

Mobile Area Chamber of Commerce DEC. 2017-JAN. 2018

the **business**VIEW

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Home Office to Mobile

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From the Publisher - Bill Sisson

Resource Alignment

A shift is occurring at membership organizations across the country. Chambers are facing tough choices between staying focused on their mission and making money.

Our chamber is not alone. An increasing number of other organizations or businesses can and do provide similar high-quality services.

So how do we compete in a changing and competitive marketplace? If revenue from chamber programming declines or goes away, how do we continue to operate the chamber business? How do we ensure that we're equipped to compete with other communities and to reach our economic and community development goals?

Our chamber is, without question, an events-driven organization, holding more than 100 high-impact programs each year. Additionally, our chamber continues to have larger-purpose goals such as advocacy and economic development. Over time, our mission will necessitate shifting an increasing part of our focus from chamber



programming towards more community-based economic development.

A recent example of this is our support of a new business incubator – Innovation PortAL – on St. Louis Street in downtown Mobile. Building our innovation ecosystem is vital to building Mobile's economic future, and it will

make it possible to retain and recruit the type of young talent that will help our city grow. This is only a part of our overall economic development goals. And it all takes resources to be effective.

Funding our economic development efforts, both in the traditional sectors and in the innovation realm, is absolutely necessary to keep our region competing on the world stage. Our chamber does this through our Partners for Growth (PFG) economic development initiative.

The recent campaign for PFG 2018-2022 was just successfully completed – and it would not have been possible without the support of 150 businesses and other investors who have a passion for Mobile's bright future. These partners know that although they sometimes do not see immediate benefits to their individual book-of-business, they understand there is real ROI potential when the chamber meets its economic development goals of jobs and capital investment.

Mobile's economic success is the direct result of the chamber and its partners' work. As our chamber continues to evolve, it's important that we ensure the resources are there to keep our economy growing and thriving well into the future.



ON THE COVER

Celebrating its 20th season, the Mobile Symphony (MSO) members and employees include (from left to right) Enen Yu, co-concertmaster and a teacher in the MSO string program and at the University of Mobile; Taylor Hollyer, principal bass and MSO education director (he also teaches at the University of South Alabama and the University of West Florida); Celia Mann Baehr, MSO president and CEO; J.C. Barker, principal clarinet and MSO general manager; and Guo-Sheng Huang, a cellist in the orchestra and a teacher in the MSO string program and at the University of Mobile. Go to pg. 10 for details. Photo by Yancey Leeth, Insight Concepts.

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SSAB Americas Announces Plans to Move Head Office from Chicago Area to Mobile

“Game-changer.”

“Crown jewel.”

“Reflects success.”

“Evidence of Mobile’s strong business case and quality of life.”

These are just some of the reactions from state and local officials to SSAB Americas’ plans to relocate the division’s head office from Lisle, Ill., to Mobile, announced at the Mobile Area Chamber on Oct. 19. More details will be announced over the coming months about the exact location, with the transition expected to take place throughout 2018.

“Mobile is a growing community with a booming economy; we are excited to expand our presence in the area as a trusted employer and community partner,” said **Chuck Schmitt**, president, SSAB Americas. “Moving our team to Mobile will ensure that our senior leaders and support staff work in closer proximity to our front-line operations, where key decisions are made for our business and customers.”

SSAB Americas, a division of SSAB based in Stockholm, Sweden, is one of North America’s largest producers of steel plate and coil, serving many industrial markets and found in heavy machinery, ships’ wind towers, rail cars and more.

Locally, at its facility in Axis, the company employs nearly 600 employees and supports another 200 contractor positions. The head office is expected to create approximately 60 high-paying jobs and the company’s investment is valued at approximately \$3 million.



Chuck Schmitt speaks with the local media after the announcement SSAB Americas would locate its head office in Mobile.



In October, SSAB Americas announced Mobile as the site of its new home office. Pictured here are Chamber executives with elected officials and economic developers involved in the project.

“Attracting a corporate headquarters is a game-changer for any community. SSAB Americas’ decision to locate here in Mobile County is the next chapter in what has been an extraordinary partnership between the company and the community,” said Mobile County Commission President **Merceria Ludgood**.

“Corporate headquarters are viewed as the crown jewel of economic development and the ultimate prize for any community,” Mayor **Sandy Stimpson** said. “SSAB’s decision to locate its headquarters in Mobile will create high-paying jobs and add momentum to our downtown resurgence.”

“SSAB is a great corporate citizen and we are delighted that they have decided to move their Americas corporate headquarters to Mobile. In addition, it is exciting to be adding another corporate headquarters to the business community in Mobile,” said **Mike Saxon**, vice president - Mobile Division of Alabama Power, the company that connected SSAB with the Mobile Area Chamber of Commerce economic development team.

“Over the last decade SSAB has made significant investment in its Mobile facility while adding high-paying jobs,” said **Troy Wayman**, Mobile Area Chamber of Commerce vice president of economic development. “The decision to make Mobile home for its Americas headquarters is evidence that we have a strong business

case matched with an exceptional quality of life. This project is an excellent example of our economic development strategy to recruit headquarters and other high-paying jobs to our area.”

5 Things You Need to Know:

- 1 The corporate headquarters will be located in Mobile. Expect more details from SSAB representatives in the coming months.
- 2 About 60 jobs are associated with the announcement and the capital investment is valued at \$3 million.
- 3 The transition will take place throughout 2018.
- 4 The company has nearly 600 employees at its steel mill in Axis.
- 5 Over the last decade SSAB has made significant investment in its Mobile facility and added more than 100 high-paying jobs.

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

Innovation PortAL

Creating Seed Fund for Startups

With the help of a Regional Innovation Strategies grant, Innovation PortAL is in the process of creating a seed fund to support entrepreneurs and their startup ventures in the Gulf Coast region.

In September, the Economic Development Administration (EDA) announced the award of nearly \$300,000, the fully requested amount, to the Mobile Area Chamber of Commerce Foundation.

"This is a testament to the entrepreneurial talent in our region and illustrates the need to support and develop future innovators," said Mobile Area Chamber President and CEO **Bill Sisson**. "Our continued work with local and regional partners helps us stand out in a very competitive process."

"Seed investment offerings targeted to entrepreneurs in the Gulf Coast region are limited," said **Hayley Van Antwerp**, executive director of Innovation PortAL. "As a result, our high-potential entrepreneurs

are either moving to other markets in search of capital or putting their efforts on hold. This seed fund will offer our region's entrepreneurs the critical funding required to launch and scale their ventures."

From a pool of 217 applicants, 42 organizations – including nonprofits, institutions of higher education and entrepreneurship-focused organizations – from 28 states received more than \$17 million to create and expand cluster-focused proof-of-concept and commercialization programs, and early-stage seed capital funds.

"This seed fund will offer our region's entrepreneurs the critical funding required to launch and scale their ventures."

Hayley Van Antwerp
executive director
Innovation PortAL

Innovation PortAL previously received a \$2.9 million U.S. Department of Commerce Economic Development Administration grant in September 2016. Those funds are being used to renovate the former Threaded Fasteners building at 358 St. Louis St. in downtown Mobile, which will become Innovation PortAL's headquarters.

Innovation PortAL connects entrepreneurs with the tools, equipment and resources they need to be successful, including intensive mentoring, specialized curriculum and access to networks and capital. ☺☺



Photo by John Stamush, Continental Motors

Continental Motors broke ground on its new manufacturing facility and corporate offices at Mobile Aeroplex at Brookley in October. Pictured L-R: Avery Gatwood, John Bouie, Donovan May, Thomas Yang, Rhett Ross, Michael Skolnik, Ron Ditchie, Howard Thompson

Chamber Names Continental Motors Group 2017 Manufacturer of the Year

Continental Motors Group renewed a commitment to Mobile as the site of its corporate global headquarters after a lengthy search, retaining several hundred high-paying jobs locally.

A leading manufacturer of new and rebuilt FAA-certified piston engines, spare parts and components for small propeller-driven airplanes, Continental was named the Mobile Area Chamber's Manufacturer of the Year.

"Continental has long been the cornerstone of our ever-growing aviation sector," said **Troy Wayman**, the Chamber's vice president of economic development. "Their world-class engines and reputation shine a spotlight on Mobile on an international stage. Continental has played an integral role in helping Mobile's aerospace cluster grow and flourish."

With an anticipated late 2018 completion date, the new

260,000-square-foot complex will replace the company's current 11-building footprint. The company is investing approximately \$70 million in the building and new equipment. Future plans include a customer and technical service division to serve its worldwide clients 24 hours a day, 365-days a year in multiple languages.

Opened in Mobile in 1966 when the original company, based in Michigan, was looking to separate its aviation business from its vehicle engine manufacturing operations, Continental's current parent company, AVIC International Holding Corp., is based in Beijing, China.

"We are proud that Continental calls Mobile home," said Wayman. "They are the perfect example of how manufacturing continues to thrive in Alabama." ☺☺

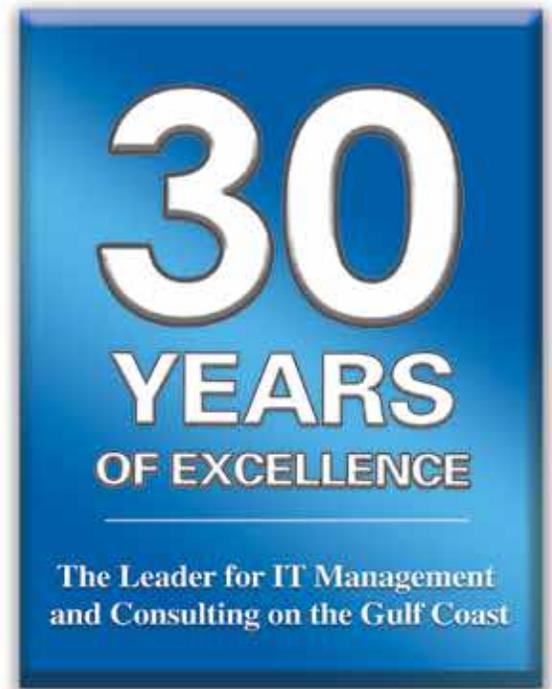
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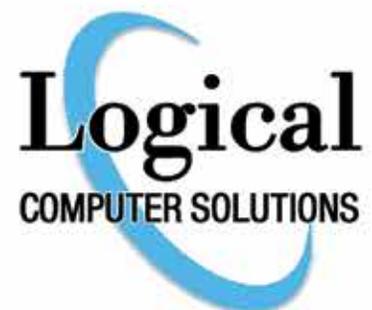
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Claude Moore Jeweler Treats Customers with Respect

Claude Moore Jeweler was named the Chamber's small business of the month. Pictured here are employees: front row, Julie Moore, Helen Moore and Beth Moore Sumlin; and back row, C. Howard Moore III and Claude H. Moore IV.

Claude Moore IV's great-grandfather believed in providing quality products for a fair price. His grandfather's business credo was: "Every man that walks through the door treated like a gentleman, and every woman that walks through the door treated like a lady."

The business that they built, Claude Moore Jeweler, still operates under those ideals today after 95 years in operation in Mobile.

"We strive for both quality of our products and quality customer service," said Moore IV, who represents the fourth generation of Moores to operate the store. "When you're dealing with a nicer gift, sometimes people may have a budget but they don't know exactly what they want, so we do our best to make them feel at ease, make them feel comfortable, kind of make them feel at home as best we can. I think that's helped us over the years."

Claude Moore Jeweler is the Mobile Area Chamber of

Commerce's Small Business of the Month.

The business was established in 1922 by Claude Moore, who was trained in diamond-setting and hand engraving and opened up shop in the First National Bank building after returning home from World War I. Since then, the business has grown and changed locations, operating today with 16 employees at 3700 Dauphin Street, where it offers a full line of fine jewelry, watches and gifts and also provides appraisals, repairs and engraving services.

"Having been in business for 95 years, we feel like there's a certain level of trust amongst the community that comes with being in business for that long," Moore IV said.

Claude Moore Jeweler also offers a full bridal registry, a service that has grown since its inception, blossoming under the guidance of Moore IV's mother after she joined the family and the business in the late 1970s.

"I think that's one of the things that kind of sets us apart," Moore IV said. "We probably have the largest bridal selection in town for an independent store like ours, especially a locally owned one."

Moore IV and his business are active in charitable and civic causes, particularly the American Heart Association and Ronald McDonald House. He and his family were guests at a Ronald McDonald House in Atlanta 10 years ago when his daughter, Grace, was born with a congenital heart defect.

"She actually had to have a heart transplant when she was 19 days old," he said. "So we actually had to live in Atlanta for about 3½ months after she was born. We stayed at the Ronald McDonald House. When you're displaced for that long, it was an amazing place to stay, it had a great support system."

The future brings new challenges and new opportunities for Claude Moore Jeweler. As

the store adjusts to meet the needs of a younger generation, Moore IV hopes to open new locations.

"We're hoping long-term to open some smaller, maybe not full-service, locations but just more of kind of satellite stores," he said. "We have a lot of people who work downtown, people who can't necessarily get out this way like they used to. Our goal, rather than having one really large store, is to hopefully have a west Mobile location – something to maybe not offer the full bridal registry services but our more popular gifts and jewelry items, just to make it easier and more convenient, to give them a taste of what we do."

Want to be featured here?

Go to mobilechamber.com to submit an application, or contact Danette Richards at 251-431-8652 or drichards@mobilechamber.com.

Holiday Activities in Downtown Mobile

Want to know what's going on downtown during this holiday season?

Several venues in the downtown area have scheduled a host of holiday events for you and your family. Visit the websites below for more detailed information, admission costs and times.

Here are just a few samples of what Mobile has to offer:

December 1 - January 7

Curious George – the little monkey who has captured the imagination and hearts of millions of children and adults for 65 years – is now at Gulf Coast Exploreum Science Center. The exhibit, "Curious George: Let's Get Curious!" introduces young children to Curious George's world and lead visitors on a fun, meaningful interactive math, science and engineering-based adventure. www.exploreum.com

December 2 & 3

Richards DAR House will host a **Christmas Celebration**. Enjoy beautiful Victorian decorations, holiday treats, live music, gift shop, bake sale and visits with Santa. www.richardsdarhouse.com

December 6

Playhouse-in-the-Park will present one public performance of its original musical, "**A Christmas Carol.**" This magical show, set in Victorian England during the Christmas season, is filled with music, dancing and colorful characters such as Ebenezer Scrooge, Jacob Marley, Tiny Tim, the Ghosts of Christmas Past, Present, and Future; and the fun-loving Fezziwigs. Saenger Theatre, 7:30 p.m. www.mobilesaenger.com

December 7-9

Christmas at Oakleigh. Dressed in traditional holiday finery, the Oakleigh guides give you a glimpse into life in early Mobile at the Historic Oakleigh Complex. www.historicoakleigh.com

December 8

Elf-A-Palooza will take over **Bienville Square** from 5 to 7 p.m. Mobile will once again attempt to break the Guinness World Record for most elves in one place, an event coordinated by Downtown Mobile Alliance. To be a part of the official count, come wearing an elf hat, and don't forget your pointy ears.

December 8 & January 12

LoDa ArtWalk takes place every second Friday of the month from 6 to 9 p.m. in the Lower Dauphin (LoDa) Arts District. Local art galleries, institutions, studios and unique shops open their doors for the public to come inside to view beautiful artwork, sample delicious foods, and hear the music of Mobile. This free family-friendly event is a staple of Mobile's arts and culture. www.ncsmobile.org

December 9 & 10

Experience the **Mobile Ballet's** most magical performance, "**The Nutcracker,**" at the Mobile Civic Center. www.mobileballet.org

December 9 & 10

Mobile's Magical Christmas. The **Mobile Symphony** will present the Mobile Symphony Orchestra joined by Mobile's Singing Children and soloist Diane Penning performing holiday favorites, popular movie music and lush Christmas arrangements originally created by legendary pops conductor Carmen Dragon for the Hollywood Bowl Orchestra. In addition, the entire Saenger Theatre will be decked out for the holidays. www.mobilesaenger.com

December 15-21

The **City of Mobile** will screen **free holiday movies** for the public. For the schedule visit www.mobile.org

December 16

Holiday Market and **Christmas Kids Day** will be a **Winter Wonderland** from 10 a.m. to 2 p.m. in **Bienville Square** and **Cathedral Square**. Come play in artificial snow, take your picture with Santa Claus and shop for last-minute Christmas gifts at the Christmas market in Cathedral Square. Mirrored after the Christmas market in Hamburg, Germany, the market will feature presents, locally grown produce and baked goods. Ride the Polar Express to Bienville Square for kids' activities, music and more.

December 16

Holiday at the Exploreum will offer holiday-themed science activities, photos with Santa and more at the Gulf Coast Exploreum Science Center & IMAX Theater. www.exploreum.com

December 20

Home Free is bringing new music, new production, more country and holiday favorites as they come to town in "A Country Christmas Tour." The five-man band has become known for their show-stopping performances that mix their signature a cappella music with their quick-witted humor at the Mobile Saenger Theatre. www.mobilesaenger.com



December 31

The **Gulf Coast Exploreum Science Center & IMAX Theater** will host "Happy Noon's Year," complete with its very own mini Moon Pie Drop. Noon year countdown to 2018 with lots of family activities. www.exploreum.com

December 31

Mobile's annual New Year's Eve celebration leads up to the annual Moon Pie Drop at midnight, with laser light show and fireworks, in downtown Mobile. www.mobilenewyear.com

January 2, 2018

The **Black Jacket Symphony** offers a unique concert experience through recreating classic albums in a live performance setting. Led Zeppelin's "IV" album is performed in its entirety by a group of handpicked musicians specifically selected for each album, with no sonic detail being overlooked—the musicians do whatever it takes to musically reproduce the album. The performance is separated into two sets at the Saenger Theatre. www.saengertheatre.com

January 7

Jason Isbell & The 400 Unit's new album, "The Nashville Sound," is a beautiful piece of American music-making. www.saengertheatre.com

January 20 & 21

The Four Seasons puts Vivaldi's mastery on full display. For each season, there is a corresponding concerto which provides a vivid musical portrait. Argentina's tango master, Astor Piazzolla took a different spin on this concept with his piece Four Seasons of Buenos Aires, which exudes a distinct Latin flair. Mobile favorite Chee-Yun will be returning to perform these incredible works at the **Mobile Symphony**. www.mobilesymphony.org

January 21

EvenSong 2017 Service at the **The Christ Church Cathedral**, on Conception Street will feature the Preces and Responses and Magnificat and Nunc Dimittis by Steven Rickards, a prominent American composer, countertenor, and founder of Echoing Air, an acclaimed early music ensemble, following the order of the 1662 Book of Common Prayer. The choir anthem will be the stunning Abendlied by the German-Romantic composer Josef Gabriel Rheinberger. www.christchurchcathedralmobile.org

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Mobile Symphony

The Business of Making Music

With a reputation for solid performances of classical masterpieces generally only heard in much larger cities, the Mobile Symphony Orchestra (MSO) enhances the area's quality of life and helps the area recruit and retain businesses and industries.

Beyond the music is the business of music. In just two decades, the MSO has become Mobile's flagship arts organization, with a budget and audience exceeding all other local performing arts organizations combined.

"The Mobile Symphony is a small business that happens to make music instead of airplanes or ships," said **Celia Mann Baehr**, MSO president and CEO. "We have 11 full-time employees, six part-time teachers and 75 orchestra musicians with a

payroll of almost \$430,000 and an overall budget of almost \$1.8 million. We are a significant small business on the Gulf Coast, and our education outreach in local schools is on par with most big businesses."

Some key economic drivers include:

- The Mobile Symphony has an overall regional economic impact of \$7 million.
- MSO draws 35,000 to 40,000 concertgoers to downtown Mobile each season, dramatically boosting business at restaurants, bars and paid parking lots.
- MSO pays between \$80,000 to \$100,000 annually to the city and SMG management company for rental and services at the Saenger Theatre.
- MSO pays for more than 800 room nights a season at its partner hotel,

The Admiral, for orchestra members who come from elsewhere along the Gulf Coast. Approximately 30 percent of the musicians reside in Mobile; the rest are regional.

- The orchestra, which is made up of contracted professional musicians who are paid for every rehearsal and performance, has a contract with Dauphin Street Sounds to record all concerts.
- Ticket prices cover less than half of the costs of each concert. More than 650 donors – individuals, corporations, businesses and foundations – make up the rest. An average two-performance concert can cost between \$80,000 to \$100,000.



“The MSO is a great recruiting tool for international businesses and for retirees who come from areas with access to orchestras of excellent quality,” said Baehr. “Invariably people who move here from Europe or large cities in the United States are blown away by our orchestra. I had one retired couple tell me that they routinely attended the New York Philharmonic and said they would put the MSO up against them any day. High praise indeed!”

20th Season Highlights

“Every orchestra has a personality, and the MSO has a particularly exuberant one,” said Music Director **Scott Speck**. “This 20th anniversary season brings together all the things that make our orchestra special.”

Speck will lead the orchestra for this season’s concerts including the music of Gershwin’s Piano Concerto in F, Vivaldi’s “Four Seasons,” Elgar’s “Enigma Variations,” Shostakovich’s Symphony No. 5 and Mahler’s Symphony No. 2, the most massive piece the MSO has ever performed.

Soloists for the season include Grammy-winning cellist Zuill Bailey, the Marcus Roberts Trio, violinist Chee-Yun and revered pianist Menahem Pressler, who will be 94 when he makes his Mobile debut.

FAST facts

- **\$1.8 overall annual budget**
- **\$7M overall regional economic impact**
- **30% of the orchestra musicians live in Mobile**
- **800 room nights per season for orchestra**
- Ticket prices start at **\$15 (\$10 for students)**
- Average two-performance concert **costs \$80,000 to \$100,000**
- Draws **35,000 to 40,000** concertgoers to downtown Mobile each season



Building on music for future generations, the MSO Youth Orchestra is an education and performance group for the Gulf Coast’s most talented young musicians. Making education a priority, the MSO has the largest (and most successful) arts education program on the Gulf Coast. As school systems cut music from the curriculum, MSO fills the gap with

classroom instruction at partner schools.

All concerts are held at the Saenger Theatre in downtown Mobile on Saturday evenings and Sunday afternoons. Memberships are available online at www.mobilesymphony.org, by phone at 251-432-2010, or at the symphony box office at 257 Dauphin St. More details can be found at www.mobilesymphony.org.

Finally, a membership package at Mobile’s elite personal training facility.



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BPG



Burton Property Group

Burton Property Group has 23 years experience in the real estate assets industry. Employees pictured here are (from left to right) Andrew Prescott, Crystal Lavelle, Cindy Stiles, Kathy Sherman, Amelia Jones, Dawn Orr, Lynette Brown and Philip Burton (back row) Todd Dempsey and Joe Roe Burton.

Company official: Philip G. Burton, president/CEO

Years in business: 5

Brief company description: Burton Property Group (BPG) is a full-service real estate development, investment and management firm. Its focus is the acquisition, leasing, development and management of real estate assets. BPG's goal is to enhance the value of retail spaces by attracting strong national tenants and building well-balanced portfolios. Local properties include Jubilee Square in Daphne; BB&T Centre, Westwood Plaza

Shopping Center and Schillinger Town Center in Mobile; and McKenzie Village and Foley Square in Foley.

Why are you located in Mobile? "Family," said Burton. "The genesis of our company can be traced back to 1900 and five generations."

Why do you support the Mobile Area Chamber of Commerce's Partners for Growth initiative? "We are bullish on Mobile, and south Alabama as a whole," said Burton. "Our view is that the Mobile Area Chamber is the best tool available to our

community to recruit and retain business in Mobile, which in turn helps our business. As the pie grows, hopefully, our piece grows with it. Our investment in Partners for Growth is our way of supporting that mission."

What do you see as Mobile's greatest potential? "That's a tough question, as we are rich in so many different areas but, generally speaking, I view our local economy as being well-balanced with tremendous potential in all sectors," Burton said.

Length of continuous Chamber membership: Since 2012.



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 kdwrell@mobilechamber.com.

Partners For Growth Investors

Growing Global, Investing Local | 2018-2022

The following companies have invested in Partners for Growth, the Mobile Area Chamber of Commerce's aggressive and successful economic development program of work. Pictured are PFG Co-Chairs: **Elliot Maisel**, Gulf Distributing, **Mark Nix**, Infirmiry Health, **Michael Saxon**, Alabama Power, and **Brian Willman**, Regions Bank.



Maisel



Nix



Saxon



Willman



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Alabama Media Group
Alabama Orthopaedic Clinic PC
Alabama Power
Alabama State Port Authority
AltaPointe Health Systems Inc.
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Industrial Development Board
of the City of Mobile
Infirmiry Health
Information Transport Solutions Inc.
iSAM North America Corp.
Joe Bullard Automotive Cos.
Jones Walker LLP
Keith Air Conditioning Inc.
Kimberly-Clark Corp.
Leavell Investment
Management Inc.
Lewis Communications Inc.
Life + Legacy Benefits
LLB&B Inc. Real Estate
Long's Human Resource
Services
MAAS Aviation
Maynard Cooper & Gale PC
Merchants Transfer Co.
Mississippi Export Railroad Co.
Mitchell McLeod Pugh & Williams
Mitsubishi Polysilicon
Midnight Inc.
Mobile Area Water and
Sewer System
Mobile Airport Authority
Mobile County Commission
Moffatt & Nichol
NAI Mobile
Norton Lilly International
Olin Corp.
Outokumpu Stainless USA
Page & Jones Inc.
Phelps Dunbar LLP
Premier Medical Group Inc.
Prism Systems Inc.
Providence Hospital
Quality Valve

REEL USA Corp.
Regions Bank
Renasant Bank
Robert J. Baggett Inc.
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Smith Dukes
SOHO Event Rentals
Spring Hill College
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Springhill Toyota
Spire
SSAB Americas
Stirling Properties LLC
Tensaw Land & Timber Co. Inc.
Thames Batré Insurance
The American Equity
Underwriters Inc.
The Hiller Cos.
The J. L. Bedsole Foundation
The Orthopaedic Group PC
Thompson Engineering Inc.
Thompson Tractor Co. Inc.
Trustmark Bank
U-J Chevrolet Company Inc.
University of Mobile
University of South Alabama
University of South Alabama
Foundation
Volkert Inc.
Warren Averett LLC
Wells Fargo
WESCO Gas & Welding Supply Inc.
White-Spinner Realty Inc.
Wilkins Miller LLC
Willis Towers Watson
World Omni Financial Corp.

List of investors as of Oct. 2017.

For more information on becoming a PFG Investor contact Bob Chappelle at 251-431-8644 or bchappelle@mobilechamber.com



Partners for Growth



In October, the Mobile Area Chamber completed its \$11 million capital campaign to fund its economic development program of work. Partners for Growth is a private-public partnership with more than 140 investors. To learn more about this program, or to become an investor, contact Bob Chappelle at 251-431-8644 or bchappelle@mobilechamber.com.

Pictured from left to right are: Brian Willman, Regions Bank; Mike Saxon, Alabama Power; Liz Freeman, Long's Human Resource Services; Mark Nix, Infirmity Health; and Bill Sisson and Troy Wayman, Mobile Area Chamber.

Mobile Area Chamber President and CEO Bill Sisson announced the campaign's successful completion during a reception held at the Battle House Hotel.



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MOBILE AREA CHAMBER OF COMMERCE 2018 BOARD OF DIRECTORS

From taking a stand on legislative issues to supporting Mobile's business community to recruiting new jobs and capital investment, the Mobile Area Chamber's board of directors serves as the organization's governing and policy-making body. The board is comprised of 45 members representing a cross-section of the business community – 35 men and 10 women.

Approximately 73 percent of the companies represented on the board have fewer than 101 employees; 15 employ 1 to 10 individuals; three employ 11 to 25 individuals; eight employ 26 to 50 individuals; seven employ 51 to 100 individuals; and 12 employ more than 100. Of those companies represented on the board, nine are listed as minority-owned and 11 are listed as women-owned. On the following pages are profiles of the Chamber's 2018 board members.

* Denotes new Board of Directors  Denotes Partners for Growth investor



Brian Willman
Regions Bank

Chairman of the Board

Willman is area president, South Alabama/Florida panhandle for Regions Bank. He received a bachelor's degree in business administration from the University of North Carolina at Chapel Hill. He is a former board member and treasurer for the United Way of Southwest Alabama. Willman is a member of the Chamber's board of advisors. 



Glyn Agnew
AT&T

Agnew is the regional director for the southern division of AT&T Alabama legislative and external affairs. He earned a bachelor's degree in business administration from Mississippi State University. Agnew serves on the boards of Girls Inc. of Central Alabama, Birmingham-Southern College Edward Lee Norton board of advisors, Birmingham Civil Rights Institute and the Birmingham Urban League. He is also a member of the Chamber's board of advisors. 



Douglas L. Anderson *
Burr & Forman LLP

Anderson is a partner with Burr & Forman LLP. He received a bachelor's degree in business management from The University of Alabama and a juris doctorate from Cumberland School of Law. Anderson was Alabama's assistant attorney general from 1982-84. He is a member of the Senior Bowl committee and UMS-Wright board of directors and is a former member of the city of Mobile Planning Commission and the Alabama Institute for the Deaf and Blind board. He is also a member of the Chamber's board of advisors. 



Kevin Ball *
Ball HealthCare Services Inc.

Ball is director of operations for Ball HealthCare Services Inc., working in healthcare for 20-plus years. He received a bachelor's degree in business administration from Alabama A&M University and a master's degree from the University of North Texas in long-term care administration. Ball is a member of the Alabama Nursing Home Association and recently served as chair for both the regional advisory board for the Alabama Institute for the Deaf and Blind and the Alabama Board of Examiners. He also serves on the advisory board for Renasant Bank.



Damian M. Bell
RockBridge Wealth Management Inc.

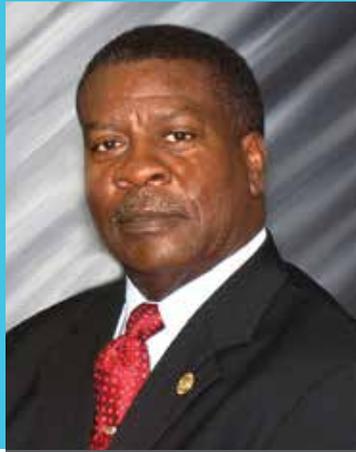
Bell is the president of RockBridge Wealth Management Inc. He received a bachelor's degree from Tulane University in New Orleans. He began his career as a financial counselor in 1993 with Prudential Securities. Bell earned the certified financial planning designation in 1998. He is a member of the Corpus Christi Catholic Church, Men of St. Joseph Group and is past president of the Mobile Chapter for AFEA (American Financial Education Alliance).

MACC 2018 BOARD OF DIRECTORS



Robert H. Bender
Travel Leaders Corporate-Mobile

Bender is a consultant with Travel Leaders Corporate-Mobile. Prior to his current position, he was president and CEO of Springdale Travel Inc. He received a bachelor's degree in marketing from the University of South Alabama. He is a current member of the Travel Leaders' "Leaders Group," the Mobile Airport Authority advisory board and downtown Rotary. Bender has served in the past on the American Express Rep Business Travel Services board of advisors and the board of directors of St. Luke's Episcopal School.



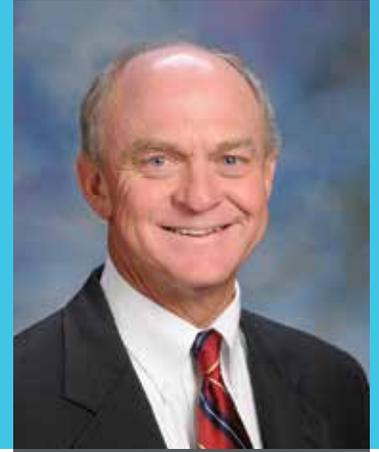
Robert S. Bryant Sr.
Leaf & Petal Florist & Gift Shop

Bryant is the owner of Leaf & Petal Florist & Gift Shop in Eight Mile. Bryant has more than 30 years of retail experience. He is past president of the Eight Mile Lions Club, past vice president of the Prichard Area Chamber of Commerce and a longtime member of the Mobile Area Chamber.



Kevin S. Carey
Trustmark National Bank

Carey is Mobile market president with Trustmark Bank. He earned a finance degree from The University of Alabama. He has served on boards of March of Dimes, City of Mobile Swim Association, Cystic Fibrosis Foundation, American Heart Association and Senior Bowl Run. Carey is involved with the St. Ignatius Catholic Church Finance council, St. Ignatius school board and is a Catholic Youth Organization board member. He is also a member of the Chamber's board of advisors. 



J. Kenny Crow Jr. *
Crow Shields Bailey PC

Crow is president of Crow Shields Bailey PC. He spent eight years, primarily as an audit supervisor, with Pannell, Kerr, Forster in Mobile before starting his own practice in 1985. Crow is a graduate of McGill Institute and The University of Alabama. He serves on the board of directors of N.E.S.T. (Nurture, Equip, Strengthen, Transform), Kiwanis, St. Ignatius Catholic School and Church, McGill-Toolen school board, Catholic Social Services, Optimist Club and many others. Crow is also a member of the Chamber's board of advisors 



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Joe Denton *
Infirmary Health System Inc.

Denton is executive vice president and chief financial officer for Infirmary Health System Inc. He graduated from the University of South Alabama (USA) with a bachelor's degree in accounting and a master's degree in business administration from Maryville University in St. Louis. Denton is a graduate of Leadership Mobile. He serves on USA's Mitchell College of Business executive advisory board. [↗](#)



James C. Fowler
Cooper/T. Smith Corp.

Fowler is assistant vice president of Cooper/T. Smith Corp. He has a master's degree in business administration with a specialization in finance from the A.B. Freeman School of Business at Tulane University, and he received a bachelor's degree from the Culverhouse College of Commerce and Business Administration at The University of Alabama. Fowler is an active member of the Rotary Club of Mobile and currently serves as treasurer of The University of Alabama Delta Kappa Epsilon House Corp. [↗](#)



Liz Freeman
Long's Human Resource Services

Freeman is president of Long's Human Resource Services. She is a graduate of UMS-Wright Preparatory School and Vanderbilt University, where she earned a bachelor's degree in human and organizational development. She is on the board of directors for United Way of Southwest Alabama and UMS-Wright, and is a member of the Chamber's board of advisors. She also chairs USA Children's and Women's Hospital advisory council. [↗](#)



Virginia Foxworth Guy *
Drug Education Council

Guy has been the executive director of the Drug Education Council since 1991. She graduated from the Rutgers University School of Alcohol and Drug Studies. Guy serves on the board of directors for Southwest Alabama Partnerships for Training and Employment and N.E.S.T. She is a trustee for the Larkins Charitable Foundation and an elder with Government Street Presbyterian Church. She is a past president of the Rotary Club of West Mobile, and is a member of the Chamber's board of advisors.



Monty P. Hamilton
Rural Sourcing Inc.

Hamilton is CEO of Rural Sourcing Inc. (RSI). He holds a master's degree in business administration from the Cox School of Business at Southern Methodist University and a bachelor's degree in business from Millsaps College. RSI is Hamilton's second entrepreneurial startup venture. He is on the advisory board of The Bond Group and chairs the IAOP's Domestic Sourcing Chapter. Hamilton is a member of the Chamber's board of advisors.



Chris Harle *
Roly Poly Sandwiches

Harle is owner/operator of Roly Poly Sandwiches, and a commercial leasing sales agent for White-Spinner Realty. He earned a degree in business administration and aviation management from Auburn University. Harle is vice president of the Mobile Chapter of the Alabama Restaurant Association and a member of the USA Hospitality and Tourism Management advisory board, the National, Alabama and Mobile Area Association of Realtors and International Council of Shopping Centers.



Abe L. Harper Jr.
Harper Technologies LLC

Harper is president/CEO of Harper Technologies LLC. He is a graduate of the Alabama School of Math and Science and attended both Florida A&M University and The University of Alabama. Harper is a member of the Eastern Shore Chamber of Commerce, the Eastern Shore Coastal Conservation Association, Prichard Preparatory School board of directors and CityHope Church. He is also a member of the Chamber's board of advisors.



Jürgen G. Hellmich *
iSAM North America Corp.

Hellmich is chief executive officer of iSAM North America Corp. He has been with iSAM since 1983 and has served as CEO since 2008. He studied computer sciences at the University of Dortmund. Hellmich is the board chairman of iSAM Group as well as a member of the Chamber's board of advisors. [↗](#)

MACC 2018 BOARD OF DIRECTORS



J. Guy Helmsing
Hancock Bank

Helmsing is Alabama market president of Hancock Bank. He received a bachelor's degree from The University of Alabama, New College. Helmsing is a graduate of Leadership Mobile and currently serves on the board of directors of St. Paul's Episcopal School, the Mobile Carnival Association, the Salvation Army advisory board, Village of Spring Hill, the president's cabinet at The University of Alabama, United Way and Mobile Touchdown Club and is a member of the Chamber's board of advisors. [↪](#)



Mark E. Hieronymus
Hieronymus CPAs LLC

Hieronymus is owner of Hieronymus CPAs LLC. He holds a master's degree in tax accounting from The University of Alabama and a bachelor's degree from the University of South Alabama (USA). He serves on the board of the American Institute of Federal Taxation and the Chamber's board of advisors. Hieronymus is past president of the USA accounting advisory board and a member of the Estate Planning Council of Mobile, The University of Alabama Planned Giving advisory council and Young Life of Mobile. [↪](#)



Brad Israel
68Ventures, Truland Homes
& Bellator Real Estate

Israel is chief operating and leadership officer for 68Ventures, Truland Homes and Bellator Real Estate and Development. He graduated from Hampden-Sydney College in Virginia. Israel joined the U.S. Army in 2005 and earned numerous military medals over his nearly 10 years of active duty. He serves on the boards of the Child Advocacy Center and Habitat for Humanity and is involved with Big Brothers Big Sisters, Waterfront Rescue Mission and the Mobile Area Association of Realtors. He also serves as a Green Beret with the 20th Special Forces Group.



Jennifer Graham Jenkins
JJPR

Jenkins is president of JJPR LLC, a public relations consulting firm. She graduated from The University of Alabama with a bachelor's degree in communications. Jenkins is a member of the Public Relations Council of Alabama, the Southern Public Relations Federation, the Public Relations Society of America and the Junior League of Mobile. She is a graduate of Leadership Mobile and serves on the advisory board for The University of Alabama's Blackburn Institute.



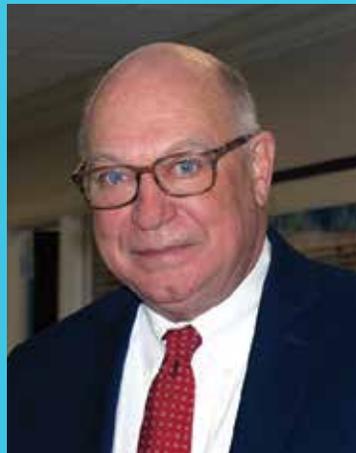
Clarence Johnson Jr.
Bama Pest Control Inc.

Johnson is president of Bama Pest Control Inc. He served in the U.S. Army (Military Police Corps) in Vietnam from 1969 to 1971, after which he attended Bishop State Community College. Johnson is a board member of A Servant's Love, youth advisor and minister of Helps at NLCF, a past winner of the Chamber's Eagle Award and chairman of the Chamber's Growth Alliance Task Force.



Trisha Johnston *
DocRx

Johnston is territory manager for DocRx, where her territory covers areas of Alabama, Mississippi and Florida. She is a graduate of Minnesota State University. Prior to moving to Mobile, Johnston was heavily involved with the Montgomery Area Chamber of Commerce, the Convention and Visitors Bureau of Montgomery and the Hotel and Hospitality Committee of Montgomery. [↪](#)



W. Bibb Lamar Jr.
ServisFirst Bank

Lamar is president and CEO of ServisFirst Bank. He was previously president and CEO of BankTrust. He is a graduate of the University of Mobile and attended the University of Oklahoma Commercial Lending School and Stonier School of Banking – Rutgers University. He is a graduate of Leadership Mobile and Leadership Alabama. Lamar is the director of Alabama State Banking Dept., past president and director of Alabama Bankers Association and a member of the President's Cabinet of The University of Alabama. [↪](#)



Robin Luce
JubileeScape Inc.

Luce is president of JubileeScape Inc. He earned a bachelor's degree from Louisiana State University. Currently he serves as president of the Mobile Botanical Gardens and is a member of Rotary Club of Mobile, St. Ignatius Catholic Church, the Japanese Gardens of Mobile board of directors and the Chamber's board of advisors.



Evan B. Maisel *
Gulf Distributing Holdings LLC

Maisel is senior vice president at Gulf Distributing Holdings LLC. He holds a bachelor's degree in business from The University of Alabama. Maisel serves on the Senior Bowl Committee and has been instrumental in the planning and execution of the annual 1065 music festival. §



Keith Manwaring *
Taylor Companies

Manwaring is co-chairman/senior advisor for Taylor Companies. He came to Mobile to work for Integrity Media Inc. and eventually retired as president of Integrity International Group. Manwaring was educated in South Africa, where he majored in financial management and attended Harvard Business School's Executive Education program studying international contract negotiations and conflict resolution.



Jenny McCall
WESCO Gas & Welding Supply Inc.

McCall is president of WESCO Gas & Welding Supply Co. Inc., which serves the Gulf Coast with 10 locations. She received a bachelor's degree from Troy University. McCall is a member of the Alabama Association of General Contractors, Associated Builders and Contractors, Partners for Environmental Progress, Vistage, American Welding Society's Mobile chapter and Spanish Fort United Methodist Church. She is also a member of the Chamber's board of advisors. §



Henry T. Morrisette
Hand Arendall LLC

Morrisette is an attorney at Hand Arendall and was named Lawyer of the Year 2013 by *Best Lawyers*. He received a law degree from The University of Alabama Law School. Morrisette is past president of the Mobile Arts Council. He is an elder and treasurer of Government Street Presbyterian Church and volunteers his time with the South Alabama Volunteer Lawyers Program. §

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Hilton B. Mostellar *
Mobile Asphalt Company

Mostellar is vice president of Mobile Asphalt Co. She received a bachelor's degree in accounting from The University of Alabama. Mostellar currently serves on the UMS-Wright Preparatory School board of trustees, the Alabama General Contractors board of directors and the Providence Foundation board of directors. She is also a member of the Chamber's board of advisors.



Monica R. Motley
Alabama School of Math and Science

Motley is president of the Alabama School of Math and Science. She received a bachelor's degree from Alabama State University, a master's degree from the University of South Alabama and a doctorate from Auburn University. Motley is a graduate of Leadership Alabama and Leadership Mobile. She is active in Rotary International, U.S. Sports Academy, Mobile Area Education Foundation and Jack & Jill of America. She is a member of the Chamber's board of advisors.



Henry F. O'Connor III
Jones Walker

O'Connor is a partner at Jones Walker. He received a bachelor's degree from Dartmouth College and a law degree at the University of Virginia School of Law. He serves on the boards of Mobile Public Charter Schools Inc., Alabama School of Math and Science Foundation and the executive committee of United Way of Southwest Alabama. O'Connor is a member of the advisory boards of Trustmark Bank – South Alabama Region and Southern Community Capital. [f](#)



Paige Plash *
Encore Rehabilitation Inc.

Plash is co-owner/chief operating officer of Encore Rehabilitation Inc. He received a bachelor's degree in physical therapy from the University of South Alabama. He has been a practicing physical therapist since 1980. Plash serves on the boards of Distinguished Young Women and UMS-Wright Preparatory School and the iBERIA Bank advisory board.



D. Scott Posey *
AM/NS Calvert

Posey is director of communications for AM/NS Calvert. He has been in this position since January 2008, prior to the Calvert facility's construction. Posey is a graduate of Auburn University with a bachelor's degree in communications. He currently serves on the board of directors for the Mobile Area Education Foundation, Mobile County Education Commission and Mobile Baykeeper and is a member of the board of trustees of the Gulf Coast Exploreum and Science Center. [f](#)



Jacquitta Powell-Green
Commonwealth National Bank

Powell-Green is chairperson of Commonwealth National Bank. She is a graduate of Alabama A&M University with a bachelor's degree in business management and holds a master's degree from Spring Hill College. She is a member of the advisory board of Penelope House, the board of directors for the Dearborn YMCA and is a graduate of Leadership Alabama and Leadership Mobile.



Maxey J. Roberts
University of South Alabama Foundation

Roberts is managing director of the University of South Alabama Foundation. She served as attorney for the University of South Alabama from 1974 until 1998 and as general counsel to the USA Foundation since 1998. She is a graduate of the University of South Alabama and received a law degree from the University of Mississippi. Roberts is active at Dauphin Way United Methodist Church, serving as chair of the church council, and is a member of the Chamber's board of advisors. [f](#)



Michael C. Rogers
Rogers & Willard Inc.

Rogers is president and co-founder of Rogers & Willard Inc. He received a bachelor's degree in building science from Auburn University. Rogers has served on the boards of the Alabama Coastal Foundation, the Nature Conservancy of Alabama and Alabama Architectural Foundation. He presently serves on the boards of Auburn University College of Architecture, Design and Construction, UMS-Wright and the Alabama Contemporary Art Center.



Craig Savage ✳
Austal USA

Savage is director of communications and state and local affairs for Austal USA. He received a bachelor's degree in journalism from the Walter Cronkite School of Journalism and Mass Communications at Arizona State University. Savage is also a member of the U.S. Air Force Reserve. [✳](#)



William B. Sisson
Mobile Area Chamber of Commerce

Sisson is president and CEO of the Mobile Area Chamber. He earned a master's degree from The University of Alabama and a bachelor's degree from James Madison University. He is a graduate of Leadership Mobile and Leadership Alabama. Sisson is currently the chairman of the board of the Chamber of Commerce Association of Alabama and a board member of ACCE. Sisson serves on the boards of UMS-Wright, Alabama School of Math and Science and Mobile Area Education Foundation.



Jill S. Stork
Alabama Power

Stork is area manager of Alabama Power Co. She received a bachelor's degree from The University of Alabama and has been employed with Alabama Power since graduation. Stork is on the boards of the Mobile Area Education Foundation, Southwest Alabama Workforce Development Council, Bishop State Community Foundation advisory committee and the Alabama Power service organization. [✳](#)



Vicki Studstill
Hargrove Engineers + Constructors

Studstill is vice president, business development for Hargrove Engineers + Constructors. She received a bachelor's degree from the University of Arkansas in human resource management and is a certified professional in human resources. Studstill serves on the board of directors for both the Hargrove Foundation and Shepherd's Place Foundation, is active in Big Brothers Big Sisters and is on the board of advisors for the Alabama Kidney Foundation. [✳](#)



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

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Reginald Sykes ✖
Bishop State Community College

Sykes is president of Bishop State Community College. He earned both bachelor's and master's degrees from Jackson State University and a doctorate in school administration from Mississippi State University. Prior to being appointed to the president's position at Bishop State Community College, Sykes served as president of Alabama Southern Community College for nearly six years. ¶



Daryl J. Taylor
Airbus U.S. Manufacturing Facility

Taylor is vice president and general manager of the Airbus U.S. Manufacturing Facility. Taylor has a higher national diploma in aeronautical engineering from Kelsterton College in the United Kingdom and a bachelor's degree in manufacturing technology from Southwestern College in Kansas. He is a member of the Chamber's board of advisors. ¶



Tony G. Waldrop
University of South Alabama

Waldrop is president of the University of South Alabama. He earned bachelor's, master's and doctoral degrees from the University of North Carolina. He currently serves on the Americans for Medical Progress, Alabama School of Math and Science, Mobile Area Education Foundation and the Business Council of Alabama boards and is a Chamber board of advisors. ¶



Grant Zarzour ✖
Fuse Project

Zarzour is chairman of Fuse Project as well as an orthopaedic surgeon at the Alabama Orthopaedic Clinic. He received a bachelor's degree in genetics from the University of Georgia in 2006 and graduated from University of South Alabama College of Medicine in 2011. Zarzour is the co-founder of Fuse Project, a nonprofit focused on improving quality of life for children in the Mobile and Baldwin County area. He is an active member of Christ Church Cathedral and serves on the board of directors of Innovation PortAL.



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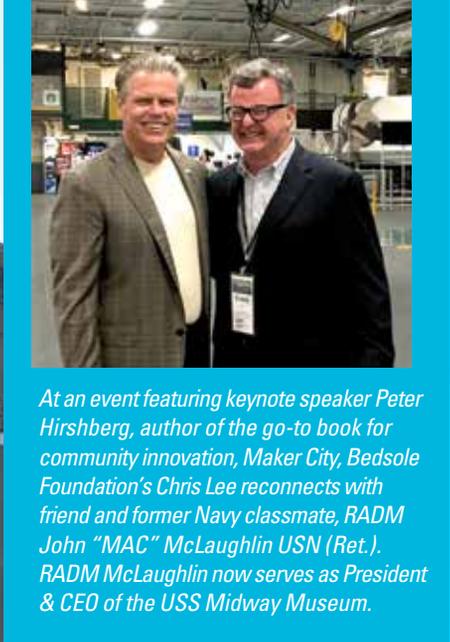
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Leaders Exchange



At an event featuring keynote speaker Peter Hirshberg, author of the go-to book for community innovation, *Maker City*, Bedsole Foundation's Chris Lee reconnects with friend and former Navy classmate, RADM John "MAC" McLaughlin USN (Ret.). RADM McLaughlin now serves as President & CEO of the USS Midway Museum.



More than 70 of Mobile's business leaders and local elected officials participated in the Chamber's 30th Annual Leaders Exchange, this year in San Diego. Participants spent three days learning best practices, lessons learned and the keys to San Diego's success in the areas of innovation and entrepreneurial development, port operations, university partnerships and tourism marketing. Participants visited the Austal-built USS Independence homeported at San Diego Naval Base, as pictured above.

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Foley ★

Gulf Shores ★

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Matt W. Murray M.D.
PROVIDENCE
MEDICAL GROUP

Media Coverage for Mobile

The Chamber’s communications and marketing team had a busy fall working with local, regional and national media with a variety of business-related topics including Amazon; ESPN coverage of the USA vs Oklahoma State football game; CreditDonkey – Best Chamber of Commerce for Small Business; the economic development process and incentives, including incentives vs. property taxes; Gov. Kay Ivey’s visit to Mobile; and the Chamber’s business retention and expansion program.

Chamber Creates Workforce Development Advisory Council

The inaugural meeting of the Chamber’s workforce development advisory council was held this summer. The purpose of the group is to network and create resources all regional workforce partners can use, including a workforce development resource guide. The council was divided into sub-committees (business and industry; education; community and social barriers; and resources) in order to more effectively address each of the aforementioned areas.

Interested in South Africa?

This spring the Chamber is leading a group of members and guests on a 10-day trip to South Africa. The Chamber has several trips planned for 2018. In April, a group will travel to South Africa, and there are only four seats remaining. In addition, in October, there will be a group trip to cruise on the Danube River with less than 10 cabins remaining. Contact Leigh Perry-Herndon at 251-431-8645 or lherndon@mobilechamber.com if you are interested in more details.

Workshops Assist Small Businesses

The Chamber’s small business development department recently hosted two seminars for entrepreneurs. In conjunction with Public Relations Council of Alabama - Mobile Chapter, more than 45 people attended a workshop on Navigating Public Relations for Small Business. Twenty-five people attended a seminar on Developing Effective Proposals for Contracting Opportunities. Jerry Ellison, program manager for the Alabama Procurement Technical Assistance Center, was the presenter.

Chamber Hires Spring Hill College Intern

Tom Burcham, a senior at Spring Hill College, is interning with the Chamber’s communications and marketing department this semester. The department recently updated its intern project focus to include videos. Burcham and the department developed a video series on “Your Chamber at Work,” comprised of 10 questions asked on camera by Chamber ambassadors and then answered by Chamber staff. When complete, each video will be one minute or less and promoted on the Chamber’s social media channels and website.

PolitiFact Comes to Mobile

The Chamber assisted PolitiFact on developing a series of speaking engagements in Mobile as part of a study the organization is doing. PolitiFact grew out of the *Tampa Bay Times*, and is a watchdog organization measuring the accuracy of statements made by politicians. Angie Holan, a former business reporter for the *Press-Register*, heads up PolitiFact, now based in Washington D.C.

Chamber Hosts Trade Mission to Australia

The Chamber’s trade division completed a successful business development and trade mission to Sydney, Australia and Auckland, New Zealand. Seventeen people representing 15 companies/organizations participated in this multi-industry mission focused on pre-screened, business-to-business meetings with potential local partners.

ALDOT Hosts Industry Forum for Bridge Project

The Chamber attended the ALDOT Industry Forum for the Mobile River bridge and bayway project. The forum was a platform to inform industry about the project and to stimulate interactions between interested parties.

I Am Mobile Ambassador Program

Shelby Glover, project manager for the Chamber’s economic development department, completed Visit Mobile’s tourism ambassador program and is now a certified Tourism Ambassador for the City of Mobile. This program is designed for community members who want to understand what Mobile’s tourism industry has to offer.



The U.S. Small Business Administration recently completed the first Emerging Leaders program in southwest Alabama at the Mobile Area Chamber. Participants represented 20 companies from Mobile and Baldwin counties, Biloxi and Pensacola, with more than half being members of the Mobile Area Chamber. Each company president/CEO invested more than 100 hours over seven months, and graduated from the stage-two entrepreneurial training program with a three-year strategic growth action plan.

The Chamber, along with its program partners City of Mobile, Mobile County, Eastern Shore Chamber, Alabama Small Business Development Center and the Women’s Business Alliance, are working to recruit the program back to Mobile in 2018.



FOX10 received the Chamber's Rev. Wesley A. James Minority Business Advocate Award during the annual Eagle Awards luncheon. FOX10 has partnered with the Chamber for 20 years for the Eagle Awards and remains committed to supporting diversity and inclusion.

Jacquitta Powell-Green, the Chamber's vice chair for minority business development with Commonwealth National Bank; Liz Freeman, chair of the Chamber's board of directors with Long's Human Resource Services; Stedman Graham; and Bill Sisson, president & CEO of the Chamber, participated in the Eagle Awards program.



Eagle Awards

In October, the Mobile Area Chamber hosted its annual Eagle Awards program. This year's keynote speaker was Stedman Graham. Winners included Gaines Plumbing and Harper Technologies. FOX10 received the Rev. Wesley A. James Minority Business Advocate Award. Prior to the luncheon, a panel of marketing professionals spoke on business and communications marketing and the direct role it plays in increased sales. In all, more than 300 Chamber members and guests participated in the day's events.



Harper Technologies LLC and Gaines Plumbing received Eagle Awards from the Chamber. Pictured with company executives is Stedman Graham (center), the keynote speaker.

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Alabama Public Radio/WHIL

On July 1, 2011, WHIL Radio Mobile, formerly of Spring Hill College, joined Alabama Public Radio, a network of public radio stations based in Tuscaloosa that serves the western half of Alabama with a mixed format of news; music programs that include classical, folk, jazz and nostalgic; and other entertainment. Pictured above is Barbara Chametski, the underwriting account executive and community liaison.

AMBASSADOR of the month



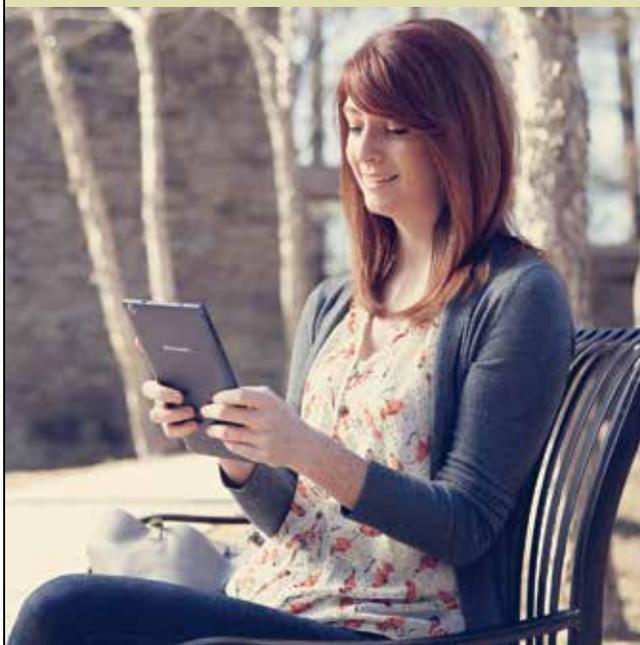
Photo by Jeff Tesney

Having only moved to Mobile this past February from England, **Matthew Lollar** enjoys being an ambassador. "I love that being an ambassador affords me the opportunity to travel around the city and meet new businesses. I love people and enjoy business and not a week goes by that I don't meet both here in Mobile that are inherently adding value to our society," said Matthew Lollar.

Lollar, a native of Omaha, Nebraska, is a commercial sales director for Slingshot Inc., AT&T solution providers. The company sells AT&T products to both the residential and commercial markets.

Lollar is the Mobile Area Chamber's Ambassador of the Month. He is a graduate of Welsh Evangelical School of Theology, United Kingdom, with a diploma in theology.

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DECEMBER 2017

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

5 WEBSITE GLOBALIZATION: SMALL CHANGES, BIG RESULTS

In today's world, it is imperative for businesses to have a website strategy to effectively market their products and services globally. According to Forrester Research, 50 percent of Internet traffic in the United States originates overseas. In this comprehensive workshop, you will learn best practices to ensure your website is aligned with your global marketing initiatives.

When: 8:30 to 10:30 a.m.

Where: Mobile Area Chamber, 451 Government St.

Speaker: **Michael Brooks**, associate director of the Alabama Small Business Development Center and the Alabama International Trade Center

Cost: Free for Chamber members/\$35 for potential members

Contact: Kayle Edwards at 251-431-8629

or kedwards@mobilechamber.com

RSVP requested. Free parking.

Presented by:



6 STATE OF THE ECONOMY

When: 10:30 a.m. to 1:30 p.m.

Where: The Battle House Renaissance Mobile Hotel & Spa

Speaker: A business sector panel, followed by **Michael Brown**, vice president and economist for Wells Fargo Securities

Cost: \$60 for Chamber members/Table of 10 for \$600/
\$75 for potential members

Contact: Katrina Dewrell at 251-431-8611

or kdewrell@mobilechamber.com

Presenting Sponsor:



Sponsors:



7 MEMBERSHIP 101

Come meet other members and Chamber staff to learn about the many ways to benefit from your membership.

When: 8 to 9 a.m.

Where: Mobile Area Chamber, 451 Government St.

Contact: Carolyn Golson at 251-431-8622

or cgolson@mobilechamber.com

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



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13 COFFEE WITH THE CHAMBER

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

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

Where: Dauphin's, 107 Dauphin St., Suite 3400

Contact: Carolyn Golson at 251-431-8622

or cgolson@mobilechamber.com

No charge. Reservations are not needed.

13 GCTC 11TH ANNUAL SCHOLARSHIP BANQUET AND HOLIDAY LUNCHEON

The annual scholarship banquet honors the local student recipients of the GCTC Scholarship.

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

Where: Oakleigh Room, Mentor Graphics Building, USA Tech & Research Park, 775 N. University Blvd.

Cost: \$20 for Chamber members/\$25 for potential members/\$5 for students and includes lunch

Contact: Kayley Edwards at 251-431-8629

or kedwards@mobilechamber.com

Reservations required. Cancellations after Dec. 8 not reimbursed to cover lunch cost.

19 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: Bill Sisson, president & CEO, Mobile Area Chamber

Topic: "Changing Landscape: Economic Development in the Gulf Coast Area"

Contact: Brenda Rembert at 251-431-8607 or

brembert@mobilechamber.com

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

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22 & 25 CHAMBER CLOSED - CHRISTMAS

29 CHAMBER CLOSED

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

JANUARY 2018

1 CHAMBER CLOSED - NEW YEAR'S DAY

15 CHAMBER CLOSED - MARTIN LUTHER KING JR. DAY

16 EXECUTIVE ROUNDTABLE **Members Only*
 A monthly forum for Chamber-member small business owners and managers.

When: 8 to 9 a.m.
Where: Mobile Area Chamber, 451 Government St.
Speaker: TBA
Topic: "TBA"
Contact: Brenda Rembert at 251-431-8607 or brembert@mobilechamber.com
No charge, but seating is limited. Free parking.

Sponsor:  **BancorpSouth**

25 BUSINESS AFTER HOURS
When: 5:30 to 7 p.m.
Where: McGill-Toolen Catholic High School, 1501 Old Shell Rd
Cost: \$5 for Chamber members/\$10 for potential members
Contact: Dawn Rencher at 251-431-8649 or drencher@mobilechamber.com
Reservations are not needed.

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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.



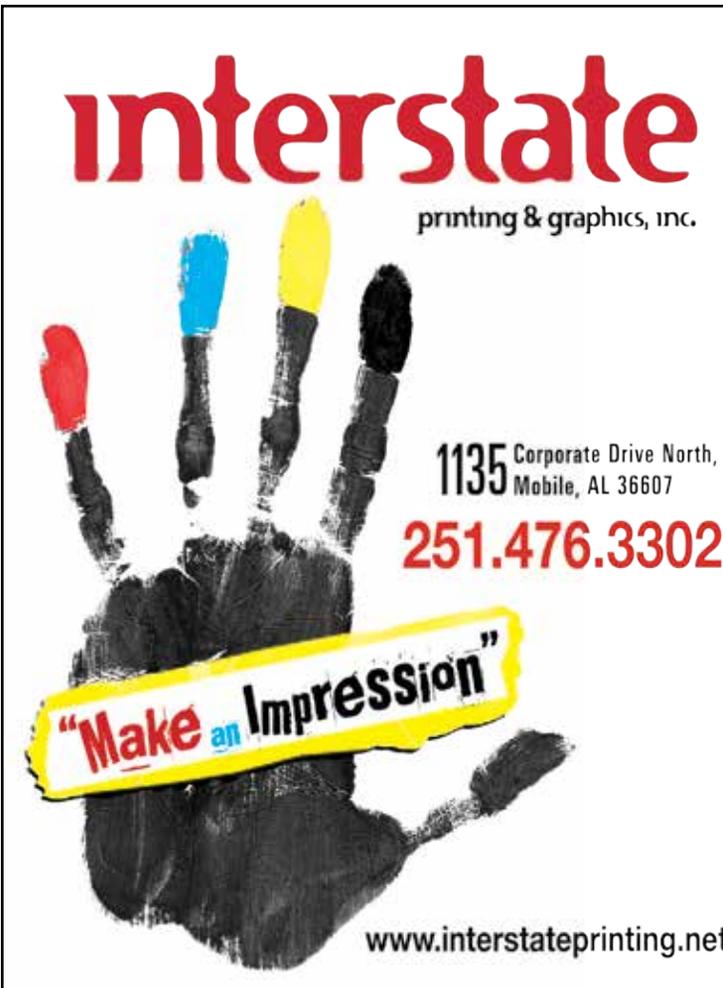

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Who's New



Mobile Arts Council named **Shellie Teague** as the new executive director. Teague was previously the owner of Teague Branding Strategies, where she worked with various industries on public relations and social media strategies.

Teague

Infirmiry Health named **Kenny Breal** vice president of clinical operations. Breal earned a bachelor's degree in radiologic technology from the University of South Alabama and has more than 29 years of healthcare experience.



Breal



Younce

JLL, a retail brokerage team based in Mobile, added **Leigh Dale Younce** and **Guy Oswalt** to its team of active brokers.



Bonner



Vreeland



Pinson

Berkshire Hathaway HomeServices Cooper & Co. Inc. Realtors welcomed new associates **Gizelle Bonner, Julie Vreeland** and **Jon Pinson**.

Fuse Project hired **Kobi Bell** as its new director. She graduated from the University of South Alabama with a bachelor's degree in marketing



Bell

University of Mobile appointed **Travis Grantham** as vice president for advancement.



Grantham

Bringing more than 30 years of experience, he will lead the university's fundraising and alumni departments. He holds a master's degree in business administration from Columbia Southern University and a bachelor's degree in business from the University of Alabama at Birmingham.

with **Burr & Forman** since 2000, relocated here from Atlanta. He brings 32 years of experience.



Lee



McIlwain



Sisk

Better Homes and Gardens Real Estate - Generations welcomed new agents **Lynn Lee, Tiffany McIlwain** and **Katelyn Sisk** to the Mobile office.



Broadus

Brandon S. Broadus is a new agent with **NAIMobile**. His background includes a horticulture degree from Mississippi State University and several leadership and command positions within the U.S. Army.



Young



Wickware



Colburn



Lyon



Kantola



Malmay

Malcolm Young, Leashia Wickware, Michael Colburn, Jill Susman Lyon, Heather Kantola and **Kyle Malmay** are new agents at **Roberts Brothers**.

Burr & Forman LLP welcomed long time partner **Patrick J. Clarke** to the firm's Mobile office. Clarke, a partner



DeMarcus



Fernandez

Donna DeMarcus is the new branch manager for the **Long's Human Resource Services** Mobile office and **Brandon Fernandez** is the new business development specialist. DeMarcus brings more than 20 years of experience in the staffing industry. Fernandez holds a bachelor's degree in telecommunications from University of Florida.



Angermeier

Visit Mobile hired **Amy Angermeier** as vice president of sales.

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Business Endeavors

Providence Hospital installed advanced technology capable of diagnosing and monitoring the smallest tumors more precisely and in less time. The new Biograph MCT positron emission tomography/computed tomography (PET/CT) scanner enhances and expands noninvasive imaging services for cancer patients. The open design allows many exams to be performed with the patient's head outside the machine, eliminating anxiety in claustrophobic patients.

Virginia College in Mobile announced new, streamlined programs providing educational options for students seeking a career-focused education. The shorter programs will cost less in tuition and allow participants to enter the workforce sooner. Classes in the new programs are offered at the campus located 3725 Airport Blvd., Suite 165. For more information, visit www.vc.edu.

Mott MacDonald, a global engineering, management and development consultancy firm, recently merged and relocated its Mobile and Daphne offices to the RSA Trustmark Bank building in downtown Mobile. The new offices will house the area's 23 employees and serve as the company's Southeast headquarters.

Austal USA delivered its sixth littoral combat ship (LCS) to the U.S. Navy. The future USS Omaha (LCS 12) is the nation's 10th LCS delivered to the Navy, one of two scheduled for delivery by the end of the year.

Mobile-headquartered **ASF Transportation Group** added a truckload terminal in Fort Smith, Ark., and a new brokerage location in Chicago. The Fort Smith expansion adds a key transportation hub to the firm's network of truckload locations, including Atlanta, Mobile and Memphis.

The **Mobile County Commission** finalized the purchase of the Semmes Public Library building from CVS Health. Located at 9150 McCrary Rd., the Mobile Public Library branch serves west and northwest county residents.

McKinley Communications Inc., a full-service marketing, graphics arts and public relations agency, moved its headquarters from Kansas City, Mo., to Spanish Fort to better serve its Southeast clientele.

Well Done

The **American Planning Association (APA)** honored **Dianne Irby** of the **City of Mobile** with the Distinguished Leadership Award as a professional planner. The award recognizes an individual for his or her contributions to the planning profession through distinguished practice, teaching or writing.



Bru



Franklin



Graham



Oldweiler



Waldrop

Armbrecht Jackson LLP announced that 14 of its attorneys were named to the 2018 Edition of *Best Lawyers* and five of these were selected as 2018 "Lawyers of the Year."

Lawyers of the Year from the Mobile area are: **Gregory P. Bru, Richard W. Franklin, Duane A. Graham, Thomas P. Oldweiler and Norman E. Waldrop.**

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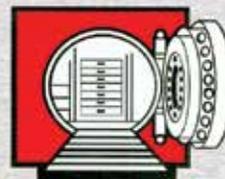


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Stalcup



Champion



Fox



Ollis



Pinochet

Fairhope's financial advisory committee.

In addition, the firm promoted **Karah Champion** to administrative coordinator; **Simon Fox CPA** to senior accountant; **Bridget Ollis** to

client relations specialist; and **Michelle Pinochet CPA** to senior accountant. **Champion** holds a bachelor's degree in finance from the University of South Alabama. **Fox** earned a bachelor's degree in commerce and business administration with a concentration in finance from The University of Alabama. **Ollis** graduated with a bachelor's degree in communications from the University of South Alabama. **Pinochet** earned bachelor's degrees in business administration and accounting and a master's degree in business administration from the University of South Alabama.



Long

Solutions Inc., recently completed cybersecurity training to become a Certified Information

Phillip Long, founder and CEO of **BIS Technology Group** and owner of Business Information

Systems Security Professional. The designation is a globally recognized security standard achievement bestowed by the International Information System Security Certification Consortium, or ISC2.



Blow

Carroll Blow was recently named the "2017 Alabama Trust Professional of the Year" at the 74th Annual Continuing Education Trust Seminar for the Alabama Bankers Association.

University of Mobile is ranked No. 1 for veterans and No. 5 overall among regional colleges in the South in 2018 *U.S. News & World Report Best Colleges*. The university was also named a "Best Value" school.

The annual report assesses academic quality among regionally accredited colleges and universities throughout the United States.

Terry Greenfield, a principal consultant with **CorroMetrics Services Inc.**, was selected vice president



Greenfield elect of **NACE International** (formerly the National Association of Corrosion Engineers). The 36,000-member industry organization equips society to protect people, assets and the environment from the adverse effects of corrosion.

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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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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