasting Mobile
Cypress Employment D3 LLC
Dade Paper & Bag Co.
Dale Carnegie Training of the Emerald Coast
Dauphin Island Sea Lab
Dauphin's
Deep South Focus Photography
Delaney Development
Dent Enterprises
DEX Imaging
Dick Russell's BBQ
Dixie Service Cleaners
DocRX
Don's Café & Catering
Downtown Mobile Alliance

Dunn Building Co.
DuPont Crop Protection
E.J. Saad Law Firm
Eagle Electrical Services Inc.
EcoSouth Services
Elegant Knights Limo-Party Bus
Employee Liability Management
Esfeller Construction
Evonik
Exit Realty Lyon
Experimac Central Mobile
Explosive Signs
Express Employment Professionals
ExxonMobil
Farnell Heating & Air Conditioning
Federal Protection
Felder Services
Firehouse Subs
First Community Bank
Fisher Brown Bottrell Insurance
FlexiCrew Staffing
FOY Super Foods
Franklin Primary Health Center
Friends of Mobile Animal Shelter
Fulcrum Construction Group
Fuse Project
FusionPoint Media
G.A. West & Co.
GAF
Gaillard Builders
Gaines Plumbing

Continued on page 24

CHAMBER CHASE 2017

Chamber Chase volunteers help recruit much-needed resources in support of the Chamber's core programs.



FINAL TOTAL: **\$1,180,898**

General Dynamics (Mission Systems)	Jay Industrial Repair	Mobile Ship Chandlery	S and M Transportation	The Maids
Georgia Roussos Catering	Jeff Tesney Photography	Moe's Southwest Grill	Sacire Investments	The Original HoneyBaked Ham
Geotechnical Engineering	Jim Owen Studios	Monarch Group Real Estate	Safe Harbor Fiduciary	The SSI Group
Girl Scouts of Southern Alabama	Joe Jefferson Players	MRC Global	Safety Plus	The Tommy Morse Band
Girls on the Run South Alabama	Jones Walker LLP	Naman's Catering	SB&T	The UPS Store
Goldstein's Jewelry	JubileeScape	Navigator Credit Union	Sculpture Hospitality	Thompson Engineering
Gotta Go Portable Services	Junior League of Mobile	New South Research	Seabulk Towing	Tindle Construction
Grand Band	Kangal & Associates	New York Life	ServisFirst	TKO Offshore Contractors
Gulf City Body & Trailer	Karen C. Simmons PC	Nudraulix	Shades	Total Safety
Gulf Coast Air & Hydraulics	Keith Air Conditioning	Oakworth Capital Bank	Sheila Yarborough - Roberts Brothers	Troy University
Gulf Coast Beads	Kittrell Auto Glass	Oil Recovery	Shell Chemical LP/Shell Mobile Site	Truland Homes
Gulf Coast Containers	Knights Marine & Industrial Services	OnDeck Capital	Sheppard Electric Motor Service	Trustmark Bank
Gulf Coast Exploreum	La Maison of Saraland	Optum	Sherwin Williams Co.	Turner Supply
Gulf Coast Containers	Lagniappe	Orangetheory Fitness	Ship Architects	Tyndall Federal Credit Union
Gulf Electric Co.	Leaf & Petal Florist & Gift Shop	Orion Engineering	Shotgun Barbecue Sauce Spices & Rubs	Tyner's Catering
Gulf Fastener	Legal Services Alabama	Outback Steakhouse	Shred-It	Unique Custom Window Treatments
Gulf Intermodal Services	Lenzing Fibers	Outokumpu Stainless	Signature Flight Support	Uniti
Gulf Professional Services	Lewis Communications	OWA	Sirius Technical Services	University Oaks
Gulf South Pipeline	Lexus of Mobile	Page & Jones	Sloppy's Good Food and Catering	University of Mobile
Gwin's Commercial Printing	Liberty National	Palmer's Toyota	Small's Mortuary	University of South Alabama
H&H Construction of Greater Mobile	Lipford Construction	Panera Bread	Smith Industrial Service	University of South Alabama Foundation
H.O. Weaver & Sons	Lipford Construction	PangeaTwo	Snelling Staffing Services	University of South Alabama Health
Hackbarth Delivery	LLB&B Real Estate	Paula's Special Touch Hair Studio	SOHO Events and Rentals	USS ALABAMA Battleship Memorial Park
Hampton Inn & Suites Downtown	Logical Computer Services	Payroll Vault	Soiree Signatures Invitation Studio & Calligraphy	Verizon Wireless
Hancock Bank	Long's Human Resource Services	Phelps Dunbar	Sonny's Real Pit Bar-B-Q	Volkert
Hand Arendall	Marks Furniture	Pilot Catastrophe	Sound Associates	Waite's Cleaners
Hanley Financial Services d/b/a Ameriprise Financial	Mary Kay	PNC Bank	Southeast Asset Advisors	Waitr
Harbor Communications	Mary's Southern Cooking & Catering	Poarch Band of Creek Indians	Southern Earth Sciences	Walks and Wags
Hargrove Engineers + Constructors	Matthew Andrews	Pollman's Bake Shop	Spire	Walmart Logistics
Heritage Homes	Maynard Cooper & Gale	Pour Baby	Springhill Medical Center	Walmart Neighborhood Market #4657
Hieronymus CPAs	McAleer's Office Furniture & Sledge	PowerSchool Group	Sprint	Walmart Neighborhood Market #5740
Hiller Co.	McDowell Knight Roedder & Sledge	Premier Medical Group	SSAB Americas	Walmart-Midtown Supercenter #991
Hilton Garden Inn - Mobile Downtown	MCG Business Solutions	Prestige Events & Entertainment Center	St. Mary's Catholic School	Walt Vickers DMD
Hilton Pensacola Beach	McGuire Oil	Prism Systems	St. Paul's Episcopal School	Walter Haffner Co.
Hoar Program Management	Meador Warehousing & Distribution	Proclaim VoIP	Staples Business Advantage	Ward International Trucks
Hoist & Crane Service Group	Merchants Bank	Providence Hospital	Star Service	Warren Averett
Holiday Inn Mobile - Downtown	Michael Baker International	Providence Occupational Health	State Farm Insurance - Makeda Nichols	WAVH FM Talk 1065
Hollon Dental	Middle Bay Transportation	Public Relations Council of Alabama - Mobile Chapter	Stewart Lodges at Steelwood	Wells Fargo
Horizon Shipbuilding	Millard Maritime	Quality Inn & Suites	STI Marine	Wesco Gas & Welding Supply
Housing First	Millard Maritime	Quality Valve	Stone Ridge at Somerby Park Apartment Homes	Wilkins Miller
HUB International	MindfulBellie	Radcliff/Economy Marine	Strojny Financial Services	Will Stewart Agency
Hurricane Electronics	Mitsubishi Polysilicon	Regina's Kitchen	Sunbelt Business Brokers	Williams Financial Group
iBERIABANK	Mitsubishi Polysilicon	Regions Bank	Tate & Lyle Sucralose	Willis Towers Watson
iCater Weddings & Events	Mitternacht	Remington College	Taziki's Mediterranean Café	Wintzell's Oyster House
Icon Creative Suite	MMR Constructors	Renaissance Mobile Riverview Plaza Hotel	Team Share the Road	WKRG-TV
iHeartMEDIA	Mobile Airport Authority	Renasant Bank	Tek Systems	World Marine
Infirmary Health	Mobile Area Association of Realtors	Richardson Law Firm	TekLinks	WZEW/WNSP
Infirmary Occupational Health	Mobile Area Water & Sewer System	Rico Suction Labs	Tennessee Valley Training Center	Yellowhammer Investment Group
Information Transport Solutions	Mobile Asphalt Co.	Riley-Stuart Supply Co.	The Admiral Hotel	Zaxby's
Ingalls Shipbuilding	Mobile Bar Pilots	RMI Pressure Systems	The Blind Mule	
Irby LLC	Mobile BayBears	Robert J. Baggett	The First, A National Banking Association	
James B. Donaghey	Mobile County Commission	Roberts Brothers	The Grounds	
	Mobile County Public Schools	Roly Poly		
	Mobile Lumber	Ross Maritime		
	Mobile Memorial Gardens	Roy Lewis Construction Corp.		
	Mobile Screen Printing	Royal Property Management		
		Rural Sourcing Inc.		

The Mobile Area Chamber...

writing Mobile's story

Presented by:



Trustmark

Together we've been writing the story of Mobile. It has been captivating thus far — full of ambitious characters and compelling story lines — and our future is an open book.

Join us.

ANNUAL MEETING

02.22.18 | 5:30 to 8:30 pm
Mobile Convention Center

Tickets are \$60 or \$550 for a group of 10 (Chamber members), \$70 for potential members.
RSVP to (251) 431-8606 or cwilson@mobilechamber.com
www.mobilechamber.com



MOBILE AREA
CHAMBER OF COMMERCE

Page & Jones Celebrates 125 Years



The Mobile Area Chamber held a joint board of advisors/board of directors meeting in August at the University of South Alabama Strada Patient Care Center.

During the meeting, Page & Jones was recognized for its 125th anniversary. The company was founded in 1892 and was originally in the cotton, lumber and banana trades, and later operated its own ships for the War Shipping Board in World War I. Today, Page and Jones has offices in six southern states, with agents and partners in ports and airports worldwide. The company's services include customs brokerage, import and

export, domestic freight forwarding, ship agency, marine insurance and bonding, and duty drawback programs.

In 2016, Page and Jones received the Governor's Trade Excellence Award and the Presidential "E" Award for services and support of the international trade community.

Mike Lee, president of Page & Jones, received a resolution passed by the Chamber's governing board of directors commemorating the company's 125th anniversary presented by Chamber Board Chair Liz Freeman with Long's Human Resource Services.



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Page & Jones, Inc.

EST. 1892

125 Years of Service

GLOBAL LOGISTICS • PROJECT CARGO • SUPPLY CHAIN MANAGEMENT



Office Locations

*** CORPORATE OFFICE**
52 N JACKSON ST.
MOBILE, AL 36602
251-287-8700
www.pagejones.com
info@pagejones.com

CHB License #2843
 FMC License #1567

Strengthened by Our Network of Agents Worldwide

CUSTOM BROKERS • FREIGHT FORWARDERS • SHIP AGENTS

Fall MobileConnect Program for New Residents Launches

MobileConnect, a Partners for Growth program to acquaint new-to-Mobile professionals and executives with the community, began its 2017 series this fall at the History Museum of Mobile with guest speaker Tom McGehee, local historian and Bellingrath Gardens museum director and curator. City of Mobile Mayor Sandy Stimpson and Mobile County Commission President Merceria Ludgood addressed the group in October, along with an economic overview by Chamber staff. Forty-five individuals are participating in the program, featuring a three-seminar series addressing Mobile's history, culture and assets. 2017 program sponsors are Alabama Power, Hand Arendall, Jones Walker, Regions Bank and Smith Dukes.

Recent Grand Openings and Ribbon Cuttings

Chamber staff and ambassadors helped cut the ribbon to celebrate grand openings at Experimac and Glen Arbor Apartments. For more information on the Chamber assisting with an upcoming event, contact Dawn Rencher at 251-431-8649 or drencher@mobilechamber.com.

Chamber Staffers Receive CPR Certification

Several members of the Chamber staff went through half-day CPR and AED training this fall. As the building is commonly filled with members and guests attending various meetings at the office, it is important for us to provide emergency services, if needed. Cintas provided the training.

Dawn Rencher Graduates from Leadership Mobile

Dawn Rencher, the Chamber's director of member relations, graduated this fall from Leadership Mobile, a program of Mobile United. Her project team created ArtGO!, Mobile's Art Gallery Outdoors. ArtGO! is a visual reference map to walkable outdoor art in downtown Mobile. The self-guided, free walking trail provides education and entertainment to residents and visitors.



Chamber Names New Ambassadors

Christopher L. George, Christopher L. George PC, and Dillon Smith, Employee Liability Management, were named new Chamber ambassadors. Ambassadors are a group of volunteer members who assist the Chamber with a variety of projects, including event registration, member visits and attending ribbon cuttings. To learn more about this group, contact Dawn Rencher at 431-8649 or drencher@mobilechamber.com.



WHAT'S THE MARK OF A GREAT IDEA?

It makes people believe differently.

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AMBASSADOR of the month



Two years ago, **Megan Murdock** joined the Mobile Area Chamber's ambassador program. One of her favorite things is helping the Chamber expand its reach while networking and engaging with other members of the Mobile business community. She is the Ambassador of the Month. A native of Saratoga Springs, N.Y., she graduated with a bachelor's degree in hospitality management from University of New Hampshire and works as the director of sales for Hampton Inn Providence Park.

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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BOARD of advisors

Glyn Agnew is regional director for the southern district of AT&T Alabama's legislative and external affairs organization, working with local business and public officials to promote economic development and investment in their communities. During his 34-year career with AT&T, Agnew has held positions such as executive director/sales vice-president and director of sales operations. Agnew currently serves on the boards of American Red Cross South Alabama Chapter and the Birmingham Civil Rights Institute. He is a member of Mobile United's steering committee and diversity and inclusion committee, Leadership Mobile Class of 2017 and the AT&T Pioneers. AT&T is a Partners for Growth investor.



Abe Harper Jr. is president of Harper Technologies LLC. A technical engineer and consultant with clients in Alabama, Florida, Georgia and Louisiana, he provides network solutions, PC repairs and solutions, website design, security camera deployment and IP integration, as well as forensic and expert analysis. Other services include remediation for output device failure and preventive service, telephony solutions, and data redundancy and protection. Harper attended the Alabama School of Mathematics and Science, Florida A&M University and the University of South Alabama, majoring in electrical engineering.



Grant H. Moring is president of BCM Moring Co. Inc. He began 30 years ago as an iron workers' laborer and worked for two Top 50 *Engineering News Record* contractors before founding his own company, offering a full range of general contracting services including construction and project management, remodel and renovation, design/build, construction consulting, inspections and due diligence, and value engineering. Moring has managed multi-million-dollar commercial, restaurant, retail commercial, mid-rise and institutional projects.



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

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NOVEMBER

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

2 NASA BUSINESS FORUM

The Mobile Area Chamber will hold the NASA Business Forum featuring senior procurement specialists from NASA Marshall Space Flight Center, NASA Kennedy Space Center, NASA Stennis Space Center, NASA Shared Services Center, major aerospace and support prime contractors and others. The forum will provide entrepreneurs and business owners access to the information and contacts needed to do business with NASA, their contractors and other major corporations.

When: 8 a.m. to 3 p.m.

Where: Renaissance Mobile Riverview Plaza Hotel

Cost: \$50 (includes lunch)

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

Reservations required by Oct. 27.

Sponsors:



8 NETWORKING @ NOON **Members Only* One Representative Per Company

Make 30-plus business contacts in 90 minutes over lunch.

When: Noon to 1:30 p.m.

Where: Outback Steakhouse, 4017 Airport Blvd.

Cost: \$10 and must be paid at time of reservation

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

Sponsor:



9 NONPROFIT ROUNDTABLE **Members Only*

A forum for Chamber-member nonprofit executives and managers.

When: 8 to 9 a.m.

Where: Mobile Area Chamber, 451 Government St.

Speaker: Scott Tindle, owner, Gulf Coast Ducks

Topic: "Collaborating Across the Spectrum: How Nonprofits Can Engage Small Businesses in Unique Ways"

Contact: Carolyn Golson at 251-431-8622 or cgolson@mobilechamber.com

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

Sponsor:



10 VETERANS DAY LUNCHEON

The Mobile Bay Area Veterans Day Commission will host its annual luncheon. See page 12 for details.

When: Noon to 1:30 p.m.

Where: Fort Whiting Auditorium, 1630 S. Broad St.

Cost: \$20 for luncheon and payment must be received at time of reservation

Contact: Veterans Day Commission at 251-308-4156 or vetsdaycommission@gmail.com
Reservations required.

14-15 AIDT LEADERSHIP DEVELOPMENT TRAINING LSI

AIDT Leadership Development training programs introduce team leaders, supervisors and managers to effective leadership responsibilities, communication skills, teamwork and motivation techniques.

When: Nov. 14 from 8 a.m. to 4 p.m. and Nov. 15 from 8 a.m. to noon

Where: Mobile Area Chamber, 451 Government St.

Cost: \$50 per person, includes course materials, lunch and snacks

Contact: Kayley Edwards at 251-431-8629 or kedwards@mobilechamber.com

Reservations are required and no cancellations after Nov. 10. Participation in LSI is recommended, but not required for an LSI course. Class size is limited to 25.

14 CASHMOB

Help support local small businesses by committing to spend \$20 at this festive event. Enjoy hors d'oeuvres and cocktails while shopping.

When: 4:30 to 6:30 p.m.

Where: à la cork, 6808 Airport Blvd.

Cost: Free to attend; commit to spend \$20 at this small business

Contact: Carolyn Wilson at 251-431-8606 or cwilson@mobilechamber.com

Reservations are required.



16 BUSINESS AFTER HOURS

When: 5:30 to 7 p.m.
Where: Ashley Furniture HomeStore, 1310 Tingle Circle, Suite H
Cost: \$5 for members and \$10 for potential members
Contact: Dawn Rencher at 251-431-8649 or drencher@mobilechamber.com
Reservations are not required.

Sponsor: 

21 EXECUTIVE ROUNDTABLE **Members Only*

A monthly forum exclusively for Chamber-member small business owners and managers.
When: 8 to 9 a.m.
Where: Mobile Area Chamber, 451 Government St.
Speaker: Charlotte Henson-Tucker, principal, MetaMatch Professional Services
Topic: "Changing Landscape: Talent Acquisition and Retention"
Contact: Brenda Rembert at 251-431-8607 or brembert@mobilechamber.com
No charge, but seating is limited. RSVP requested. Free parking.
Sponsor: 

23-24 CHAMBER CLOSED – THANKSGIVING

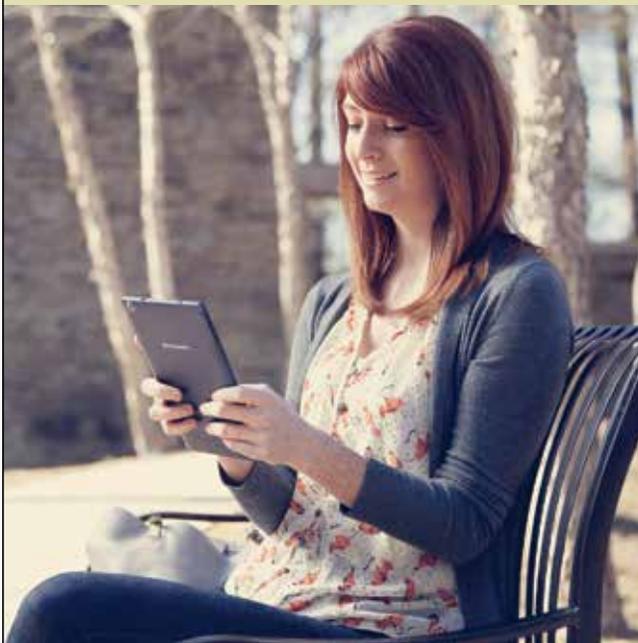
28^{or}29 AIDT LEADERSHIP DEVELOPMENT TRAINING LSIII

AIDT Leadership Development training programs introduce team leaders, supervisors and managers to effective leadership responsibilities, communication skills, teamwork and motivation techniques.

When: 8 a.m. to 4 p.m.
Where: Mobile Area Chamber, 451 Government St.
Cost: \$50 per person, includes course materials, lunch and snacks
Contact: Kayley Edwards at 251-431-8629 or kedwards@mobilechamber.com
Reservations are required and no cancellations after Nov. 22. Participation in LSI and LCSII is recommended, but not required for an LSIII course. Class size is limited to 25.

Be sure to share the Chamber's calendar with your co-workers. Find more about upcoming events at events.mobilechamber.com

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Who's New



Sellers



Reed



Davis



Kaiser



Collins

Berkshire Hathaway HomeServices Cooper & Co. Inc. Realtors welcomed the following new associates
Karmen Sellers, Tammy Reed, Michelle Davis, Tim Kaiser and Marchel Collins.

H. Britt Landrum III, the son of founder H. Britt Landrum Jr., was named CEO of **LandrumHR**,



Landrum a professional employer organization company based in Pensacola. Landrum III is in his 25th year with the company. Landrum Jr. will continue as chairman and consultant.



Johnson



Austin

The **Port City Tornados** added **Gary D. Johnson** to its management team and **Bryanna Austin** as program director. **Katelynn Craig** is the director of dance.



Young



Edgemon



Hawke



Carr

Malcolm Young, Leslie Edgemon, Anna Hawke and Jenny Carr are new agents at **Roberts Brothers**.



Nola



Waltman

Russell Thompson Butler & Houston welcomed **Alex Nola** and **Megan Waltman** as staff accountants. Both Nola and Waltman earned bachelor's degrees in accounting from the University of South Alabama.



Lewis



White



McDerment



Alexander



Reaves

Five new agents joined **EXIT Realty Lyon. Jay Lewis, Matt White, Jason McDerment, Doug Alexander and Lawren Reaves.**

Hartmann, Blackmon and Kilgore PC announced **Stephen Swinney** joined the firm as a staff accountant at the Mobile location. Swinney earned a bachelor's degree in business administration with a major in accounting from the University of South Alabama and is currently pursuing a master's degree in accountancy.

Business Endeavors

FCS, formerly known as **Fremin's Contractor Services**, opened a new property service division to address both residential and commercial customers. The company's services were expanded to include commercial and residential landscape, land/lot clearing, tree removal, underbrush cutting, irrigation installation and repair and pressure washing.

The **University of South Alabama** created a retail certificate program through its Mitchell College of Business. The course includes six sessions studying global retailing, managing people, retail technology, supply chain management and more.

Truland Homes LLC completed the Under His Wings home for girls in Baldwin County. Located in Spanish Fort, the home is valued at approximately \$400,000 and was funded by community donations to help teen girls who have struggled from physical or mental abuse, or girls who simply come from broken homes and need a helping hand.

Premier Medical Group is expanding its eye, ear, nose and throat services to a new Eastern Shore location. The remodeled 12,600-square-foot facility is at 1302 U.S. Hwy. 98 in Daphne.

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Well Done

Altaworx has earned the position of 1,143 on the 2017 *Inc. 5000* list, an organization that identifies the “superheroes of the U.S. economy and America’s fastest-growing companies that wield powers like strategy, service and innovation.” The company was named the No. 1 fastest-growing AT&T Partner Exchange member, No. 2 fastest-growing tech company in Alabama and No. 3 fastest-growing hosted vendor in the country.

*

Johnstone Adams LLC attorney **Celia J. Collins** was recently recognized by Best Lawyers as the 2018 Lawyer of the Year for Labor Law - Management in the Mobile area. In addition, Collins is listed in the 2018 Edition of *The Best Lawyers in America* in the practice areas: Litigation – Labor, Employment Law – Management and Workers’ Compensation Law – Employers.

*

Dr. Valerie D. W. James, president and CEO of VisionSpot Consulting Group LLC, authored her



James new book entitled *Leadership Intelligence Beyond the Basics: Solutions for Maximizing Your Brilliance as a Leader*. The book focuses on leaders at all levels who want to widen their sphere of influence and improve their people, process and performance outcomes.

*

USA Mitchell Cancer Institute named **Dr. Arthur E. “Art” Frankel** the inaugural holder of the Arlene and Mayer Mitchell Endowed Chair in Medical Oncology. An endowed chair is the highest academic award bestowed upon a faculty member by a university, serving as an honor to the holder of the appointment and an enduring tribute to the donor who establishes it.



Sigler



Lash Mobile Area Water & Sewer System (MAWSS) inducted six retirees into its Employee Hall of Fame for

making a lasting contribution to the organization: **Brenda F. Sigler, Johnnie B. Lash Jr., Isadore Williams, Henry Bradley Jr.**, the late **David Brenes** and the late **Moses Wilson**. This year’s class represents 160 years of service to MAWSS and the community.

*

Stephen White, president and director of data services for **MTI Business Solutions**,



earned the designation of **PXT Select™ Certified Professional/Trusted Advisor**. This credential highlights his expertise with PXT Select, an employee selection tool designed to make human decisions about hiring simpler and smarter.

*

Wilkins Miller accounting and advisory firm was named one of the 2017 “Best Accounting Firms to Work for” by *Accounting Today* for the third consecutive year. The annual survey and awards program is designed to identify, recognize and honor the best employers in the accounting profession, benefiting its economy, workforce and businesses.

*

Burr & Forman LLP partner **Jeffery “Jeff” Uhlman Beaverstock** of Mobile was recently nominated to a federal judgeship by President Donald Trump. If confirmed, Beaverstock will serve as a district judge on the U.S. District Court for the

Southern District of Alabama. He earned a bachelor’s degree from The Citadel and a law degree from The University of Alabama.

Community News

Mobile Area Water & Sewer Service (MAWSS) announced the Neighbors in Need customer assistance program and pledged \$5,000 annually to support the fund. The program encourages customers to make a donation each month when they pay their water and sewer bill to help others in the community who are having difficulty paying. The program is administered through Mobile Community Action and is based on income eligibility.

*

The Community Foundation of South Alabama (CFSA) was awarded \$50,000 for the implementation of Empowering Change: Strengthening Our Community Connections by Newman’s Own Foundation. Partnering with the **University of South Alabama (USA)**, the

inclusion program seeks to empower USA students on campus and citizens in the local community to build inclusion, trust and affect meaningful change.

Additionally, CFSA has a new partnership with the Aspen Institute and the Jake Peavy Foundation on “Project Play,” to reimagine sports in America. With health and inclusion as core values, “State of Play: Mobile County” will unite the Aspen Institute and local community leaders in conducting a scan and analysis of the landscape of youth sports, and ultimately will involve low-income children who are currently being left on the sidelines.

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.

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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 203 are accredited, and of those only 103 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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Know a company interested in benefiting from Chamber membership? Contact Jackie Hecker at 251-431-8642 or jhecker@mobilechamber.com or Emily Hatcher at 251-431-8619 or ehatcher@mobilechamber.com. Also, find a membership directory at www.mobilechamber.com.

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