

the **business**VIEW

Group Tours in Mobile Growing

Soccer Complex Coming to Mobile

Spotlight on Our Delta





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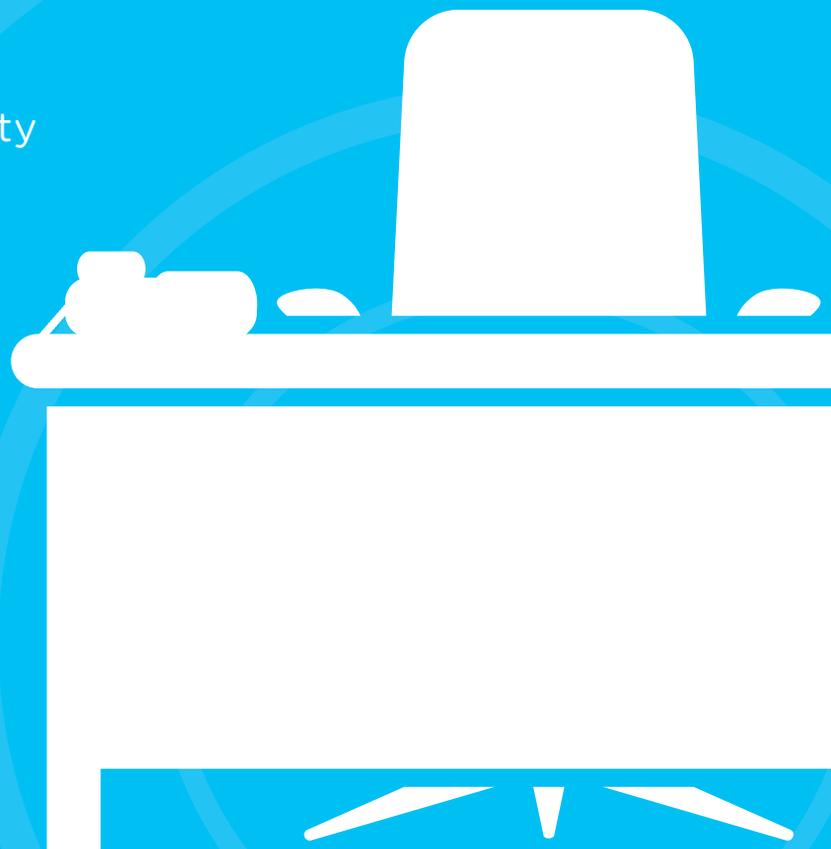
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Welders, pipe fitters, riggers, journeyman plumbers & crane operators/heavy equipment operators

From the Publisher - Bill Sisson

The Attributes of Good Local Government Leadership

Coming off the Mobile Area Chamber's annual State of the City and County Luncheon, I feel more inspired than ever about Mobile's continued growth and our community's bright future.

Hearing from County Commission President Connie Hudson and Mayor Sandy Stimpson reiterated to me just how fortunate we are to have good, honest leadership at the local level – in our mayor's office, the city council and our county commission. This should never be taken for granted.

As a Chamber executive, I've had the opportunity to work with some outstanding leaders throughout my career. And I've examined the traits of elected local government officials that lead to excellent leadership.

Good leaders know how to listen. Our local government leaders listen well. That simple but profound leadership quality gives people the courtesy they deserve. I've observed over the years that many



would-be opponents can be made happy, or at least not as angry, if they feel they have been heard and a fair listening process was in place.

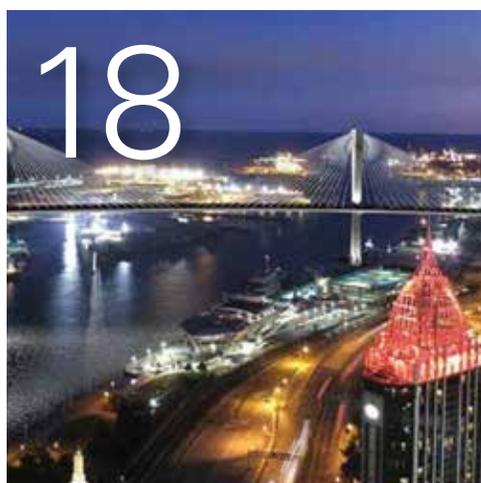
Good leaders are nice to people, regardless of ranking or social status. I think this is more important in local government than any other setting. In the political world,

effective governmental officials readily get their views adopted and tend to get the public on their side. Our local city and county leaders are quite good at this – and they are some of the most genuine people I have ever known.

Good leaders take stands. Our local leaders stand for important things in government, such as comprehensive planning, building better quality of life in the community and high-quality development. As the lead agency for economic development in our community, I can tell you that nothing wins new business more than having governmental leaders with principle-driven vision and focus.

Good leaders acknowledge problems and work to move forward. Of course, all communities have issues and challenges but, as we always have in Mobile, we can work together to deal with problems that crop up along the way.

We are blessed with excellent governmental leaders here in Mobile. Now let's all do our part by rolling up our sleeves and working together with them to make Mobile an even better community in the future.



ON THE COVER

A local group tours with Eric Finley (far right) on the Dora Franklin Finley African American Heritage Trail. The group is pictured at the Cudjoe Lewis Memorial. Read the story on page 12. *Photo by Ashley Horn.*

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Today's Homeowner Now on Amazon Prime Video

Hitting another nail on the head, two Mobile-based home improvement shows produced by 3 Echoes Productions recently joined Amazon's Prime Video. There are 88 episodes of *Today's Homeowner with Danny Lipford* and 24 of the millennial-focused web series *Checking In With Chelsea* free to Amazon's 90-million plus U.S. Prime subscribers and available for purchase by other Prime Video users.

"We are excited to offer this new view-on-demand opportunity for Amazon video users," said host and show namesake, **Danny Lipford**. "Home improvement spending is expected to increase 7.5 percent in 2018, so we know consumers are out there looking for quality, practical information they can trust. Chelsea and I look forward to connecting with new home enthusiasts on the Amazon platform, and helping to inspire their next projects."

Additional episodes for both programs are set to join Amazon's Prime Video offerings during the third quarter of 2018, with new



Danny Lipford and his daughter Chelsea produce two shows offered to subscribers on Amazon Prime video.

seasons being added at the end of each broadcast year. Prime Video users can find *Today's Homeowner* and *Checking In With Chelsea* in the educational genre, and also by searching for the

show titles.

Currently in its 20th season, *Today's Homeowner* reaches a live audience of 1.7 million weekly viewers and broadcasts in 207 of the 210 available

Nielsen markets. *Checking In With Chelsea* is in its fourth year of production, and has received more than 3 million views to date.

Need a Ride? Hop On a Lime Bike



Starting this summer, there will be another way to move around in Mobile without a car. LimeBike, a bike-share program serving 50-plus communities in cities from South Bend, Ind., to Los Angeles, is setting up shop here. Plans are to start the Mobile fleet at 500 between downtown and the University of South Alabama, beginning next month.

The cutting-edge lime green and yellow smart bikes have wireless technology, GPS and self-activating locks. How it works: If you're in need of a

bike, open the mobile app and look for one near you, then unlock it from your phone. The cost is \$1 for each half-hour.

The company's bikes are dockless, meaning they do not have to be returned to specific locations.

City of Mobile Mayor **Sandy Stimpson** and Councilman **John Williams** introduced legislation for Mobile City Council consideration in March, and the Mobile City Council approved operations in early April.

Mobile County to Build Soccer Complex

The Mobile County Commission approved plans to begin construction on a highly anticipated 10-field soccer complex to be located near the I-10 and I-65 interchange. Designed by Neel-Shaffer Inc., the project will be funded using pay-as-you-go funds, and Mobile County Commission President **Connie Hudson's** District 2 discretionary funds on the nearly 60-acre site.

The first phase will include two tournament-quality fields and two seeded practice fields along with water and sewer, irrigation, a parking lot and an entrance road. Construction on this phase is expected to begin at the end of 2018.

The county will partner with Mobile United Futbol Club to manage and operate the facility.



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Alabama Delta Alliance Highlights Mobile-Tensaw River Delta Resource

Sprawling across 260,000 acres, the Mobile-Tensaw River Delta is the second-largest in America, home to more than 600 species of fish, mammals, reptiles, amphibians and birds. For more than a century, rivers, bayous and streams have flowed into the delta, creating a nutrient-rich ecosystem.

With its twisting streams and various wetlands, the system can be confusing to navigate – but not anymore. The Alabama Delta Alliance, a new group comprised of local organizations, individuals and businesses, created a website, www.alabamadelta.com, to showcase the recreational activities and attractions the delta has to offer and make those activities more accessible.

It's part of our quality of life. It's one of the reasons we have the robust economy that we have. This is a great place to live and work and raise a family, so obviously we're interested in any kind of promotion of the recreational assets in the area.

Bill Sisson
President & CEO, Mobile Area Chamber of Commerce

The organization has created a detailed interactive map of parks, trails, boat launches and other attractions, making it

easier for tourists and locals alike to research, plan and enjoy trips to the delta.

With more than 70 members including local organizations, individuals and businesses, the Alliance seeks to engage a large and diverse audience. As a representative of the business community, the Mobile Area

Chamber's President & CEO, **Bill Sisson**, eagerly accepted an opportunity for the Chamber to be involved with the organization.

"It's part of our quality of place, our quality of life," said Sisson. "It's one of the reasons we have the robust economy that we have. This is a great



place to live and work and raise a family, so obviously we're interested in any kind of promotion of the recreational assets in the area."

Sisson believes the Alabama Delta Alliance will have a positive effect on the region and local economy through the advancement of ecotourism.

Through education and promotion of the Mobile-Tensaw River Delta, visitors as well as locals will come to understand the great resource that's right in our back yard.

Sisson believes that a successful market in ecotourism provides opportunities for small businesses and entrepreneurial ventures to develop in the area.

"We have to remember that a large part of this is for Mobilians," he said. "For generations, families have been enjoying the Delta, so whatever happens to make it more accessible is also going to serve our local community." 

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

Chamber on the Road at Oil and Gas Trade Show



Thousands of people from all around the world attended the recent Offshore Technology Conference (OTC) in Houston, including a group of Mobile Area Chamber members under the direction of Jena Berson, director of business retention and expansion. Exhibiting as OffshoreAlabama.com, an oil and gas task force operated under the Chamber, participating members included STI Marine, The Hiller Cos., Flexicrew and Alabama Roll Products. This year marks the startup of OTC. During the four-day event, business leaders from around the world discussed the revolution of the oil industry, the creation of new technology and the future development of the industry. OTC is the largest event in the world for the oil and gas industry. 

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Jarrett McCraw (left) and Stephean Grimes (right) are business partners who opened Mighty advertising agency in 2015.

Mighty Offers Creative Consulting to Help Build Brands

With more than 20 years of experience between them, partners **Jarrett McCraw** and **Stephean Grimes** set out to open a new kind of advertising agency in 2015.

Their firm, Mighty, uses creativity and technology – a marriage it calls “creative intelligence” – to help growth-focused brands achieve their goals. As a result, it has grown from its two-man beginnings to a team of six that is achieving strong results for its clients – with one recording a return on investment of over 2,000 percent as a result of Mighty-developed solutions.

Mighty is the Mobile Area Chamber’s Small Business of the Month.

“While we started as an advertising agency, we have quickly evolved into a creative consulting agency,” said

McCraw, who serves as CEO. “Mighty is a small group of strategists and designers with a laser focus on helping client partners identify opportunities in their markets and creating solutions to capitalize on those insights. Many times, it isn’t advertising at all – it can be concepting a new mobile app, redesigning a website that converts at a higher rate or developing other digital applications to create efficiencies.”

Earning local, regional and national attention meant Mighty needed more space. The agency recently opened a new, 2,850-square-foot headquarters in midtown Mobile, a modern space with an open concept and room for more expansion, as the agency plans to add four more full-time positions this year.

“A lot of what we do creatively for our client partners is focused on improving customer experience,” said Grimes, the agency’s chief creative officer. “Whether we are redesigning their branding, building a website or developing in-store experiences, it all comes down to creating an experience that draws an audience closer to a brand.

“We believe in this so much that we practice what we preach. We created a fresh and unique space where our team and our client partners can come to get inspired. It is our belief that you can only be as creative as the experiences you have, so we designed a space that promotes creativity.”

While Mighty has big goals and is actively working to increase its out-of-state client base, its founders are also

focused on the community in which they live. McCraw and Grimes both serve on the University of South Alabama College of Arts and Sciences’ Dean’s Leadership Council, working to connect the student body with career and networking opportunities. McCraw also serves on the alumni board of advisors for UMS-Wright.

The agency has done pro bono work for the inaugural Gulf Coast Code Camp, branding the event and developing its website, and has been a sponsor of the Startup Weekend Mobile, donating a branding package to the winning team.

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.

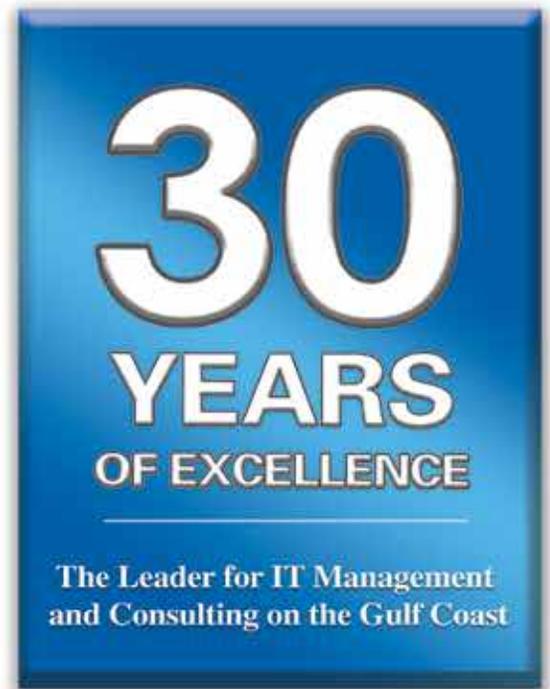
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Touring Our Town

Visit Mobile, Alabama • Born to Celebrate

Compelling stories about Mobile and her citizens make for a new breed of tours. Mobile has become more than just a stop on the way to somewhere else. Thanks to Carnival Cruise Lines, more and more people are making Mobile their intended destination.

"In just one weekend, there is really something for everyone," said **Stacy Hamilton**, vice president of marketing & communications with Visit Mobile.

One of the best ways to experience historic Mobile is to take a tour and hear it in a distinctly Mobile voice, presented by a storyteller who might just happen to be one of the city's many unique characters.

For the Historian

Dora Franklin Finley African American Heritage Trail

The Dora Franklin Finley African American Trail is the newest but most eye-opening of the tours in downtown and Africatown. Its mission is to educate, preserve and mark the contributions of African-Americans in Mobile.

Created by and named in honor of historian Dora Franklin Finley the tour showcases Mobile's culturally diverse heritage through historic markers and stories of those who helped shape Mobile's history.

More than 40 historic markers throughout downtown and its surrounding area note famous



A group visits the Cudjoe Lewis Memorial on the Dora Franklin Finley African American Heritage Trail.

Mobilians such as Hank Aaron and Satchel Paige, as well as some important historic people of note such as Dr. James A. Franklin, Dr. H. Roger Williams and John LeFlore. Each one has a fascinating story and the tour helps visualize the places where they lived and worked.

"Dora and the board vetted the information for each marker, prior to her passing," said **Kelly Finley**, director of communications and public relations. "Our current board follows in the same footsteps and thoroughly discusses names, leaders, organizations and people who have contributed greatly to our community and for the most part have gone unrecognized in our local history, our schools and as a whole."

Tours are available on motor coaches, school buses, self-guided driving tour and historic downtown walking tours. The trail now has its own passenger van to take tours through downtown starting at

the welcome center.

As its founder always said, "You can't know where you are going, unless you know where you've been!"

Dora Franklin Finley African American Heritage Trail

www.dffaaht.org

Facebook: @dffaahttrail

Twitter: @DFFAAHT1

Instagram: @DFFAAHT

For the Foodie

Bienville Bites Food Tour

Did you know there are more than 50 restaurants in downtown Mobile? Not sure which one to visit? Then take a tour to find out and sample menu items during a Bienville Bites Food Tour.

Bienville Bites is one of the new downtown walking tours taking guests on a three-hour walk, visiting seven restaurants and shops and tasting great food at each stop.

"Along the way, we also visit different sites downtown and talk about the history of Mobile and tell unique stories about Mobile that our guests would find interesting or entertaining," said **Chris Andrews**, founder/partner of Bienville Bites.

The tour is unique, as guests are able to taste samples of each restaurant's menu and some are even able to go behind the scenes to see how some recipes



Guests on a Bienville Bites tour.



are made. "A large majority of our out-of-town guests end up returning to their favorite stops," Andrews said.

"Our guests have ranged from so many different walks of life," said Andrews. "They are mostly foodies that travel around the world. They seek out these tours when they travel to different cities, but so many locals have enjoyed the tour as well. Our route is wheelchair- and stroller-friendly, so we've had young and old and everyone in between have fun on our tour."

A native of Mobile, Andrews said he always enjoyed local history, architecture and traveling. During his travels, he would eat at the locals' favorite restaurants "so I married the two passions that I had, and I knew I had to start a food tour," he explained. "Combine that with the momentum of downtown, and the growth we are seeing especially in the tourism sector of Mobile, and I thought the timing was perfect for this business."

Bienville Bites Food Tour
www.bienvillebitesfoodtour.com
Facebook: www.facebook.com/bienvillebitesfoodtour
Twitter: @bienvillebitesfoodtour
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Other Tours

Tours in Mobile are nothing new, but the way to tour in Mobile has changed and the options have opened new possibilities to learn about Mobile and the surrounding area. Foodies, historians, gardeners and so many more can take pleasure in the new and exciting ways to tour Mobile.

"People want a more personal experience to really get to know the people and the place they are visiting," said Hamilton.

Visit Mobile's welcome center at the History Museum of Mobile is the point of contact for many tours, restaurants and places of interest for visitors in Mobile.



Historic Mobile Tours

"It's amazing how much is going on in a city the size of Mobile, but we have walking tours, Segways, pedicabs, duck boats, historic trolleys, vans and car tours and each one offers a

different experience each time you take them," she said. "Each tour can change with new stories or they change with the seasons, like the duck boats have Mardi Gras tours and a sunset tour."

From walking tours in downtown Mobile to Historic Mobile city tours, ghost tours, delta tours, Mardi Gras tours, secret tours, historic cemetery tours and numerous historic homes tours, here are a few of the Chamber-member tours available:

Gulf Coast Ducks

Gulf Coast Ducks operates World War II-era amphibious tour vehicles with energetic tour guides bringing hilarity and fun to this interactive tour. As you hop aboard the Gulf Coast's only land and water tour, you will experience Mobile Bay, the Mobile River and downtown Mobile like you've never seen them before. www.gulfcoastducks.com



Gulf Coast Duck Tours



Segway Tours

Enjoy breakfast or lunch at Spot of Tea and take a guided Segway tour with your friends and family. Learn the rich history of Mobile with an emphasis on the origin of Mardi Gras and the colorful and exciting life of Joe Cain. www.spotoftea.com

Mobile Mystery Dinners

Enjoy dinner and a play performed by Mobile Mystery Dinners actors in the beautiful Mobile Carnival Museum carriage house. www.Mobilemysterydinners.com

Mobile Historic Districts

Pick up the pamphlet at the Visit Mobile welcome center outlining the five-mile driving tour through Mobile's eight historic districts.



Segway Tours

Dauphin Street Historic District Walking Tour

Pick up the pamphlet at the Visit Mobile welcome center showcasing 52 stops around downtown Mobile. www.downtownmobile.org

Historic Homes Tours

Bellingrath House

Nestled among its 65-acre estate garden and the scenic Fowl River, the Bellingrath home features its original antique furnishings and extensive collections of decorative arts, silver, china and crystal. Built in 1935-36, the 10,500-square-foot home was designed by prominent architect George B. Rogers in the style he dubbed "English Renaissance." Most tours require reservations. Check out other available tours at the Visit Mobile Welcome Center at the History Museum of Mobile or www.visitmobile.org.

Condé-Charlotte House

The gateway to Mobile's history, this 1850 Federal-style home was renovated from the city's first official jail. The Condé-Charlotte Museum has period rooms containing French, British, Confederate and American antique furnishings, plus a charming walled Spanish Courtyard, reflecting Mobile's history under these five flags.

Oakleigh House

Historic Oakleigh, Mobile's oldest house museum, is a restored 1833 Greek Revival mansion. Also on site, a circa 1866 Union barracks building tells the story of Reconstruction and Emancipation.



Condé-Charlotte House



What Others Say is the Best of Mobile

How often have you visited Trip Advisor's website to look at tourism options when on vacation? Pretty often, right? Have you ever used that same website to look at what to do in Mobile? The editorial staff of *The Business View* was curious to see how our attractions ranked on their site, and we've listed the top 10 below:

1. **USS Alabama Battleship Memorial Park**
2. Crescent Theater
3. **Cathedral of the Immaculate Conception**
4. **Mobile Carnival Museum**
5. **GulfQuest**
6. **History Museum of Mobile**
7. Richards-DAR House
8. **Gulf Coast Ducks**
9. **The Fort of Colonial Mobile**
10. Breakout Games – Mobile

*Chamber members are bold.

"THERE'S NOTHING TO DO IN MOBILE"

We cringe when we hear this! Don't be one of those people! Did you know:

- There are **FOURTEEN** museums in Mobile
- There are **FOURTEEN** sightseeing or tour companies in the Mobile area, by car, van, bus, boat, duck boat, trolley, Segway, pedicab or your own two feet.
- There is some type of event, festival or party every weekend in Mobile. There are over 50 (that we personally know of) in the month of May alone!
- Downtown Mobile is a safe, fun and favorite destination for tourists, with over **FIFTY** locally owned restaurants,
- You can walk around seven nationally recognized historic districts for free to see some of the most beautiful and interesting homes and yards to be found throughout the south. Be sure to say hello to the neighbors, dogs and cats, they're pretty cool, too!

Mobile.org is the official website to find out more about all of the above and more. There's no reason again to say 'there's nothing to do'!

Provided by Visit Mobile



Mobile Carnival Museum



BORN TO CELEBRATE



Azalea Trail Maids at the Visit Mobile Welcome Center

Explore Canada's

Winter Wonderland

with the Chamber in December

This December members and guests of the Mobile Area Chamber have an opportunity to explore the winter beauty of Canada on a customized small group tour. The tour leaves Mobile on Saturday, Dec. 1, and arrives back home on Friday, Dec. 7.

While there, relax and enjoy two nights at the "Castle in the Rockies" in the world-renowned Fairmont Banff Springs, and then one night at the Fairmont Chateau Lake Louise, where you can choose where to dine from any of the Fairmont Chateau fine dining restaurants. Enjoy daily scenic tours of some of the globe's most spectacular landscapes such as Jasper, Lake Louise and Banff.

Cost of the trip is \$2,799, based on double occupancy and the single room rate is an additional \$400. The price includes roundtrip airfare from Mobile, all hotel accommodations, all side and day trips, six breakfasts and three dinners. A deposit of \$500 holds your reservation with final payment due Oct. 2. Guests wanting to extend their trip while in Canada are welcome to, and Collette – the tour operator – can work with guests individually.

To register, or for more information, contact **Leigh Perry-Herndon** at 251-431-8645 or lherndon@mobilechamber.com.

Dec. 1: Edmonton, Alberta Tour Begins

Discover the Canadian province of Alberta, a land of scenic delights that sparkles in the winter. Spectacular snow-covered mountains and magnificent resorts surrounded by natural wonders await. Your tour opens in Edmonton, the capital of Alberta.

Dec. 2: Edmonton - Jasper



Sit back and relax when you travel from Edmonton to Jasper this morning. As you traverse this peaceful winter wonderland, every turn uncovers a new panorama. The quiet prairies will give way to the mighty Canadian Rockies, undeniably one of the world's most extravagantly beautiful ranges. Arrive in Jasper and settle in for a two-night stay. Enjoy a special First Nations-themed dinner, experiencing what a meal was like centuries ago.

Dec. 3: Choice of Nature Walk or Snowshoe Trek

Choose between getting close to nature on an exhilarating snowshoe trek or embark on an incredible walk around Pyramid Lake as you take in the beautiful

snow-covered landscapes of the Rockies at Jasper National Park. The remainder of the day is yours to enjoy at leisure.

Dec. 4: Jasper - Icefields Parkway - Lake Louise



Travel to breathtaking Lake Louise, and follow the famed Icefields Parkway, one of the world's most scenic routes. Connecting Banff and Jasper national parks, this well-named highway passes within viewing distance of many glaciers. A leisurely trip allows you to absorb the magnificent scenery. Your drive ends at the Fairmont Chateau Lake Louise, an incomparable hotel modeled after a Victorian lodge. This evening, it's diner's choice – choose the perfect spot from a "menu" of the Fairmont Chateau Lake Louise's great restaurants.

Dec. 5: Lake Louise - Banff

Travel along the Bow River to the world-renowned resort town of Banff. Take in the awe-inspiring scenery and keep an eye out for wildlife tracks along the way. Upon arrival, visit a local ammonite specialist to learn about this rare gem found

only in southern Alberta. Afterward, enjoy time to browse the quaint shops in the village. Later, arrive at the "Castle in the Rockies," the Fairmont Banff Springs. Settle in for a two-night stay before embarking on a tour of this historic property originally built in 1888 as a railway hotel for adventurous travelers crossing the Rockies. Learn about the famous people and events linked to this grand icon.

Dec. 6: Banff



In this block of leisure time, you may explore Banff's heritage buildings, shop for unique gifts or visit local museums. In the afternoon, set off on a horse-drawn sleigh ride, and feel like you have stepped into a holiday card as you traverse the countryside. Next, warm up by the fire as you sip hot cocoa and roast marshmallows. Join your fellow travelers at a farewell dinner where you will toast the end of a wonderful trip.

Dec. 7: Banff - Calgary Tour Ends

Travel to Calgary and head for home with many wonderful memories of your Canadian Rockies winter vacation.

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Five Things to Know About the Mobile River Bridge and Bayway Project

The Business View recently asked the Alabama Department of Transportation (ALDOT) to give our readers an update on the Mobile River Bridge and Bayway project. While you may not see construction crews in place yet, much is happening behind the scenes to keep this project moving forward. Here are five things you need to know about the project.

First, the why:

The project area spans I-10 from Virginia Street in Mobile to the U.S. Hwy. 90/98 interchange in Spanish Fort. As locals know, summertime brings travelers. Travelers mean congestion on I-10. The Wallace Tunnel, a key part of the I-10 corridor, was built to accommodate 36,000 vehicles daily. Currently, that number exceeds 75,000. And

during holiday peak season, the number surpasses 100,000. This increased traffic causes backups that extend several miles. If the project is not built, the traffic we see during peak travel times in the summer will be the daily traffic within 20 years.

The completed expansion is expected to reduce travel time from Mobile to the Eastern

Shore, increasing reliability and accessibility to jobs, educational facilities, medical services and recreational activities. The project is anticipated to facilitate access to/from major industries and freight destinations in Mobile and provide hazardous material vehicles a direct route away from the downtown business district.

Today's daily volumes (DV) far exceed Wallace Tunnel's designed capacity, and we are projected to continue growing.



Designed DV (1974)
36,000



Current DV (2018)
75,000



2038 projected DV
110,000

Second, the what:

To relieve congestion on I-10, ALDOT proposes a 12-mile widening project with three major components: a six-lane cable-stayed bridge over the Mobile River; 7.5 miles of eight-lane bridges across the Mobile Bay (the Bayway); and five interchange modifications. The Mobile River Bridge's vertical clearance of 215 feet assures continued operations of Mobile's maritime industry. The new Bayway will sit 14 feet higher above the 100-year storm surge level. All existing interchanges will remain in place, but will be reconfigured for safe, easy access to the bridges. The new Mobile River Bridge will offer an observation deck, allowing visitors to take in sweeping views of Mobile Bay. Improvements to bicycle paths will extend over the Cochrane-Africatown Bridge.

Next, the how and who:

ALDOT estimates the project to cost approximately \$2 billion,

and the state agency is currently pursuing an array of possible funding vehicles, (especially in light of other needs across the state), including federal grants, loans, bonds and tolling. Through a Public Private Partnership (P3), a private developer, or concessionaire, will work with ALDOT to design, build, finance, operate and maintain the project. ALDOT will maintain ownership of the roadway throughout the duration of the 55-year partnership.

A P3 uses public and private funds to accelerate the delivery of the project. Private sector technical, innovation, management and financial resources will help achieve the project's objectives. It provides a process for generating the

funds necessary to make costly, but critical, improvements to the regional transportation system in an efficient manner.

Toll collection will help repay the necessary long-term debt incurred to bring the project to fruition.

This is ALDOT's first P3 and tolling project. Toll collection will be done through All-Electronic Tolling (AET), allowing drivers to travel through the facilities

without stopping to physically pay a toll. Electronic toll gantries above the roadway will collect data from a transponder or license plate. Through traffic – drivers passing through the area without stopping – will account for nearly half of all vehicles using the corridor. AET collection assures that those who use the route pay for it.

The completed expansion is expected to reduce travel time from Mobile to the Eastern Shore, increasing reliability and accessibility to jobs, educational facilities, medical services and recreational activities.

The toll rate has not been determined, but ALDOT is committed to a frequent-user discount and non-tolled routes, which will include U.S. Hwy. 90/98 (the Causeway) and Cochrane-Africatown Bridge.

Finally, the when:

The Mobile River Bridge and Bayway project is currently in an industry review period. Three concessionaire teams are working with ALDOT to further the development of the request for proposals. Concurrently, ALDOT is finalizing the environmental requirements. A public hearing will take place this fall. ALDOT expects to select the private partner by early 2019. Construction on the new bridge should begin by the end of 2019 and be open in 2025.

Stay connected to the project developments at www.mobileriverbridge.com. 

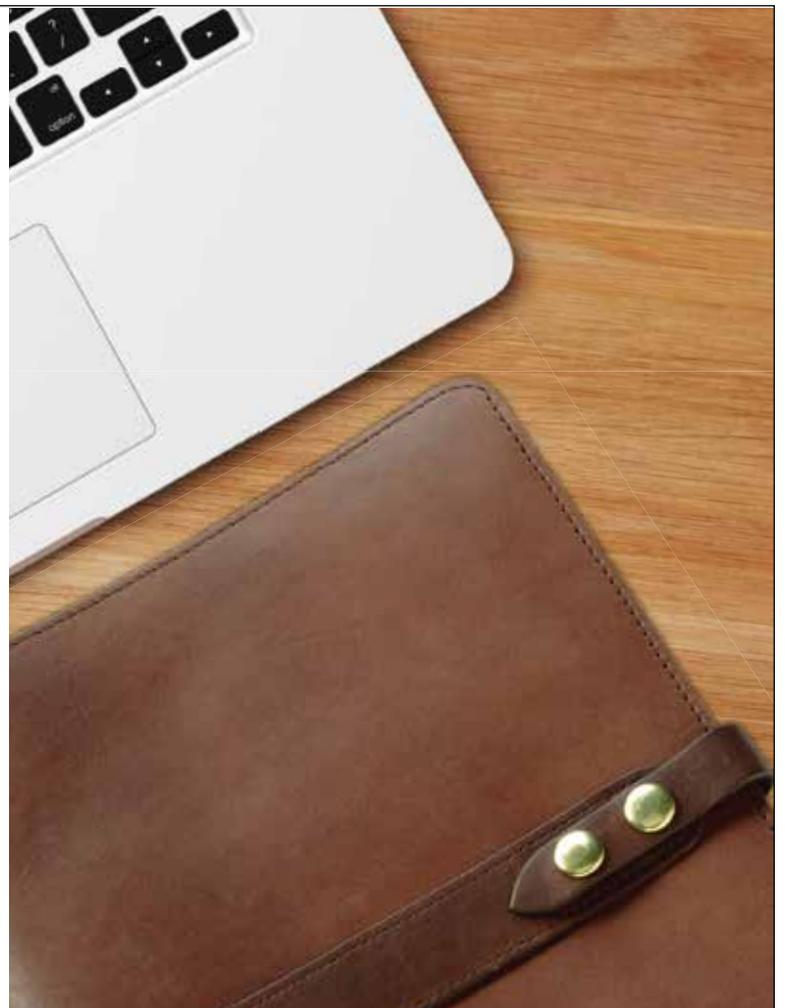
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Pork & Politics in the Park



In May, the Mobile Area Chamber hosted Pork and Politics in the Park at the USS Alabama Battleship Memorial Park. Nearly 300 people attended this event to mix and mingle with local and state candidates running for office. The Chamber does not endorse candidates, but this fun event gives people running for office an opportunity to stump for votes ahead of the primary election.



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Beard Equipment Co. is one of the largest John Deere distributors in the Southeast and has been serving the Gulf Coast for more than 45 years. Pictured above are Chief Operating Officer John Dodson and President Drew DeLaney.

Beard Equipment Co.

Company officials: Drew DeLaney, president, and John Dodson, chief operating officer

Years in business: 48

Brief company description: Beard Equipment Co. is a third-generation, family owned John Deere dealer headquartered in Mobile. The company sells and supports John Deere construction equipment, forestry equipment, golf course maintenance equipment, and commercial and residential lawn equipment with one Alabama and nine Florida branches.

Why are you located in Mobile? “Brad and Melissa Beard moved to Mobile in 1982 to develop what at the time was the

company’s largest market area,” explained DeLaney. “They relocated the headquarters from Pensacola to Mobile. Through three acquisitions, the company grew to include markets in Ocala, Tallahassee and Jacksonville, Fla. The corporate team and Mobile branch has grown to include more than 100 employees. The Beard, DeLaney and Dodson families continue to operate the headquarters in Mobile because it is a great place to recruit and retain talented management and support employees. The lifestyle allowed by living in Mobile has a unique blend of seasons, beaches and outdoors, and is a great place to raise families.”

Why do you support the Mobile Area Chamber of Commerce’s Partners for Growth initiative? “We believe Mobile has many great things to offer businesses, and PFG helps sell this story to other potential businesses,” said DeLaney. “We hope we can continue to attract excellent jobs to help our population grow and prosper. We want Mobile to be a place our children want to make their lives and careers.”

What do you see as Mobile’s greatest potential? “Mobile should continue to evolve as a great place to build and operate businesses of all sizes,” said DeLaney. “The lifestyle offered to employees and families combined with transportation,

infrastructure and an employee talent pool are an excellent foundation for any business.”

Length of continuous Chamber membership: Since 1982



Partners for Growth (PFG) is the Mobile Area Chamber’s long-term economic and community development program. For more information, contact **Natalie Franklin**, the Chamber’s investor relations coordinator, at **251-431-8636** or nfranklin@mobilechamber.com.

Small Business of the Year Awards BREAKFAST

Thursday, August 23

8 to 9:30 a.m. | Mobile Convention Center

Featuring the Chamber's Outstanding Entrepreneur, Small Business of the Year Finalists and announcing the winner.



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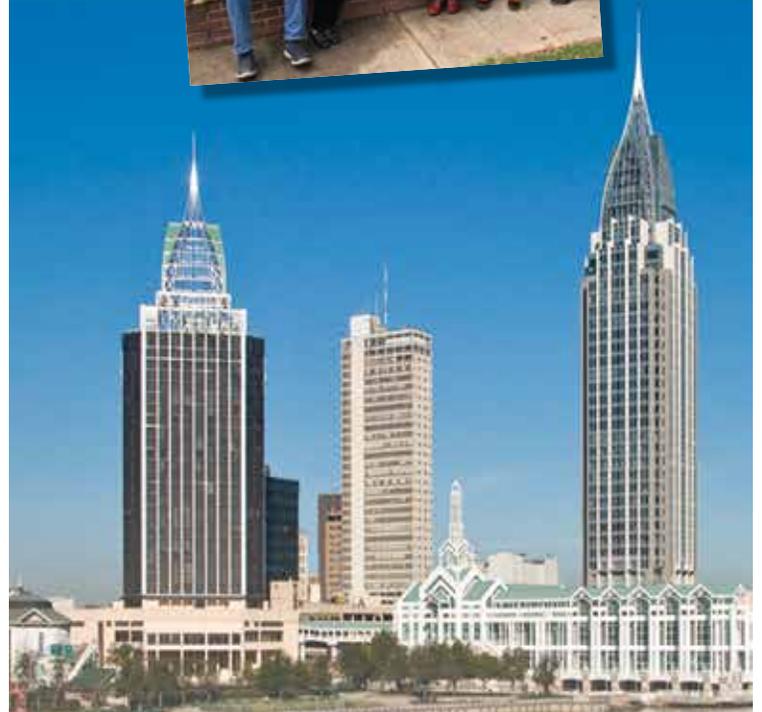


Tickets are \$30 per person for members or \$300 table of 10 or \$35 per person for non-members includes breakfast and advanced entry into Business EXPO

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Jill Chenoweth

Company: United Way of Southwest Alabama

Title: President/CEO

Hometown: Crossett, Ark.

Education: Chenoweth graduated from Spring Hill College with a bachelor's degree in English.

First job: Babysitting and mowing lawns

Previous experience: Chenoweth has a long history of philanthropic service, having held leadership positions in local nonprofit organizations and academic institutions. Prior to her move to United Way to take the position as vice president of resource development in 2017, Chenoweth was the director of development for St. Mary's Home, a residential treatment program for abused, abandoned and neglected children. She was promoted to president/CEO in April 2018.

Accomplishments: Chenoweth is co-founder of the South Alabama Coalition of Nonprofits, a group of nonprofit organizations sharing a common purpose based on increasing effectiveness, advocacy for those who receive the services and for the nonprofit sector, and public awareness and support of the nonprofit sector in the community. She previously received the Active of the Year Award from the Junior League of Mobile and the Ignatian Award from Spring Hill College.

Secret to success: "Surrounding myself with happy, successful people who can lead me to see other points of view and other perspectives," she said.

Brief company description:

United Way strengthens communities by focusing on uniting and mobilizing resources in support of education, financial stability, health and access to life's basic essentials for every person in every community it serves through fundraising for and initiatives with its 48 partner agencies. The organization serves Choctaw, Clarke, Mobile and Washington counties.



Forum Alabama



During the Mobile Area Chamber's Forum Alabama designed to bring speakers of national and state prominence to speak before Mobile's business community, Sen. Richard Shelby highlighted Mobile's economic drivers from the Port of Mobile to University of South Alabama to the future I-10 Bridge to Airbus and Austal. He is pictured here with members of the Alabama State Port Authority's board of directors, as well as City of Mobile, Mobile County and Chamber representatives.

Pictured left to right are Jerry Carl, Mobile County Commission - District 3; Jimmy Lyons, director/CEO of Alabama State Port Authority; Horace Horn Jr., chairman of Alabama State Port Authority board; Bill Sisson, Mobile Area Chamber; Merceria Ludgood, Mobile County Commission; Ben Stimpson, Port Authority board; Alvin Hope II, Port Authority board; Vicki Studstill, Hargrove Engineers + Constructors; Shelby; Sandy Stimpson, City of Mobile; Daniel Dennis, Roberts Brothers; and Katie Britt, Shelby's chief of staff.

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BOARD of advisors



Lewis Copeland Jr. is president of Southern Earth Sciences Inc. Copeland graduated from the University of South Alabama with a degree in civil engineering and holds the industry's professional engineer designation. He has over 26 years of experience in the engineering field and is licensed in Alabama, Mississippi, Florida and Louisiana.

Michael Roberts is owner of Eagle Electrical Services Inc. He is a state-licensed master electrician and certified electrical energy specialist with more than 30 years of experience in the commercial and industrial electrical industry. Roberts serves on the board of directors for the State of Alabama Masters Electrical Association, is a member of Mobile Baykeeper and volunteers with the Boys and Girls Clubs of South Alabama.



Christopher S. Thomas is a business insurance consultant for Fisher Brown Bottrell. He earned a bachelor's degree in risk management/insurance from Florida State University and has more than a decade of leadership experience in the insurance industry. Thomas is a graduate of Leadership Bay and served as a board member for the Children's Home Society of Florida/Bay County and as vice chair with the Panama City Beach Young Professionals.

Daniel Wright is president of Wright Transportation Inc., one of the region's largest carriers, offering truckload and freight brokerage services with a fleet of 150 trucks. He began his career with the company in 2009, and was named president in 2017. Wright graduated from Auburn University with degrees in supply chain management and accounting. He is a member of the Alabama Trucking Association steering committee, an American Trucking Association LEAD graduate and a member of its safety policy committee.



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

2018 Business EXPO

The Mobile area's largest business-to-business trade show.

Thursday, August 23

10 a.m. to 3 p.m.

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Exhibit Hall

\$5 Admission (with business card)

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AMBASSADOR of the month



Photo by Jeff Tesney

“We have such a great group of people in the Mobile Area Chamber’s Ambassador program,” said **Michelle Brown**. “You learn a lot from the different businesses represented.”

Brown, who’s in her second year in the program, is Ambassador of the Month.

She is the division account manager for Seabulk Towing, A Seacor Co., providing harbor ship assist operations and offshore towing services. She manages customer accounts in all six of Seabulk Towing’s ports and has worked for the company for more than 20 years.

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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Elizabeth Nelson Joins the Chamber Staff

Elizabeth Nelson is a new face in the membership department and the new voice on the phone assisting members with updating their profiles in the membership database and renewals, as well as addressing membership benefits inquiries.

As the administrative assistant, Nelson will work with Chamber volunteers, including Chamber Chase participants and ambassadors. She will also help with events such as Business After Hours, Networking@Noon and Speed Networking.

"To have a place that is dedicated to ensuring that Mobile and its citizens are successful is really incredible," she said. "The Chamber does a fantastic job of unifying the city by hosting events where



Nelson

citizens of all demographics come together to meet and support one another."

As a college student, Nelson interned with the Women and Gender Resource Center, assisting with marketing and various events.

"We are so pleased to have Elizabeth join our department," said **Carolyn Golson**, the chamber's vice president of membership. "She has a talent for jumping right in working with our members and addressing their needs."

Nelson earned a bachelor's degree in human environmental science from The University of Alabama.

She can be reached at **251-431-8617** or **enelson@mobilechamber.com**.

Shelby Glover Promoted to Senior Project Manager

The Mobile Area Chamber promoted **Shelby Glover** to senior project manager of the economic development department. She joined the Chamber in 2016 as a project manager for business and industrial projects.

In her new role, Glover will oversee all working projects and project managers, and support the division's activities. In addition, she is responsible for staffing the various committees or boards assigned within the division.

"I'm glad for the opportunity to work with our business development team on projects and with business prospects that contribute to our economic growth," said Glover. "The goal is to create jobs, and I am thrilled to be able to play a



Glover

small part in improving the quality of life in our county through the creation of jobs for our citizens."

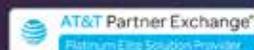
"This is an ideal move for Shelby," said **David Rodgers**, the Chamber's vice president of economic development. "She has already done amazing work on projects that have flourished, including Amazon, Lenzing and Kimberly-Clark."

Glover graduated from the University of Southern Mississippi with a bachelor's degree in business administration with an emphasis in marketing and a master's degree in economic development.

She can be reached at **251-431-8616** or **sglover@mobilechamber.com**.

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State of the City/County



A sold-out crowd of more than 900 people attended the Mobile Area Chamber's State of the City and County lunch in May. Chamber President & CEO Bill Sisson updated attendees on the latest jobs news, while Mobile County Commission President Connie Hudson and City of Mobile Mayor Sandy Stimpson discussed the latest highlights and challenges facing each government. Pictured above are Vicky Studstill with Hargrove Engineers+Constructors; Brian Willman with Regions Bank and Chamber chair, Hudson; Stimpson; and Sisson.



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JULY 2018

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

4 INDEPENDENCE DAY - CHAMBER CLOSED

10-11 AIDT LEADERSHIP LSI TRAINING

AIDT Leadership Development training program introduces team leaders, supervisors and managers to effective leadership responsibilities, communication skills, team work and motivation techniques.

When: 8 a.m. to 4 p.m. (both days)

Where: Mobile Area Chamber, 451 Government St.

Cost: \$50 per person for members/\$60 for non-members; includes course materials, lunch and snacks.

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

Reservations are required and no cancellations after July 3.

Class size is limited to 25 people. Free parking.

12 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: Elizabeth Nelson at 251-431-8617 or enelson@mobilechamber.com

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

17 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: Dianne Irby, Executive Director of Planning and Development, City of Mobile

Topic: Update on the Civic Center and TIGER/Broad Street Development

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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25 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.

Speakers: Dr. Todd Greer, dean of University of Mobile School of Business

Topic: "Building for Impact: Rethinking the Nonprofit Board"

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

No charge, but seating is limited. RSVP requested.

Sponsor:



26 BUSINESS AFTER HOURS

When: 5:30 to 7 p.m.

Where: The Ruby Slipper Café, 100 N. Royal St. (at St. Michael)

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

Contact: Elizabeth Nelson at 251-431-8617 or enelson@mobilechamber.com

Reservation are not needed.

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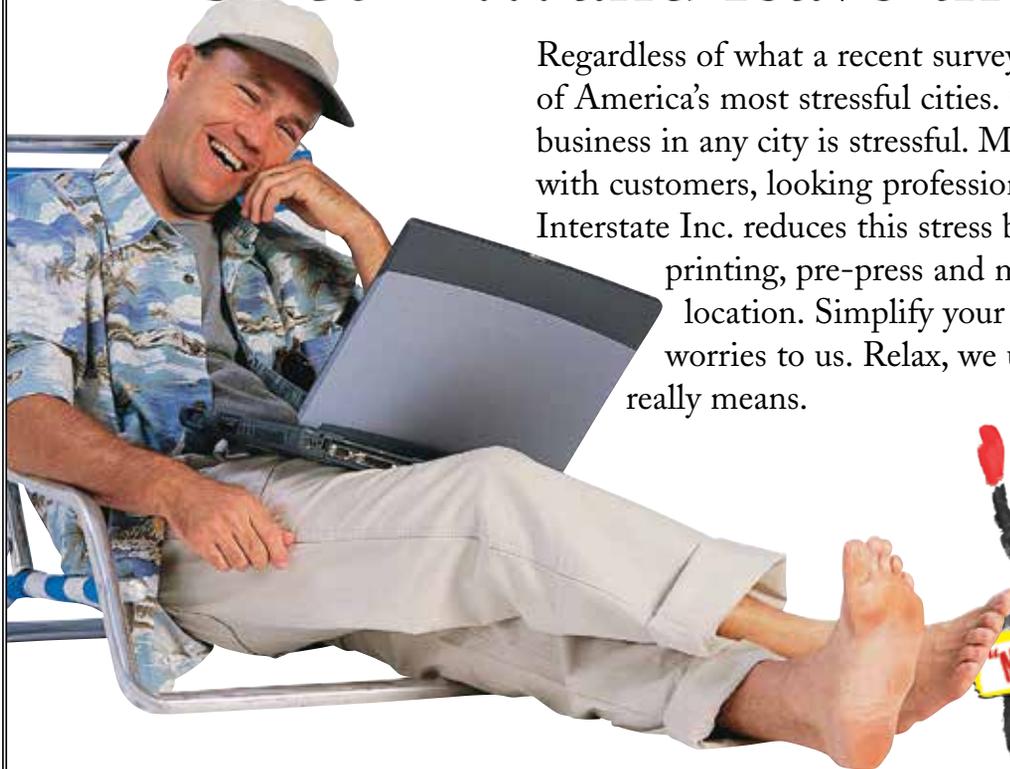
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Who's New



Admire



Fenn

Dr. William

Admire is the new vice president and chief medical officer for Mobile Infirmiry.



Gordon

Admire holds a bachelor's degree in biology from Susquehanna University and a doctorate of osteopathy from the Philadelphia College of Osteopathic Medicine. He is board-certified by the American Board of Internal Medicine.

Scott Fenn is Infirmiry Health's new vice president of clinical integration and strategy. Fenn has more than 26 years of healthcare experience and most recently served as regional chief strategy officer for Tenet Health's Central Division Eastern Region. Fenn holds a bachelor's degree from Baylor University in Waco, Texas, and a master's in healthcare administration from Washington University in St. Louis.

In other news, the Infirmiry's newly opened Infirmiry Neurosurgery welcomed neurosurgeon **Dr. Amber S. Gordon**. Gordon graduated from Vanderbilt University, with a bachelor's degree in biomedical engineering. She received a medical degree from The University of Alabama school of medicine.



Stokes

Stokes graduated from Cumberland School of Law and received a bachelor's degree in political science from Alabama A&M

Starnes Davis Florie LLP hired **Freddie D. Stokes** in the firm's Mobile office. Stokes

University.

Home2

Suites named **Teresa Floyd** its new general manager. Floyd is a graduate of Southeastern Academy of Travel and Tourism in Kissimmee, Fla.



Floyd

University of Mobile (UM) promoted **Kathy Dean** to assistant vice president for university communications.

She earned a bachelor's degree in journalism from Auburn University. Dean joined the UM marketing and public relations staff in 1993.



Dean



Anderson



Dick



Rowe



Wagers

Berkshire Hathaway HomeServices Cooper & Co. Inc.

REALTORS welcomed new associates

Robert Anderson, Marchel Dick, Mindy Rowe, Kristen Buck, Leah Wagers and Kelly Patrick.



Patrick



Boone

Flexicrew Technical Services added **Scott Boone** as an area sales executive.

Business Endeavors

The **City of Mobile** unveiled the new Perch Creek Nature Trail and Preserve with new educational signage providing trail maps for kayakers. The peninsula is the five-mile stretch of Dauphin Island Parkway bordered on the east by Mobile Bay and Dog River on the west and south. Perch Creek, which drains to Dog River, is a recent addition to the Alabama Coastal Birding Trail.

Veterans Recovery Resources plans to convert a three-acre parcel in Midtown to facilities to care for veterans. The nonprofit organization expects to bring \$1 million in professional jobs to Mobile when the campus is completed. Plans are to remodel the old Postal Workers Social Club at 1156 Springhill Ave. for outpatient counseling services, as well as the former school building at 1200 Springhill Ave., where the

organization will offer residential and outpatient services, aftercare, fellowship and more.

The new **Home2 Suites** by Hilton Mobile recently opened at 1485 Satchel Paige Dr. at McGowin Park and Hank Aaron Stadium. The four-story, 105-suite hotel offers all-suite accommodations featuring fully equipped kitchens and modular furniture. The hotel is pet-friendly and has an outdoor area with grills.

University of Mobile announced two new degrees: a bachelor of science in special education that prepares graduates to teach special education in kindergarten through sixth grade; and a master of arts in worship leadership and theology, which prepares church music leaders to be effective pastors and spiritual leaders in their congregations.

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Remington College announced three new diplomas: medical office administration, nail technicians and facility maintenance, as well as a facility maintenance and technology degree program.

Well Done

Hargrove Engineers + Constructors climbed three spots on *Engineering News-Record* Top Design Firms List to No. 70 on the Top 500. The magazine's annual national rankings are based on design revenue for architecture, engineering and environmental firms. Hargrove has also advanced five spots in ENR's list of Top 20 U.S. Design Firms supporting the industrial process/petroleum industry, now ranking at No. 15.



Harrietta Eaton of CorroMetrics Services Inc. was selected as trustee of National

Eaton Association of Corrosion Engineers Mobile Section.



Mobile Infirmary received an "A" for patient safety in the Spring 2018 Leapfrog Hospital Safety Grade. The hospital is the only one in Mobile to receive this recognition and one of 750 awarded an "A" for its efforts to protect patients from harm.

In other news, Infirmary Health's Diagnostic and Medical Clinic (DMC) was awarded the 2018 Virginia College Employer of the Year award. DMC participates in Virginia College's externship program for medical assistants, medical coding and billing students.

Cadie Gaut, owner of Payroll Vault, was recognized as a Rockstar Franchisee by Franchise Business Review, an independent market research firm specializing in benchmarking franchisee satisfaction.



Gaut



Partners for Environmental Progress (PEP) recognized the contributions of area businesses and organizations at its annual membership meeting and 14th Annual Environmental Stewardship Awards Presentation. Chamber member companies awarded were: Alabama Coastal Foundation, Alabama Power, FMC Corp., Hargrove Engineers + Constructors, McFadden Engineering, Prism Systems, Thompson Engineering and Waste Management.

Community News

Feeding the Gulf Coast received a \$100,000 grant from the Walmart Foundation to help fight hunger in south Alabama and south Mississippi through Supplemental Nutrition Assistance Program (SNAP) education and outreach in addition to \$2,000 for SNAP Capacity Institute Participation. SNAP is the largest federal assistance program working to fight hunger in America.

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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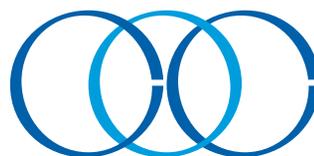
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