

Mobile Area Chamber of Commerce

# the businessview

FEBRUARY 2019

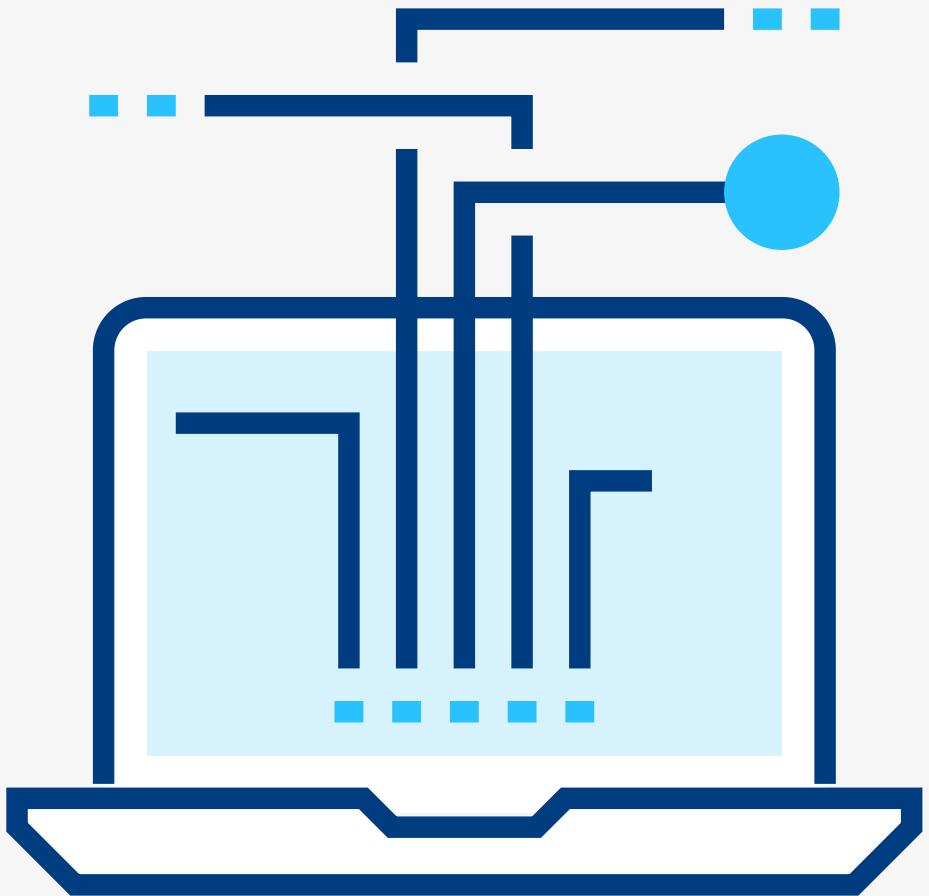


2018 Annual Report



**USA Breaks  
Ground on  
New Trauma Center**

**Airbus Names HPM  
To Build New Alabama Facility**



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Photo by Jeff Lesnev

# From Our Board Chair

Headlines over the course of 2018 told a story of progress and prosperity for Mobile. News such as Airbus and Bombardier announcing a joint venture to assemble A220s here in Mobile; opening the long-awaited distribution centers for Amazon and Walmart; and breaking ground on the new Continental Motors site at Mobile Aeroplex at Brookley were prevalent with every page turn of *The Business View*.

As I've said before, I believe there is ample opportunity to capitalize on our robust job growth while nurturing Mobile's ever-expanding entrepreneurial ecosystem, and I believe we are doing this. Innovation PortAL is becoming a reality. We have a record number of entrepreneurs competing in Alabama Launchpad and with angel investors. And we're just getting started.

In my 2018 annual meeting remarks, I mentioned my personal guiding principles. I don't think they're much different than the Chamber's. Honesty and integrity are paramount. Do what you say you're going to do, and constantly and thoughtfully adjust your philosophy and alter your goals as the world around you changes. Then go out and pursue them with vigor and a sense of urgency. Closing out the Chamber's year, the organization received word that it had received – yet again – the highest award presented by the U.S. Chamber of Commerce – five-star accreditation. This does not happen because you hope and dream about becoming the "best of the best." It happens because of consistent hard work, high ethical standards and a desire to challenge yourself to be better every day.

Thank you to everyone who continues to support the Mobile Area Chamber, and the team working tirelessly to build a better Mobile. Together we can continue to accomplish so much!

Brian Willman  
2018 Chair, Board of Directors  
Mobile Area Chamber of Commerce  
South Alabama/Florida Panhandle Area President, Regions Bank

## the Mobile Area Chamber of Commerce **businessview**

February 2019 | Also in this issue

- 4** 2018 Annual Report & 2019 Plan of Action
- 24** News You Can Use
- 29** Small Business of the Month: BCM Morning Co. Inc.
- 30** Investor Focus: Helmsing Leach Herlong Neman & Rouse PC
- 31** Business Spotlight of the Month: Gulf Coast Marine Supply
- 32** Ambassadors of the Month: Cameron Coppejans and Christopher L. George
- 33** Calendar
- 35** Member News
- 38** Anniversaries
- 39** New Members

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# Strategic Plan 2019-2021

The Mobile Area Chamber has a strategic plan to guide its direction for years 2019-2021. To develop it, Chamber staff worked with members of our board of directors and a consultant to discuss key issues and create benchmarks to measure the organization's success.

## Jobs

Retain, expand and recruit businesses, investment and jobs in the Mobile area.

## Advocacy

Create an environment that promotes business and community growth.

## Value

Provide value, services, opportunities and recognition for our members.

## Excellence

Operate the Chamber with excellence, innovation and efficiency.

**Vision:** By year-end 2021, the Mobile area will have steadily increased jobs, business and capital investments in our community. The Chamber will lead business engagement in more efficient workforce development initiatives.

### Success Indicators:

1. Median income growth for the combined statistical area
2. Primary jobs gained
3. Average salary of jobs increased
4. Total capital invested

**Vision:** By year-end 2021, Mobile will have a stronger, more diversified business climate. Chamber-led efforts will have secured a more business-friendly environment and needed infrastructure improvements, balancing sustainable growth and ongoing development. Chamber programs and events will have encouraged diversity and fostered community growth.

### Success Indicators:

1. Legislative accomplishments
2. Progress toward realizing the I-10 Mobile River Bridge
3. Progress in economic recovery from the 2010 oil spill in the Gulf of Mexico

**Vision:** By year-end 2021, the Mobile Area Chamber will be nationally recognized for consistently exceeding member expectations and delivering the value of membership.

### Success Indicators:

1. Exceed 2,200 members and the national average in membership retention
2. Board of Advisors engagement and growth
3. Member satisfaction
4. Increased usage of member rewards and benefits

**Vision:** By year-end 2021, the Mobile Area Chamber will be recognized as one of the nation's best through accreditation by the U.S. Chamber of Commerce. The Chamber will be an effective, credible and vital organization known for its high standards, ethical behavior and responsive service.

### Success Indicators:

1. Five-star accreditation by the U.S. Chamber of Commerce
2. Certification by the Chamber of Commerce Association of Alabama
3. Healthy Chamber finances
4. Membership growth and retention

# Jobs

For more than three decades, the Mobile Area Chamber has led economic development for the City of Mobile and Mobile County as it relates to recruitment, retention, job creation, entrepreneurial assistance, small business development and workforce development.



Kimberly-Clark announced an expansion in 2018 representing a \$101.7 million capital investment. The Mobile Area Chamber presented the mill with its 2018 Manufacturer of the Year award.

## 5 Takeaways from 2018

- 1** Year one of the Partners for Growth economic development program logged 597 new jobs, resulting from six project announcements and \$583.9 million in capital investment.
- 2** Four entrepreneur-focused programs helped 210 participants start, manage and grow their businesses.
- 3** Mobile is developing a reputation for 100 percent graduation for its Emerging Leaders program. The program was offered in 2017 and 2018, and it is anticipated we will be chosen again for 2019.
- 4** One hundred seventy international appointments were made to help area companies expand sales overseas.
- 5** The Chamber launched two key studies to direct recruiting efforts of foreign-based companies and identify solutions needed to fill workforce gaps in our labor market. Watch for the results and suggested tactics in 2019.

## New in 2018

**MTC Logistics** will build a \$58 million cold storage facility between APM Terminals and Mobile Aeroplex at Brookley on a piece of property owned by the Alabama State Port Authority. Headquartered in Baltimore, the company expects to hire between 50-70 full-time workers to run a 12 million-cubic-foot facility that will store imported frozen pork products and seafood coming to the U.S. for distribution.

**Kimberly-Clark Corp.** (K-C) made a second major investment in its Mobile mill in a year's time. The Texas-headquartered company will spend \$101.7 million to rebuild a tissue machine and install two converting lines, and add nine jobs. In 2017, the company announced a \$110 million investment and 17 new jobs.

Products made in Mobile include bath tissue and paper towels under the Scott, Cottonelle and K-C Professional brand names.

**“** MTC is a great project for us as Mobile continues to grow its warehousing and transportation industry cluster. It grows the Port of Mobile and increases capacity at APM Terminals. Mobile's infrastructure assets are second to none, and growing our economy is our top priority. **”**

**David Rodgers**  
Vice President of Economic Development  
Mobile Area Chamber



Continental Motors began work on its new worldwide corporate headquarters, which will be located adjacent to its existing facility at Mobile Aeroplex at Brookley.

**Aker Solutions** began relocating up to 75 high-paying engineering, human resources and accounting positions from its facility in Houston to Mobile. The Norway-based undersea umbilical manufacturer is also investing \$13.3 million for a new addition, machinery and equipment.

**Williams Mobile Bay Producer Services** is expanding its south Mobile County facility, investing \$107.6 million for machinery, equipment and additional land and buildings. Thanks to a venture with Shell Oil, Williams is preparing to bring in additional volumes of natural gas and clean critical byproducts that could benefit local manufacturers.

**AeroStar**, a Mobile-based aircraft maintenance and repair company, is nearly tripling its facility at Mobile Aeroplex at Brookley and creating 28 new positions over the next several years. The company's \$2 million investment includes land, construction costs, machinery and equipment.

**SSAB** announced plans to invest up to \$100 million in its Axis steelmaking operation. The investment aims to increase production capacity, while increasing operational efficiency and reducing raw material costs. Proposed improvements at the mill will take place between 2019 and 2021, with the potential to create up to 50 new jobs at the site.

## Previous Projects Continue to Impact Our Area

**Continental Motors** broke ground on its new worldwide corporate headquarters and manufacturing facility at Mobile Aeroplex at Brookley last summer. It was the first project outside commercial retail development for Mobile-based Burton Property Group.

**Walmart** celebrated the completion of its 2.6 million-square-foot direct import distribution center in Mobile. It is one of six in the nation and will serve other Walmart distribution centers along the central Gulf Coast. At the time of its opening, the company employed more than 550 full-time workers at the new site.

With shipments coming in through the Port of Mobile, Walmart merchandise helped increase traffic at APM Terminals by 10 percent. In 2018, the Alabama State Port Authority and APM Terminals announced a \$49.5 million investment for phase three of five planned expansions for the container terminal.

**Amazon** held a celebratory ribbon-cutting marking the opening of the company's 362,000-square-foot sortation center and its first Alabama presence. Amazon packages with the Mob5 label indicate they came through Mobile.

**“**The container terminal expansion continues to be a huge asset and tool for our economic development efforts, especially with distribution and logistics projects. With the phased expansions, we are able to continue to show the growth potential regarding containerized cargo in Mobile to major companies like Walmart and Amazon. **”**

**David Rodgers**  
Vice President of Economic Development  
Mobile Area Chamber

**Austal USA** delivered three Littoral Combat Ships (LCS 14, 16 and 18) and one Expeditionary Fast Transport (EPF 10) to the U.S. Navy. In addition, the company was awarded a \$2.4 billion contract to build four additional vessels (LCS 32, 34, 36 and 38).

In May, Austal acquired aluminum technology leader ElectraWatch, expanding its post-delivery support and sustainment services.

**Airbus** cleared all regulatory hurdles in 2018 to complete its majority share purchase of Bombardier. The partnership means a second final assembly line will be established in Mobile and create 400-plus jobs. By year-end, the company named HPM as its program manager of its new A220 family assembly line, formerly Bombardier's C Series (CS100 and CS300).

Airbus also broke ground on a new aviation center to be built at Mobile Aeroplex at Brookley. Mobile: Flight Works Alabama is a 19,000-square-foot center that will host a large interactive exhibition area, classrooms, a collaboration room, a workshop, a restaurant and a gift shop.

**Trade shows** continue to be part of the economic development strategy, and in 2018 Chamber staff participated in several, with the most notable being the Farnborough Air Show in London. The Mobile and Baldwin delegation was among 1,500 exhibitors at the international aerospace and defense trade show, with participants from 52 countries and 82 of the top 100 aerospace companies of the world.

## International Connections

Whether it's accompanying local businesses abroad to help them expand their sales and services or hosting international delegations at home, the Chamber's international trade division is focused on helping our members grow their businesses. Destinations in 2018 included Ecuador, Argentina, Romania and Bulgaria.

Inbound delegations visited from France, and a business roundtable was held with the Consuls General from Belgium, France, Germany and the United Kingdom.



Chamber staff hit the road in 2018, participating in trade shows both in the U.S. and internationally. Pictured here are members of the economic development team working the OffshoreAlabama.com booth at an oil and gas trade show in Houston.

## Workforce Development

The Chamber works with five agencies and regional coalitions focused on building a skilled and trained workforce for current and future business needs, including the Chamber's **Workforce Development Advisory Council** and the **Mobile Education Commission**.

In 2018, the Chamber partnered with the North Baldwin Chamber and Eastern Shore Chamber to host a **Workforce Reception**. The event brought together business and industry leaders, educators, policy makers and other key stakeholders.

The Chamber's **Gulf Coast Technology Council** again granted scholarships to local university students who are pursuing technology-related careers. In its 12<sup>th</sup> year, 15 companies donated to this year's \$7,000 scholarship total.



The Gulf Coast Technology Council (GCTC) presented \$7,000 in scholarships to computer science students at the University of South Alabama. GCTC is a program of the Chamber, and its mission is to provide networking opportunities for IT sector employees and to mentor students.



Eighty-seven high school students from Mobile and Baldwin counties spent a week at various medical facilities learning about careers in healthcare in the Summer Scrubs program. Pictured here are a group of students who spent the day working at Providence Hospital.

The **Health Occupations Career Fair (HOCF)** and **Summer Scrubs** are two programs focused on students planning to enter the healthcare arena. In the HOCF's 16<sup>th</sup> year, more than 600 Mobile and Baldwin county high school students participated in the hands-on program. Ninety-six percent of students reported the HOCF gave them career ideas and 82 percent said they plan to enroll in a four-year postsecondary institution while 8 percent plan to attend a two-year institution. It was year 15 for Summer Scrubs, and 87 regional students shadowed healthcare professionals for three days.

## Mobile's Spirit of Innovation

In Mobile's quest to develop a culture of entrepreneurship and innovation, the Chamber continued its expanded role in 2018.

**Emerging Leaders**, the U.S. Small Business Administration entrepreneurial training program, graduated 100 percent of its Mobile class for the second consecutive year. Armed with what is nicknamed a "streetwise MBA," each participant, when finished, has a three-year action plan for growth. The Chamber also hosted the program in 2017.

Mobile's third **Startup Weekend** was hosted by the Chamber and Innovation PortAL. Powered by Google for Entrepreneurs, the Techstars pitch competition drew 65 participants, including aspiring entrepreneurs and others with a passion for small business. The challenge was to develop a viable business concept in 54 hours.

**Innovation PortAL** was the beneficiary of additional funds granted to the Mobile Area Chamber Foundation. The \$1.5 million grant from the U.S. Department of Commerce Economic Development Administration will be used toward the renovation of the existing building and construction of a new addition at 358 St. Louis St.

In 2018, the innovation and entrepreneurial hub continued its efforts to accelerate startup growth on the Gulf Coast through targeted programming, creating an early-stage investment fund, and developing and advocating for entrepreneurial and small business-friendly policies.

**Small Business Boot Camps** were again offered for small- and minority-business owners addressing a variety of topics, such as starting and operating a business. The Chamber's Growth Alliance Task Force led the three-session course that drew 125 participants.

**Convening Community Partners:** The Chamber has a number of committees that address economic development issues, including: **Business Retention and Expansion**, consisting of 150 large and small businesses and entrepreneurs; **Gulf Coast Technology Council**, with 254 company representatives; **OffshoreAlabama.com**, a partnership of 122 oil and gas producers, service providers and others; **Growth Alliance Task Force**, with 35 small and minority-owned businesses; **Small Business Council**, 45 members who advocate for small and disadvantaged businesses; and the **Workforce Development Advisory Council**, consisting of 25 industry representatives.



This summer, the Chamber hosted a delegation from the Pays de la Loire region of France. The delegation, consisting of French elected officials, port representatives and maritime industry leaders, was here to learn more about trade opportunities with the Port of Mobile and existing industry.

# Advocacy

We follow local, state and federal issues and access subject matter experts to know what's happening and stay on top of what that might mean for your business. Our goal is to maintain a balanced, business-friendly environment conducive to economic growth and promote positive business news.



Newly elected officials were honored at this year's Champagne and Oysters event. The annual celebration was attended by Chamber board members and Partners for Growth investors, as well as elected officials.

## 5 Takeaways from 2018

- 1** The Chamber monitored more than 1,000 legislative bills in 2018. Look for a more robust legislative scorecard in 2019.
- 2** In 2018, the organization and staff joined beautification and environmental efforts.
- 3** We spread good news through the Chamber's monthly magazine, weekly e-news and blog, along with local, regional, national and international news outlets.
- 4** We maintained a strong social media presence with 868 posts in 2018. Plus, we have 21,366 subscribers to the Chamber's five media channels.
- 5** Focus groups with both internal and external professionals help set the wheels in motion to redesign *The Business View* to launch next year.

## New in 2018

The Chamber rallied its membership into action in support of Senate Bill 222 to reauthorize the Alabama State Pilotage Commission (signed by Gov. Kay Ivey). Without passage, the Port of Mobile would have closed to foreign vessel traffic, accounting for 90 percent of its customers.

**Voice of Business:** The Chamber's governing Board of Directors passed several resolutions in 2018. Directives included supporting the Mobile Airport Authority to further explore the transition of commercial air service from Mobile Regional Airport to the Mobile Downtown Airport; Mobile County's Pay-As-You-Go referendum for needed road and bridge improvement projects; the Port of Mobile and the need to deepen and widen the Mobile ship channel; and the University of South Alabama's efforts to build an on-campus stadium.

**“**Our voices were heard. This community said we will not stand for our port to be used as a political pawn.**”**

**Bill Sisson**  
President & CEO  
Mobile Area Chamber

In addition, the board passed a position statement for fair trade practices and investments, calling for trade policies to increase foreign direct investment and create a level playing field for Alabama exporters.

**A Job Well Done:** As Rep. James Buskey was winding down his 11<sup>th</sup> term in the Alabama State Legislature, the Chamber's Board of Directors recognized Buskey at a joint meeting with the Board of Advisors for his leadership and dedication to the betterment of south Alabama and its citizenry, leaving a benchmark of progress that will carry the region to future prosperity.

**Quality of Life:** Focusing on quality of life and livable features, the organization and staff dedicated time to several initiatives including: a green space master plan for Bienville Square developed by Downtown Parks Conservancy; the Alabama Delta Alliance, aimed at showcasing the area's recreational activities and the delta; a Three Mile Creek Partnership in collaboration with the City of Mobile in support of the creek's trail and amenities; and Downtown Mobile Alliance's Street Design Summit: Increasing Economic Value through Walkable Communities.

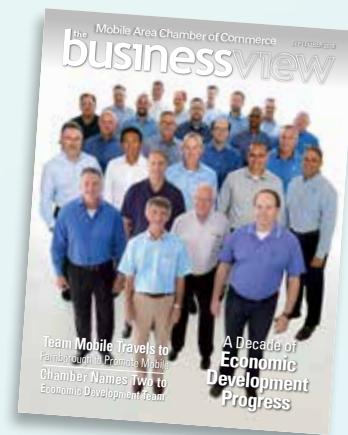
The Chamber packed the house for a meeting with the **U.S. Small Business Administration's** Region 4 Advocate Bruce LeVell. LeVell led a discussion with local small business owners, listening to their thoughts about how less government regulation and easing healthcare mandates would help growth.

**What Does the Chamber Do?** In the spring of 2018, the Chamber launched a social media campaign to answer that question through nine short videos. Topics included general information, industry recruiting, marketing efforts, small business counseling and more. The series was shared on Facebook and is stored on the Chamber's YouTube channel and website.



Providing members with various networking events, the Chamber works to diversify its offerings. This year the Chamber hosted a half-day session on "Doing Business with the State" featuring a presentation by the state's procurement officer and an expo of state agencies and local resources.

**In the Know:** The Chamber covers news impacting the area business community in its monthly magazine, *The Business View*, and the electronic supplement, *The Business View Weekly*. Circulation for the two publications is 22,100 and 8,500-plus, respectively. Breaking news content and key stories are distributed through the Chamber's blog.



## Annual Advocacy Efforts

**Legislative Agenda:** Formed with member input, the Chamber presents its legislative agenda annually at the Legislative Lunch, giving the business community access to the Mobile-Baldwin legislative delegation. In addition to the Brunch Bill, the Chamber aggressively supported the Alabama Jobs Enhancement Act to modernize and clarify various economic development statutes; and the Alabama Department of Transportation Governing Mission Commission.



### MOBILE AREA CHAMBER OF COMMERCE 2018 Legislative Agenda

#### Jobs, Advocacy, Value, Excellence: These are the pillars on which the Alabama business community stands and the basis for the Chamber's work in legislature affairs.

With the 2018 Alabama Legislative Session about underway, the Mobile Area Chamber is once again a guide to advocacy to Southwest Alabama's growth and competitiveness.

This year's legislative agenda will focus on issues critical to the area in economic development and taxes education and workforce development, transportation infrastructure, small business and healthcare. In particular this year the Chamber will emphasize legislation that supports southwest Alabama's energy needs, transportation infrastructure, and state-led support of local food, agriculture resources and expansion of medical facilities.

Contact Patty Howell at [phowell@mobilechamber.org](mailto:phowell@mobilechamber.org) if you are involved, contact Patty Howell at [phowell@mobilechamber.org](mailto:phowell@mobilechamber.org).

#### Economic Development & Taxes

■ Keep Alabama competitive by supporting economic development incentives such as the Alabama High-Tech Credit program, Alabama Research and Development Credit program and Alabama Film Credit.

■ Maintain federal military contracts with Mobile area based aerospace and defense contractors such as the Naval Air Warfare Litton Cetral Ships and Expeditionary Hot Transport vessels and Ingalls Shipbuilding LHA/LPD/Amphibious Assault Ships.

■ Support fair trade and investment agreements that expand access to international markets, creating a level playing field for mobile-area families, businesses and workers first and increasing the number of jobs available in the state of Alabama.

■ Support demand-driven strategic workforce training, apprenticeship programs, and other educational programs, including aerospace and advanced manufacturing.

■ Support measures to address the growing opioid crisis in Alabama by supporting legislation that increases availability of qualified workforce, workplace safety and rural community health.

■ Support the continuation of federal payments to Alabama and Mobile area families under the Federal Universal Energy Security Act (CUMESA) in 2018 federal budgets.

■ Support federal immigration reforms that will secure our borders, protect our national security, and attract professional and highly-skilled workers.

■ Preserve jobs and economic growth in all sectors through the reduction of overly burdensome regulations that increase the cost of doing business and uncertainty and have the potential to stifle growth.

■ Education & Workforce Development

■ Continue to adequately fund Alabama's education budget, including K-12, higher education, vocational, technical, dual enrollment and other innovative programs. In order to

ensure classifications will help Alabama competitive with the rest of the nation, the Chamber will continue to support the Alabama Department of Education's proposed classification system.

■ Seek a fiscal year 2018 budget appropriation for the Alabama Department of Education to support the state's successful enrollment growth and increased graduation rates through the Alabama Department of Education's efforts to support USA Health and its specialized healthcare mission.

■ Support funding to establish a program coordinated by the Alabama Department of Education to recruit, train and retain the most qualified teachers and school administrators needed for the regional industry.

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In January, the Mobile Area Chamber invited members of the Alabama House of Representatives and the Alabama Senate to a luncheon to present the Chamber's annual Legislative Agenda. 2017 Chamber Chair Dr. Dennis Lenox from Lenox's Home Resource Services announced key priorities before Governor Kay Ivey spoke. Gov. Ivey highlighted the importance of the new Alabama Department of Transportation and the impact it will have on the region.

■ Support legislation to allow for a board governance structure and a non-vocational, board-appointed director of the Alabama Department of Transportation.

■ Small Business & Entrepreneurial Growth

■ Encourage the Alabama Department of Transportation to focus on the creation and growth of small businesses and entrepreneurial development in Alabama.

■ Support the Alabama Department of Transportation and the Alabama Highway Administration to increase technological needs of industry with early state funding opportunities for the construction of roads and bridges.

■ To support the growing "Social Enterprise" entrepreneurial demand in Alabama, expand the legal definition of a Limited Liability Company (LLC) to include a limited liability company, or "LLC," and a Benefit Corporation or "B Corp."

■ Continue to support the U.S. Army Corps of Engineers dredging and fill Works program in support of the navigation and maintenance dredging of the Mobile Ship Channel, as well as the expansion of the port of Mobile.

■ Support increasing Alabama's investment in transportation infrastructure, tourism and promote economic growth, job creation and innovation in the state.

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■ Healthcare

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**Social Media:** The Chamber maintains five social media channels, and has 7,340 Facebook likes, 8,849 followers on Twitter, 3,920 members on LinkedIn and 1,252 followers on Instagram. The Chamber also stores video content on YouTube.

In addition to its long-standing support of shopping local, the Chamber joined the **Small Business Coalition** with American Express, which sponsors Small Business Saturday, and worked to spread the message of buying local during the holiday season.

As part of our "Shop Local" initiatives, the Chamber again hosted a holiday **CashMOB** at Downtown Mobile Alliance's Urban Emporium. Attendees committed to spend \$20 at the local retailer.

The Chamber hosted several events to connect the business community to elected officials. The highest attendance was at the **State of the City & County** luncheon featuring Mobile County Commission President Connie Hudson and City of Mobile Mayor Sandy Stimpson, with more than 900 attendees.

*Social media engagement continues to grow. This year the Chamber's Facebook followers grew to 7,320 and the Chamber worked to develop more ways to engage, including sponsored content, live videos of key programs and additional event promotions.*

Other key events were the **Legislative Reception** held in Montgomery; **Pork and Politics in the Park**; the 2018 **Leaders Exchange** trip to Toulouse, France; **Washington D.C. Fly-In**; **Forum Alabama** with Sen. Richard Shelby; and **Champagne and Oysters**. Newly elected Sen. Doug Jones met with the Chamber's Board of Directors.



*Candidates running for elected office were provided a venue to ham it up with Mobile's business community during Pork and Politics.*



In October, the Chamber hosted a delegation of elected officials and business leaders in Toulouse, France, for the 2018 Leaders Exchange. Among the many sessions, attendees toured Airbus's headquarters.

**Advocacy & Issues:** Members of the Chamber's Board of Advisors heard a presentation on the Mobile River Bridge and Bayway project, presented by the P3 advisory team of HDR Engineering, Mott MacDonald and Thompson Engineering. The top three items discussed were the timeline, funding and highly valued factors in the selection process.

The Chamber maintains the Build the Bridge Facebook page, regularly updating the page's 7,452 followers.

**Engagement & Influence:** Ongoing volunteer Chamber committees meet year-round on legislative and advocacy issues. These include the **State Governmental Affairs Committee**, consisting of 100 large and small business representatives who review and research legislative priorities and help shape the Chamber's legislative agenda; and the **Federal Governmental Affairs Committee**, consisting of 62 members who monitor issues and guide positions the organization adopts.

**Awareness:** Believe in Mobile. Belong to the Chamber. Chances are you've seen our branding message either on the back cover of the Chamber's magazine or along the interstates and streets of Mobile thanks to our partnership with Lamar Advertising.

In 2018, the Mobile Area Chamber expanded its "Shop Local" message to encourage area residents to buy at local area stores for Mother's Day, graduation celebrations, Father's Day and the Christmas holidays.

**Traveling with the Chamber:** Various guided trips continue to be a popular option for members and their guests. In 2018, groups visited Iceland, South Africa, Canada and the Danube River. A total of 130 passengers participated in four trips, which generate non-dues revenue for the organization.

**believe in mobile  
shop local this mother's day**

**members.mobilechamber.com**

The billboard features a background of pink flowers. The Mobile Area Chamber of Commerce logo, consisting of three overlapping circles and the text 'MOBILE AREA CHAMBER OF COMMERCE', is located in the bottom right corner.

This was one of several billboards displayed in partnership with Lamar Advertising to expand the Chamber's "Shop Local" message.

# Value

Every year we ask our members how we can help them best. In response, we strive to provide valuable programming that includes professional development workshops, educational forums and networking (still one of members' favorites).



Another successful Chamber Chase campaign was held in 2018. Led by Abe Harper (center) with Harper Technologies, volunteers worked to raise more than \$1.4 million in new memberships, sponsorships and ad sales.

## 5 Takeaways from 2018

- 1** In 2018, we presented 51 professional development workshops and educational forums, drawing 2,799 attendees. Taxes, tariffs, small business financing, social media and marketing were among the most popular topics.
- 2** We believe a healthy and diverse economy is critical. For that reason, we continued our outreach to pastors to share with their congregations the small business resources available to minority business owners and entrepreneurs.
- 3** Connecting business leaders to other business leaders or elected officials is one of the most important benefits, according to our members. Last year, more than 2,091 attendees attended our 10 political networking events.
- 4** We also provided affordable advertising options for our members to promote their companies through our monthly magazine, weekly e-news and other online resources, with more than 300 advertisements placed in 2018.
- 5** Fifty-three ribbon cuttings and grand openings were held at member companies in 2018.

## New in 2018

**Tariffs and Taxes:** More than 200 attendees participated in two government-focused forums – one addressing the ever-evolving trade tariffs and the other covering the federal Tax Cuts and Jobs Act of 2017.

In addition, the Chamber presented Export Essentials: Financing Export Transactions. This free workshop for members addressed ways to increase export sales and reduce risks.

### The Family Business Leadership

**Conference** was a targeted workshop to help business owners manage transitions affecting their family owned businesses. Presented by the Mobile Area Chamber and University of South Alabama Mitchell College of Business, the event also offered participants insights into successful practices of family business owners, no matter the size. Fifty people attended.

“There are changes that will make it easier for companies to bring back the \$2 trillion that they’ve held overseas. We’re already seeing some of that happen.”

Eric Toder  
Urban Brookings Tax Policy Center  
Chamber's Federal Tax Policy Forum



A key benefit for many members is the Chamber's assistance with ribbon cuttings and grand openings. This photo was taken at the Amazon sortation center in March 2018.

Other 2018 initiatives included **Doing Business with the State**, where more than 140 attendees met state purchasing contacts, heard from the state's deputy purchasing director and learned more at a buyers' session; **Basic Financial Education**, a series of eight workshops on personal finance to support the minority business community; and the 2018 **Southeastern United States - Canadian Provinces Alliance** conference featuring panel discussions, keynote speakers and business-to-business meetings.

## Connections

The **Small Business Awards** and **Business Expo** combination proved successful. Moving the Small Business Awards program before the area's largest trade show, Business Expo, boosted attendance at both events. Business resource partners were among the 220 vendors and Expo drew more than 2,500 attendees.

**Annual Meeting:** The event's location and format changed and included a short program with live music during the networking reception. Nearly 1,100 business and community leaders attended.

**Business After Hours, Coffee with the Chamber** and **Networking@Noon** became quarterly events in 2018 to increase attendance and enhance networking opportunities.

Other popular networking events included **Membership 101**, **Member Appreciation Day**, **Nonprofit Roundtable**, **Women's Roundtable**, and **Chamber Classic**, an annual golf tournament.

Volunteer ambassadors, along with Chamber staff, assisted 53 businesses with **grand openings** and **ribbon cuttings** in 2018.

**Chamber Chase**, the annual resource development campaign, was led by Abe Harper, president of Harper Technologies. With assistance from 50 volunteers, representing 27 companies, the campaign exceeded its \$1.2 million goal by raising more than \$1.4 million. During the 13-week effort, 58 new members were recruited and 12 companies joined the Board of Advisors.



Walks and Wags was one of more than 220 member businesses participating in Business Expo, Mobile's largest business-to-business networking event. This year's event was attended by more than 2,500 people.



A sold-out luncheon was held in honor of Mobile's military in the spring. Dozens of high school and college ROTC cadets received awards for their service. The Chamber has a military affairs division in its community and governmental affairs department to support these efforts.

The **Board of Advisors** represents the organization's largest dues-paying members and meets twice a year with the Chamber's governing board of directors. There were 247 members in 2018.

At the Chamber's annual **Military Appreciation Luncheon**, awards were given by the Navy League, Air Force Association, Employer Support of the Guard and Reserve, U.S. Coast Guard and National Guard and Reserve, and JROTC and ROTC cadets were honored. At the event, the Chamber presented the inaugural Gen. Gary Cooper Outstanding Service Award to U.S. Marine SGT (Ret.) A.B. Grantham.

## If There's a Better Way

From cybersecurity to marketing to employment law to exporting, numerous workshops and committee speakers covered dozens of topics to help business managers and owners be more effective and efficient.

The **2018 State of the Economy** event took a deep dive into tourism, technology, manufacturing and international trade – four key industry sectors. In addition, the results of a recent survey were presented, highlighting the business community's outlook on 2019. More than 260 people attended.



The 21<sup>st</sup> annual Eagle Awards program was held in the fall and three members – Bama Pest Control, Harper Technologies and VisionSpot Consulting – received awards. The sold-out event's keynote address was by Tom Joyner, a national radio talk show host.

# 2018 Award Winners

The Chamber promotes our award winners through *The Business View*, the e-newsletter *The Business View Weekly*, our blog and social media channels.

## Outstanding Entrepreneur

The Chamber honored Clarence Ball, president and CEO of Ball HealthCare Services, as the 2018 Outstanding Entrepreneur. Ball was recognized for his vision that grew the company from one facility to 11 skilled nursing homes, and for founding other related companies including Hi-Tech Medical Services, Nursing Home Physician Services and Medchoice Pharmacy Services.

## Small Business of the Year

The decade-old advertising agency Blue Fish was named the Chamber's Small Business of the Year. Harper Technologies, an IT support and consulting firm, and Lagniappe, a weekly newspaper, were recognized as finalists.



Blue Fish won the 2018 Small Business of the Year award presented in August. Other finalists for the award were Harper Technologies and Lagniappe.

## Manufacturer of the Year

For its continued capacity-driven investment, Kimberly-Clark Corp. was named the 2018 Manufacturer of the Year at the State of the Economy event in December. The Texas-based company announced a \$211.7 million investment and the addition of 24-plus high-paying jobs in less than two years.

## Innovator of the Year

Also at the State of the Economy event, McFadden Engineering was named the 2018 Innovator of the Year. The company recently launched OxyShark, a space-saving and cost-effective wastewater treatment option.

## Eagle Award Recipients

As a three-time Eagle Award winner, Bama Pest Control was inducted into the Eagle Award Hall of Fame, celebrating the growth and success of minority-owned companies. Harper Technologies was recognized with its second consecutive Eagle Award along with VisionSpot Consulting, a first-time winner in 2018.

The inaugural Soaring Legacy Award was awarded posthumously to Al Joyner, the first African-American McDonald's franchise owner in the state of Alabama. Joyner was the brother of the event's keynote speaker, Tom Joyner, host of the radio talk show *The Tom Joyner Morning Show*.

## Small Business of the Month

- JMF Solutions
- CertaPro Painters of Mobile and Baldwin Counties
- G.C. Specialties
- Wal-Tech Valve
- Southwestern Consulting
- Mighty
- Legal Imaging
- McFadden Engineering
- Port City Medical
- Gulf Supply Co.
- C2Wealth Strategies

## Corporate Community Service Awards

Crow Shields Bailey was the 2018 Corporate Community Service Award winner. The award recognizes companies for their service to the community and is presented in partnership by the Chamber and Junior League of Mobile. The company will be recognized at the Chamber's annual meeting in 2019.

## Gen. Gary Cooper Outstanding Service Award

The inaugural recipient of the Chamber's Gen. Gary Cooper Outstanding Service Award was (Ret.) U.S. Marine SGT A.B. Grantham. He received the award at the Chamber's annual Military Appreciation Luncheon. Grantham was one of the wounded soldiers photographed along with other injured U.S. Marines in what became one of the most famous photographs from the Vietnam War, appearing in *Life* magazine. Grantham has held numerous leadership positions, including with the Marine Corps League and the Military Order of Devil Dogs.

## Ambassador of the Year

Michelle Ard with Seabulk Towing, A Seacor Co., was named the 2018 Ambassador of the Year. Ard received her award during the Chamber's final 2018 Board of Directors meeting.

Ambassadors are volunteers from member companies who assist the Chamber by attending ribbon cuttings, visiting members and serving at various Chamber events.

## Ambassadors of the Month

Recognized for their involvement, these Chamber volunteers were featured in *The Business View*:

- Michelle Ard, Seabulk Towing, A Seacor Co.
- Cameron Coppejans, Renaissance Mobile Riverview Plaza Hotel
- Torrian Davis, Army Aviation Center Federal Credit Union
- Nichelle Evans-Pugh, Fairfield Inn & Suites
- Chris George, Christopher L. George PC
- Colleen Harrison, Parkside at Cottage Hill
- Jordan Henderson, Stone Ridge at Somerby
- Dorothy May, Retired
- Phillip Moore, AHI Corporate Housing
- Megan Murdock, Hampton Inn Providence Park
- Lisa Phillips, HeroMan Services
- Laura Williams, APM Terminals

# Excellence

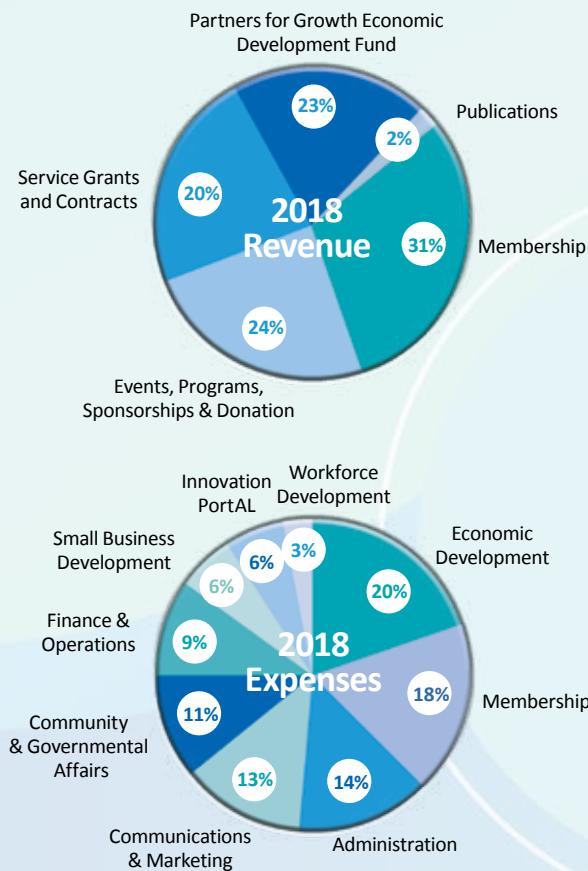
We believe excellence is the only acceptable standard for what we do and how we support our members and the community. From economic development results to unique networking events to educational forums to legislative victories to covering Mobile's business news, we strive to do it better than average.

## 5 Takeaways from 2018

- 1** The Chamber was once again awarded five-star accreditation from the U.S. Chamber of Commerce.
- 2** Approximately 250 businesses joined the Chamber in 2018.
- 3** We made improvements to our building, grounds, security and technology capabilities.
- 4** Chamber staff studied new membership databases and narrowed the options for a new system that will be implemented in 2019 to help us be more efficient and effective in communicating with our members.
- 5** A wellness program for our employees was launched.

## 2018 Revenue & Expenses

This breakdown below is a representation of the Chamber's revenue and expenses.



## New in 2018

It's official, the Mobile Area Chamber received word in November that we were again awarded **five-star accreditation** from the U.S. Chamber of Commerce based on the organization's best practices. Our body of work was judged in the areas of governance, finance, human resources, government affairs, program development, technology, communications, facilities and benchmarking.

**New Building Upgrades:** The Chamber completed several projects to modernize common spaces at its 451 Government St. building, including a new mural, video monitors, Board of Advisors and Chamber logo display, and updates to the atrium meeting room.

**2018 Membership:** More than 250 businesses joined the Chamber and our membership renewals continue to trend above average for Chambers nationwide.

**Staff Accolades:** Chamber staff continued to invest in the community through their donations of time, talents and resources. In 2018, the staff again participated in the United Way Day of Caring event, hosted a LifeSouth blood drive and conducted a drive for Murray House Assisted Living.



Horn



Alston

**Ashley Horn APR**, director of digital media and design, successfully completed the Examination for Accreditation in Public Relations, receiving her APR professional designation.

**LeMaris Alston**, director of information technology, graduated from Mobile United's Leadership Mobile and the Mobile Area Water & Sewer System Supplier Diversity program.

**Revenue:** Income streams include member dues, Board of Advisor dues, performance contracts, grants, Partners for Growth pledges, advertising sales and Chamber Chase recruited sponsors.

The Chamber staff also manages the finances of the Industrial Development Authority of Mobile County; Industrial Development Board of the City of Mobile; Industrial Park Board of Mobile County; the Mobile Area Chamber of Commerce Foundation; a 501(c)3 organization; and Innovation PortAL.

The Chamber's finances, as well as those of the four boards the organization manages, are audited annually to ensure adherence to accounting standards.

**"** I am honored to be a member of the Mobile Area Chamber of Commerce. As a lifelong Mobile resident and business owner I recognize the tremendous benefits of doing business with other members of the Chamber, as well as the exposure which it provides for Georgia Roussos Catering Inc. **"**

**Georgia Roussos**  
Owner, Georgia Roussos Catering

# 2018 By the Numbers

Here is a snapshot of the Mobile Area Chamber year in review.

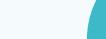
## Jobs

Partners for Growth INVESTORS  
**144**

New Jobs RECRUITED  
**597** Full-Time  
Project Announcements  
**6**

\$533.9 M Capital Investment of 2018 Projects

\$61,500 Average Salary of Jobs Created



750 Students Attending Workforce Development Events

170 International Appointments Made to Help Companies Expand into Foreign Sales



70 Entrepreneurs Receiving Business Counseling and Advice

Business Counseling and Advice

## Advocacy

1,000+ Legislative Bills Monitored

8,595 The Business View Weekly SUBSCRIBERS

The Business View CIRCULATION  
**22,100**

8,843 FOLLOWERS

f  
7,300 LIKES

38,753 Unique Website Hits

1,239 FOLLOWERS

7,449 Build the I-10 Bridge Facebook Followers



## Value

59 Membership Networking EVENTS

51 Small Business-Focused Workshops and Seminars

Chamber Professional Development Seminars Attendees  
**2,799**

10 EVENTS Connecting Elected Officials and Business Leaders

11 Government Related Educational Forums

4,814 Membership Networking Event Attendees

53 Ribbon Cuttings & Grand Openings Held at Member Companies

133 EMPLOYEES of Highlighted Small Businesses of the Month

## Excellence

1,280 Individuals Serving on Chamber Committees and Task Forces

People Employed by Chamber-Member Companies  
**105,000**

MACC ESTABLISHED  
**1836**

6 BOARDS MANAGED BY THE CHAMBER

YEARS ACCREDITED  
**52**  
Since the designation was instituted in 1966.

1,900 Current Chamber MEMBERS

CURRENT MOBILE AREA CHAMBER EMPLOYEES  
**36**

# Board Leadership

## 2018 Executive Committee



Brian Willman  
Regions Bank  
Chair



Glyn Agnew  
AT&T  
Vice Chair Small Business Development



Douglas L. Anderson  
Burr & Forman LLP  
Legal Counsel



Daniel A. Dennis IV  
Roberts Brothers Inc.  
Finance/Operations – Chair-Elect



Liz Freeman  
Long's Human Resource Services  
Immediate Past Chair



Abe L. Harper Jr.  
Harper Technologies LLC  
Membership/Chamber Chase



Brad Israel  
Bellator Real Estate & Development LLC  
Vice Chair Military Affairs



Henry T. Morissette  
Hand Arendall Harrison Sale LLC  
Vice Chair Economic Development



Henry O'Connor  
Jones Walker  
Vice Chair Workforce Development



Jill Stork  
Alabama Power  
Vice Chair Diversity and Inclusion



Bill Sisson  
Mobile Area Chamber of Commerce  
President & CEO



Vicki Studstill  
Hargrove Engineers +  
Constructors  
Vice Chair Community  
and Governmental Affairs

## Also Serving on the 2018 Board of Directors

Damian M. Bell  
Rock Bridge Wealth Management

Kevin S. Carey  
Trustmark Bank

Chris Harle  
Harle Enterprises /Roly Poly

Trisha Johnston  
DocRX

Hilton B. Mostellar  
Mobile Asphalt Co. LLC

Craig Savage  
Austal USA

Kevin Ball  
Ball HealthCare Services Inc.

J. Kenny Crow Jr.  
Crow Shields Bailey PC

Jürgen G. Hellmich  
iSAM North America Corp.

W. Bibb Lamar Jr.  
ServisFirst Bank

Paige B. Plash  
Encore Rehabilitation Inc.

Reginald Sykes  
Bishop State Community College

Robert H. Bender  
Travel Leaders Corporate – Mobile

Joe Denton  
Infirmary Health

J. Guy Helmsing  
Hancock Whitney

Robin Luce  
JubileeScape Inc.

D. Scott Posey  
AM/NS Calvert

Daryl J. Taylor  
Airbus Americas

Robert S. Bryant Sr.  
Leaf & Petal Florist

James C. Fowler  
Cooper/T. Smith Corp.

Mark E. Hieronymus  
Hieronymus CPAs LLC

Evan B. Maisel  
Gulf Distributing Holdings LLC

Jacquitta Powell-Green  
Commonwealth National Bank

Tony G. Waldrop  
University of South Alabama

Jennie Campbell  
Stewart Lodges at Steelwood

Virginia F. Guy  
Drug Education Council

Jennifer Graham Jenkins  
JJPR

Keith Manwaring  
Taylor Companies

Maxey J. Roberts  
USA Foundation

Grant Zarzour  
Fuse Project

Monty P. Hamilton  
Rural Sourcing Inc. (RSI)

Clarence Johnson Jr.  
Bama Pest Control Inc.

Jenny McCall  
Wesco Gas & Welding Supply Inc.

Michael C. Rogers  
Rogers & Willard Inc.

# 2019 Plan of Action Summary

Each year, the Mobile Area Chamber staff writes its *Plan of Action*, a list of tactics to achieve the goals of the Chamber's strategic plan, which covers the years 2019-2021. Below are each department's goals for 2019.

## Communications & Marketing

- Provide a constant, proactive and interactive communications program to Mobile Area Chamber members to encourage and maintain an interest in the Chamber and support of our efforts. (*Supports strategic goal - Value*)
- Improve the Mobile Area Chamber's image in the minds of the public and make them better aware of who we are and our mission. (*Supports strategic goal: Advocacy*)
- Promote the Chamber and the Mobile area via the Chamber's websites, electronic publications and social media outlets. (*Supports strategic goal: Advocacy*)
- Improve dialogue with media outlets and promote Chamber activities and issues more heavily in the local market. (*Supports strategic goal: Advocacy*)
- Assist the economic development department with implementing the national marketing campaign. (*Supports strategic goal: Advocacy*)

## Community & Governmental Affairs

- Develop and obtain passage of the Mobile Area Chamber Community Legislative Agenda. (*Supports strategic goal: Advocacy*)
- Recognize and promote the importance of transportation infrastructure to continuing business growth. (*Supports strategic goal: Advocacy*)
- Promote a local, business-friendly political and legislative climate that encourages economic growth, is responsive to business needs and supports business success. (*Supports strategic goal: Advocacy*)
- Convene key groups and organizations to identify and work on vital community issues. (*Supports strategic goal: Advocacy*)
- Improve communication with the membership, elected officials and Chamber staff on key community issues. (*Supports strategic goal: Advocacy*)
- Implement the Leaders Exchange with a focus on workable solutions to regional and local issues. (*Supports strategic goal: Advocacy*)
- Encourage positive military and civilian relationships. (*Supports strategic goal - Value*)

## Economic Development

- Aggressively market the Mobile region for business locations and expansions based on community strengths, unique strategic advantages and community quality of life objectives. Support the five-year Partners for Growth goal of creating an average of 800 new jobs per year. (*Supports strategic goals: Jobs and Advocacy*)
- Provide staff support and expertise to the Industrial Development Board (IDB), the Industrial Development Authority (IDA) and the Industrial Park Board (IPB). (*Supports strategic goals: Jobs and Value*)
- Involve Chamber volunteer leadership, city and county elected leadership and local agency allies and Partners for Growth investors in current Plan of Action implementation, as well as long-term economic development planning and funding. (*Supports strategic goals: Jobs and Value*)
- Generate, collect, organize, provide and publish information to support economic development activities that service the needs of prospects, global consultants, existing industries and members. (*Supports strategic goal: Value*)
- Enhance Mobile's global competitiveness and advance the creation of quality jobs and economic growth through international engagement. (*Supports strategic goals: Jobs and Value*)
- Improve Mobile's ability to respond to workforce needs. (*Supports strategic goal: Jobs*)

## Finance & Operations

- Provide and maintain financial control and related services. (*Supports strategic goal: Excellence*)
- Develop and maintain all records, forms and reports relating to human resource management. (*Supports strategic goal: Excellence*)
- Coordinate maintenance of the Chamber building, grounds, fixtures and equipment. (*Supports strategic goal: Excellence*)
- Enhance Chamber and Chamber Foundation operations through improvement of processes and procedures. (*Supports strategic goal: Excellence*)
- Continue to enhance the Chamber's information technology assets. (*Supports strategic goal: Excellence*)

## Membership

- Exceed budgeted goals for dues and non-dues income to support Chamber operations. (*Supports strategic goal: Value*)
- Provide innovative programs and services that members desire and value. (*Supports strategic goal: Value*)
- Ensure awesome customer service to improve member retention and development. (*Supports strategic goal: Value*)

- Provide business assistance to minority-owned businesses and encourage participation in all Chamber activities. (*Supports strategic goals: Value and Jobs*)
- Coordinate task force activities of select programs, products and services benefiting small businesses. (*Supports strategic goal: Value*)
- Create a system to share local funding sources with interested businesses. (*Supports strategic goal: Value*)
- Provide continuing education, training and business development opportunities for small businesses. (*Supports strategic goal: Value*)
- Serve as an advocate on issues of concern to the small business community. (*Supports strategic goal: Advocacy*)
- Facilitate assistance provided by other small business resources in the Mobile and Baldwin area. (*Supports strategic goal: Advocacy*)

## Small Business Development

- Market and provide technical assistance to area small businesses to help stimulate growth and foster job creation. (*Supports strategic goals: Value and Jobs*)

# How to Reach Your Chamber Staff

## Administration

**Bill Sisson**  
President and CEO: 251-431-8610  
**Bob Chappelle**  
Chief Operating Officer: 251-431-8644  
**Shelly Mattingly**  
Executive Assistant: 251-431-8655  
**Laura O'Connor**  
Special Projects: 251-431-8647

## Communications and Marketing

**Leigh Perry-Herndon**  
Vice President: 251-431-8645  
**René Eiland**  
Account Executive, Advertising: 251-431-8635  
**Ashley Horn**  
Director of Digital Media & Design: 251-431-8623  
**Susan Rak-Blanchard**  
Director of Communications & Marketing: 251-431-8641  
**Marion Randall**  
Events Manager: 251-431-8640  
**Carolyn Wilson**  
Assistant: 251-431-8606

## Community and Governmental Affairs

**Kellie Hope**  
Vice President: 251-431-8618  
**Maggie Starks**  
Director: 251-431-8601  
**Mallory Tyson**  
Assistant: 251-431-8621

## Economic Development

**David Rodgers**  
Vice President: 251-431-8657  
**Jena Berson**  
Director: 251-431-8654  
**Colton Cureton**  
Project Manager: 251-431-8650  
**Natalie Franklin**  
Investor Relations Manager: 251-431-8636  
**Shelby Glover**  
Senior Project Manager: 251-431-8616  
**Kayla Morgan**  
Marketing & Research Manager: 251-431-8629  
**Cheryl Nicholls**  
Director of Education & Workforce: 251-431-8651  
**Kayley Shepard**  
International Trade Manager: 251-431-8629  
**Christina Stimpson**  
Director of International Business: 251-431-8648

## Finance and Operations

**Matt Hariel**  
Vice President: 251-431-8625

**LeMaris Alston**  
IT Manager: 251-431-8626

**Hope Bush-Collins**  
Custodian: 251-431-8634

**Grant Carrera**  
Security: 251-431-8658

**Jackie Davidson**  
Assistant: 251-431-8605

**Donna Ikner**  
Finance Assistant: 251-461-8609

**Chani Rider**  
Director: 251-431-8627

## Innovation PortAL

**Hayley Van Antwerp**  
Executive Director: 251-431-8628  
**Corey James**  
Director of Operations: 251-431-8628

## Membership

**Carolyn Golson**  
Vice President: 251-431-8622  
**Jackie Hecker**  
Senior Account Executive: 251-431-8642  
**Elizabeth Nelson**  
Assistant: 251-431-8617  
**Dawn Rencher**  
Director: 251-431-8649  
**Odetta Stutts**  
Help Desk Receptionist: 251-433-6951

## Small Business Development

**Darrell Randle**  
Vice President: 251-431-8615  
**Brenda Rembert**  
Assistant: 251-431-8607  
**Danette Richards**  
Director: 251-431-8652



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# Airbus Names HPM to Build New Alabama Production Facility

HPM has been named program manager for planning, design and construction of Airbus's new A220 assembly line in Mobile, which broke ground in January. In this role, HPM will be responsible for managing all aspects of the design and construction of the new facility, as well as expansion of Airbus' current facilities to accommodate increased A320 family production on the site.

"We are ready to begin construction on Airbus's next industrial facility in the U.S., and expand our current operations in Mobile," said **Daryl Taylor**, vice president and general manager of the Airbus U.S. Manufacturing Facility.

Construction on facilities to accommodate A320 expansion and new A220 production has begun, and construction for a main A220 flow line building will begin this year.

"This is great news and an important next step in bringing A220 production to the U.S. for our U.S.-based customers," said **Florent Massou**, head of the A220 program. "We are on track to deliver our first aircraft from Mobile in 2020."

In July 2018, the partnership between Airbus and Bombardier to build A220 aircraft was finalized. The production facility will be located at the Brookley Aeroplex, adjacent to the Airbus A320

Family production line. The assembly line is expected to create more jobs and further strengthen the aerospace industry, part of the company's strategy to enhance its global competitiveness by meeting the growing needs of its customers in the United States and elsewhere.



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The Fanny Meisler Trauma Center is now under construction at USA's University Hospital. It will open in 2020.

# USA Breaks Ground on New Trauma Center



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f t y o

With contributions of \$4 million from the state and a private donation of \$5 million from local businessman and philanthropist **Bert Meisler**, USA Health and University of South Alabama officials, along with **Gov. Kay Ivey**, broke ground on the Fanny Meisler Trauma Center at University Hospital in December.

Planned for the spring of 2020, the new construction and renovation will expand and modernize the current space, enhancing the hospital's ability to accommodate patients with traumatic injuries and respond to mass casualty situations in the region. The center is named for Bert Meisler's late wife.

"We depend on this care for our residents," said Ivey. "This service is also vital to our state's economic development efforts, as corporations demand this level of care when they look to relocate to Alabama."

University Hospital is the only academic medical center in the region where patients can receive the highest level of care when a traumatic injury occurs. A dedicated trauma team of specialized physicians and staff is on standby at the hospital 24 hours a day, every day, ready to help patients at a moment's notice.

"We are grateful Gov. Ivey and Bert Meisler recognize the importance of an expanded Level 1 Trauma Center in our region and the role our dedication to quality healthcare has in attracting more businesses and saving more lives," said University of South Alabama President **Dr. Tony Waldrop**.

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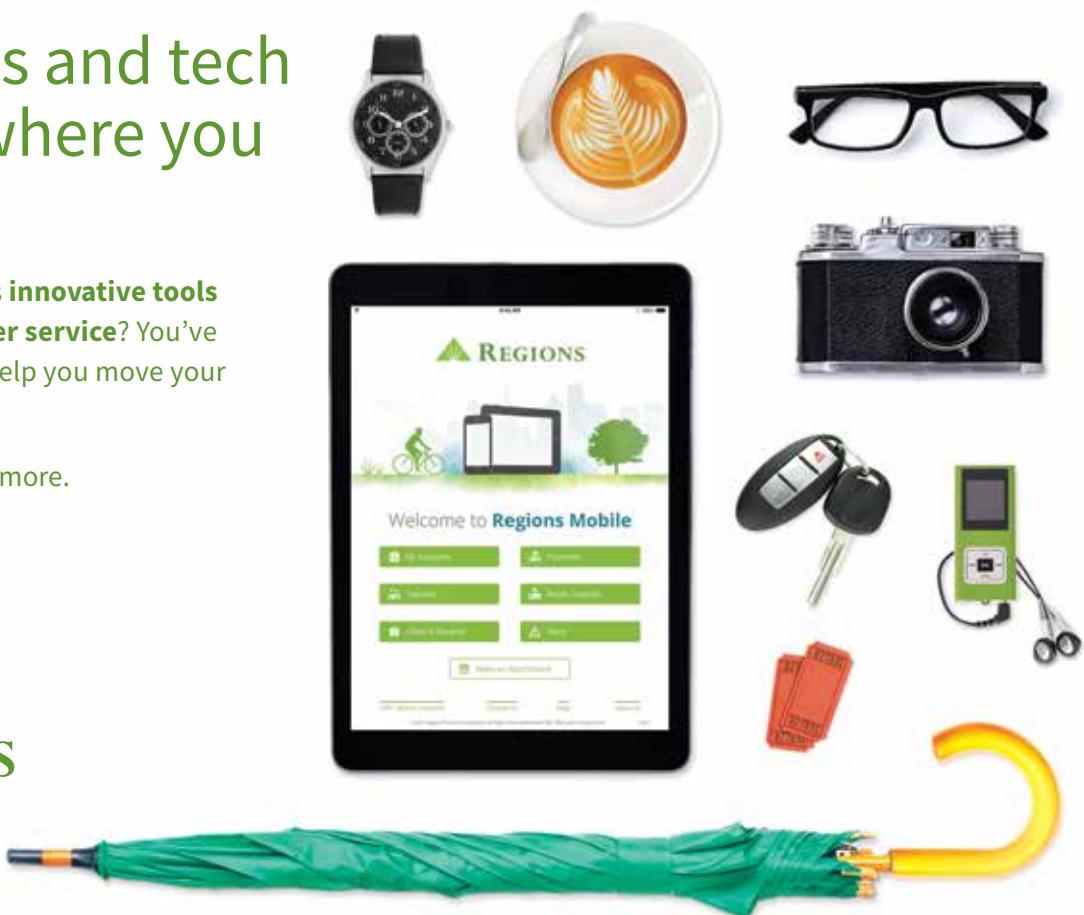
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*BCM Morring is a full-service general contractor located in Mobile. Pictured here from left to right are: Selvin Rosales, Wellington Defreitas, Raul Licona, Aaron Stonebrook, Francisco Flores, Edgar Ortiz, Milton Irias, Grant Morring, Gilberto Pavon, Corey Varnado, Elvin Irias, Edgar Velasquez, Ronnie Johnson and Cong Le.*

# General Contractor Turns Belief into Action

BCM Morring Co. Inc. is built on three simple words: Listen, Think and Deliver.

"We listen to our clients' wants and needs," says **Grant Morring**, president of the construction firm. "We think through the entire building process and examine it for any design flaws, as well as search for project value, and then deliver a first-class project, using our own in-house master craftsmen."

A full-service general contractor (GC) specializing in providing turnkey solutions for its clients, BCM Morring directly performs everything from selective demo, framing, drywall, finishing and painting to installing doors, bathroom partitions, accessories and owner-supplied fixtures and millwork.

"This creates a competitive advantage as a GC because we are self-performing multiple trades, which passes cost

savings on to the client," says Morring. "We are in complete control in dictating the schedule, and we know the quality of work since we are self-performing it, whereas others are dealing with subs they might not even know but are using them because they are the cheapest they can get under contract."

BCM Morring is the Mobile Area Chamber's Small Business of the Month.

Morring, a U.S. Navy veteran who served in the Gulf War, has a passion for building that goes back more than 30 years, starting as an iron workers' laborer. Through the years, his experience, knowledge and reputation gave him the opportunity to work for two Top 50 Engineering Contractors, for whom he managed and built high-end retail shops, restaurants and other commercial projects.

He founded his own company in early 2009, naming

it in honor of his children and wife – the BCM stands for Baleigh, Christian and Michele. It has since grown from a home office to a staff of more than 50 employees, including in-house master craftsmen and a project management team.

The company has found ways to give back to the community, volunteering time and materials to projects at local churches. Morring also went on a mission trip to Guatemala to help build homes for needy families.

"BCM Morring Co. is a Christian-owned company that believes our actions should reflect our beliefs," he says. "When it comes to charitable work, we are simply trying to use whatever skills and gifts God has provided to us to help in any way possible."

Morring has served on the Chamber's Board of Advisors and the company was a part of the Emerging Leaders program

hosted by the U.S. Small Business Administration. He sees a strong market currently for construction and a bright future for Mobile.

"BCM is directly involved with helping national retail clients find a new home in Mobile and encourages these owners to use us as their preferred contractor," he says. "We see a lot of positive steps being made in the development of downtown, as well as the city of Mobile. It is encouraging as a general contractor to see how our city's leadership is working with the companies and businesses to help them grow and flourish."

Want to be featured here? Go to [mobilechamber.com](http://mobilechamber.com) to submit an application, or contact Danette Richards at 251-431-8652 or [drichards@mobilechamber.com](mailto:drichards@mobilechamber.com).



Pictured are some of the lawyers from Helmsing Leach Herlong Newman & Rouse standing on the gallery of the LaClede building, where their office has been located for more than 30 years.

## Helmsing Leach Herlong Newman & Rouse PC

**Company officials:** Casey Pipes, president; Robert Rouse, secretary/treasurer/vice president; Alan Alexander, Joe Babington, Russell Buffkin, Chris Conte, John Dukes, Patrick Finnegan, Jeffery Hartley, Warren Herlong, Ryan Luna, Charlie Mixon, Jim Newman, Win Stuardi; and Leslie Weeks, vice presidents.

**Years in business:** Since 1977

**Brief company description:** Helmsing Leach Herlong Newman & Rouse PC is a full-service law firm based in Mobile. It provides legal services throughout Alabama and in some Mississippi and Florida markets, but primarily focuses on being a local legal

service provider for all of its clients' legal needs.

### Why are you located in Mobile?

"Our firm was founded by lawyers who left larger firms to come together in a smaller work environment," said Pipes. "Mobile was the home (or adopted home) of the founders, and Mobile has remained the home of the firm. I cannot see a day when the firm would consider moving out of Mobile."

**Why do you support the Mobile Area Chamber of Commerce's Partners for Growth initiative?** "We have seen positive results from the Chamber's previous initiatives," said Pipes, "and so we were happy to continue our investment in the Chamber's

current initiative. As a local service provider, our business, our clients and our employees are all closely aligned with the local economy and the quality of life in Mobile. Investing in the Chamber, without question, is the best way to help the local economy and the quality of life for the current and future citizens of Mobile."

### What do you see as Mobile's greatest potential?

"Mobile will only be able to realize economic prosperity if it is able to attract and retain people to live and work here," said Pipes. "Whether you were born and raised in Mobile, or whether you relocated here, Mobile's people are its greatest potential. As long as Mobile continues to be an appealing place to live

and work, the city can realize its potential. If Mobile stops being an appealing place to live and work, none of the infrastructure will matter."

**Length of continuous Chamber membership:**  
42 years



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 manager, at 251-431-8636 or [nfranklin@mobilechamber.com](mailto:nfranklin@mobilechamber.com).

# Gulf Coast Marine Supply

*Gulf Coast Marine Supply is a leading supplier of quality pipe, valves, fittings, instrumentation, industrial mill supplies, actuation, hose and gasketing. The line general supply house was founded in 1935 by Marvin Mostellar Sr. to cater to ships trading in the Port of Mobile. Today, the company carries 40,000 unique products. Gulf Coast Marine Supply is located at 501 Stimrad Rd. in downtown Mobile. For more information, visit [www.gulfcoastmarine.com](http://www.gulfcoastmarine.com).*



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"Being a Chamber ambassador is another way for me to help support companies of all kinds in the city that I love," says **Cameron Coppejans**, sales manager for Renaissance Hotels of Mobile.

In her job, she helps bring meetings and conferences to Mobile. An ambassador since 2016, she is the Chamber's Ambassador of the Month for November 2018.

Coppejans earned a bachelor's degree in restaurant and hospitality management from The University of Alabama.



As an ambassador, **Christopher George** is provided with opportunities to interact with local businesses and give back to the community. His law practice, Christopher L. George PC, specializes in civil litigation. George has volunteered as an ambassador since 2016 and is the Chamber's Ambassador of the Month for October 2018. "Being an ambassador gives me the opportunity to hear the stories and get to know the owners and employees of the businesses," says George.

Since the December/January issue of *The Business View* is a combined one, two ambassadors are featured here. To learn more about the Chamber's volunteer program, contact **Dawn Rencher** at 251-431-8649 or [drencher@mobilechamber.com](mailto:drencher@mobilechamber.com).

## Are you connected...

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# FEBRUARY 2019

For information on Chamber events, visit [events.mobilechamber.com](http://events.mobilechamber.com).

6

## 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:** Atlanta Bread, 3680 Dauphin St.

**Contact:** Elizabeth Nelson at 251-431-8617 or [enelson@mobilechamber.com](mailto:enelson@mobilechamber.com)

No charge.

**Sponsor:**



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**Host:** Atlanta Bread

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:** Elizabeth Nelson at 251-431-8617 or [enelson@mobilechamber.com](mailto:enelson@mobilechamber.com)

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

13

## 182<sup>ND</sup> ANNUAL MEETING

The Chamber's 182<sup>nd</sup> Annual Meeting, themed "Join Our Journey," will be held at the Mobile Convention Center on Wed., Feb. 13, beginning at 5 p.m. Outgoing chairman Brian Willman, Regions Bank area president South Alabama/Florida Panhandle, will give a brief overview of the best of 2018, and Daniel Dennis with Roberts Brothers will take the reins as the Chamber's 2019 board chair. One of Mobile's largest networking receptions will take place afterwards, with live music from Jonesy's Crowned Jewelz Band and four of Mobile's top caterers serving a custom-created menu for attendees.

**When:** 5 to 8:30 p.m.

**Where:** Arthur R. Outlaw Mobile Convention Center

**Cost:** \$60 per person/\$70 for nonmembers or discounted group rate of 10 tickets for \$550

**Contact:** Carolyn Wilson at 251-431-8606  
or [cwilson@mobilechamber.com](mailto:cwilson@mobilechamber.com)

Reservations required by Feb. 6. No refunds after that date.

**Presented by:**



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**Opening Reception Cater:** Chef Rob & Co.

**Networking Reception Caters:** Creative Catering, Georgia Roussos Catering, Naman's Catering, Pollman's Bakery, Tyners's Catering



MOBILE AREA  
CHAMBER OF COMMERCE

# CHAMBER GOLF CLASSIC

## Friday, March 29

**The Robert Trent Jones Golf Trail/  
Magnolia Grove**

**7:30 a.m.**  
**Registration & Breakfast**

**8:30 a.m.**  
**Shotgun Start**

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**14 BUSINESS 1<sup>ST</sup>**

*A quarterly meeting focused on business retention and expansion.*

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

**Where:** Sylvia's Biscuits & Poboy's, 150 S. Royal St.

**Speaker:** Scott Tindle, owner of Think Bigger

**Cost:** \$10 per person

**Contact:** Jena Berson at 251-431-8654

or [jberson@mobilechamber.com](mailto:jberson@mobilechamber.com)

Reservations required by Feb. 5. No refunds after that date.

Free parking.

**19 EXECUTIVE ROUNDTABLE \*Members Only**

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

**When:** 7:30 to 8:30 a.m. \*Note time change

**Where:** Mobile Area Chamber, 451 Government St.

**Speaker:** Mayor Sandy Stimpson

**Topic:** "City of Mobile Update"

**Contact:** Brenda Rembert at 251-431-8607

or [brembert@mobilechamber.com](mailto:brembert@mobilechamber.com)

No charge, but RSVP requested. Free parking.

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Mobile Area Chamber

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



**White-Spunner Realty** named **Emily Hatcher** as an associate realtor. Hatcher graduated from the University of Mobile and worked in banking for several years before transitioning to real estate. Hatcher is a member of the local, state and national Association of Realtors.

Hatcher graduated from the University of Mobile and worked in banking for several years before transitioning to real estate. Hatcher is a member of the local, state and national Association of Realtors.

\*

Mobile-based real estate sales and marketing firm **Sam Winter & Co.** announced the recent addition of agent **Helen Bender**. Bender graduated from The University of Alabama earning a bachelor's degree in English.

Bender graduated from The University of Alabama earning a bachelor's degree in English.



**MCR Commercial Real Estate** hired **Matthew Garrard** as an associate.

Garrard has worked in the commercial real estate industry for 12 years and is a certified property manager with the Institute of Real Estate Management. He has a bachelor's degree in finance and economics from The University of Alabama and a master's degree in business administration, specializing in real estate finance, from Florida State University.

\*

**Brandon McFarland** joined the **Today's Homeowner** team as content coordinator. He will produce the brand's nationally syndicated radio show, "Today's Homeowner with Danny Lipford" and serve



as a member of the production team for 3 Echoes, the professional video production arm of the brand. He has seven years of experience producing television and digital news.

\*



**Legal Imaging LLC** named **Cullen V. Millsap** vice president of client services. Millsap earned a bachelor's

degree in human environmental sciences from The University of Alabama. He obtained the rank of sergeant while in the U.S. Marine Corps Reserves with two combat deployments in support of Operation Iraqi Freedom.

\*

**Goldstein's** hired **Don Johnson**, formerly the manager of Friedman's Fine Jewelry, which closed in 2018. Johnson brings 30-plus years of experience in the jewelry business and earned degrees

from the Gemological Institute of America in diamonds and in diamond grading.

\*



Brown



Lee



Cross



Williams



Smith

**Berkshire Hathaway HomeServices Cooper & Co. Inc. Realtors** added new associates **Deborah Brown, Carrie Lee, Vernie Cross, Charna Williams and Randall Smith.**



# thank you

Make plans to join our journey at this year's  
**Member Appreciation Day**

**Thursday, March 21  
4 to 6 p.m. | 451 Government St.**

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Gulf Coast Containers • The Tommy Morse Band





Fleck



Terry



Evans



Weatherly

**University Urology** – a newly-established USA Health Physicians Group clinic welcomed two urologists, **Lorie Fleck** and **William Terry**. Dr. Fleck earned her medical degree from the Medical College of Georgia. Dr. Terry earned his medical degree from the USA College of Medicine, general surgery at the University of Alabama at Birmingham.

In addition **Charla Evans** and **Daniela Weatherly** joined USA Health as family medicine

physicians at a newly established practice, Hillcrest Primary Care. Dr. Evans earned her medical degree from the University of North Texas College of Osteopathic Medicine and Dr. Weatherly earned her medical degree from the University of Medicine and Pharmacy in Craiova, Romania.

\*

**Hydro Technologies** announced **Ward Muller** is the new president and owner of the company, which Muller represents manufacturers of HVAC, plumbing and fire protection products.

\*

**Exchange 202**, a downtown coworking space, named **Jason McKenzie** director of community

\*

McKenzie



engagement. McKenzie will be responsible for recruiting and retaining members, identifying new partnership opportunities, leading community relations and coordinating finances.

\*

**Bellator Real Estate & Development** announced its merger with Fairhope Realty Group. This merger will support the growth of Bellator's residential and commercial sales throughout Baldwin County and along the Eastern Shore.

The company welcomed 23 new agents: **Terryl Reeves**, **Gina Littlepage**, **Susan Beeco**, **Randy Branch**, **Deanie Buck**, **Harry Dodich**, **Jim Gratz**, **Steven D. Hazelwood**, **Sarah Hofferber**, **Rod Hofferber**, **Tanya Johnston**, **Theresa King**, **Wiley Kinggard**, **Eric Kristfelt**, **Jeremy Lee**, **John Luce**, **Melissa Mahan**, **Elizabeth Mahan**, **Jamie Oquin**, **Bernice Price**, **Jessica Reid**, **Stephanie Sandefur** and **Richard Smith**.

In addition, Bellator added **Cindy Breeland**, **Lisa Griffin**, **Daniela Nielson**, **Emily Klyce**

**Hansen, Tonya Sanderson**, **Jose Cardenas**, **Shelley Crooms**, **Amanda Spears**, **Emily Klyce Hansen**, **Jose Cardenas** and **Shelley Crooms**, to its team.

\*

**Burr & Forman LLP**'s Mobile office welcomed associate **Christ Burkhalter** to its general commercial litigation group. He earned a juris doctorate from Harvard University.

## Business Endeavors //////////////////////////////////////////////////////////////////

**SA Recycling**, based in Anaheim, Calif., completed its agreement to assume operations of two Missouri-based Alter Trading yards, including one in Mobile. SA officials say the company is expanding its Southeast presence and will benefit from Alter's strong consumer relationships. The Mobile facility will continue to collect and recycle scrap metal to be reused in various steel products.

\*

**Mobile Infirmary** is now the southern Alabama home

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**Mobile's Newspaper**

to The University of Alabama at Birmingham (UAB) medicine's monthly kidney transplant clinic. The clinic will be held in the professional office building connected to Mobile Infirmary's main hospital at 3 Mobile Infirmary Cir. Previously, Infirmary Health and the UAB Health System launched an affiliation that will lead to advancements in the care of regional patients.

In other news, the hospital was the third in the United States, outside of clinical trials, to implant the latest generation promus elite coronary drug-eluting stent. The stent is used to treat coronary artery disease.

## Well Done

**Adams and Reese** announced that 28 attorneys were included in the 2018 edition of Mid-South Super Lawyers by Thomson Reuters. Local attorneys **Andrew B. Freeman** and **April D. Smith** made the list.

Nine attorneys of **Johnstone Adams LLC** are included in the 2019 edition of The Best Lawyers in America: **William H. Hardie Jr.**, **Charles C. Simpson III**, **E. Watson Smith**, **Celia J. Collins**, **Wade B. Perry Jr.**, **Lawrence J. Seiter**, **R. Gregory Watts**, **Ben H. Harris Jr.** and **Tracy P. Turner**.

In addition, the firm was ranked in the 2019 U.S. News – Best Lawyers "Best Law Firms" list regionally in 13 practice areas: Banking & Finance Litigation, Construction Litigation, Labor & Employment Litigation, Real Estate Litigation, Tax Law, Trusts & Estate Law, Workers' Compensation Defense, Commercial Litigation, Employee Benefits (ERISA) Law, Employment Law – Management, Labor Law – Management, Health Care Law and Insurance Law.

**BBB Industries**, a leading remanufacturer of automotive aftermarket parts, announced the management system for its steering plant has achieved IATF 16949 certification, the highest international quality standard for the automotive industry.

In other news, the company

won the Women in Auto Care's 2018 Automotive Communication Award for its interactive label and packaging for its Gold Premier brand. The awards recognize companies that provide automotive information through outstanding advertising, marketing and public relations efforts.



**Burr & Forman LLP** partner **John Browning** was elected to the American Board of Trial Advocates, a national association of experienced trial lawyers and judges dedicated to preserving and promoting the right to a civil jury trial.



The Insurance Services Office (ISO) has classified the **Mobile Fire-Rescue Department (MFRD)** as one of the top departments nationwide after awarding it an ISO-1 rating, the best in the country. To achieve this top rating, MFRD worked for more than a year and a half to inspect 11,000 businesses, 14,000 fire hydrants and 90 schools to ensure the safety of Mobile's homes, workforce and school children.



**Mobile Infirmary** was the first hospital in the United States, outside of clinical trials, to implant the Eluvia Drug-Eluting Vascular Stent System designed to restore blood flow in the peripheral arteries above the knee.

Also, **Infirmary Cancer Care** became the first cancer treatment center in the region to offer the PAXMAN Scalp Cooling System (also known as the "cold cap"), which helps patients retain their hair during chemotherapy treatments.

In other news, **Infirmary HomeCare**, a local provider of home health services in Mobile, was named a top agency of the 2018 HomeCare Elite, which represents the top 25 percent of Medicare-certified agencies.

In its 2018-19 Best Hospitals rankings, U.S. News & World Report named **Mobile Infirmary** the third best hospital in Alabama and ranked it as high-performing in the following procedures/conditions: heart failure, colon cancer surgery and chronic

obstructive pulmonary disease. The 29<sup>th</sup> annual rankings are designed to assist patients and their doctors in making informed decisions about where to receive care.



**Robert C. Campbell III** of the law firm **Campbell Duke & Campbell** was named to the 2019 Edition of Best Lawyers in America in the practice areas of commercial litigation, education law, litigation – first amendment, litigation – labor and employment and litigation – municipal.



**University of Mobile**'s master of business administration is nationally recognized as a top-tier program among the "Best Value, Fully Accredited Online MBAs for 2019-20," according to OnlineMBAPage.com. UM was the only private Alabama-based university to make the list.



**Wilkins Miller** accounting and advisory firm has been named a "Top 400 Firm" by INSIDE Public Accounting (IPA). The firm came in the 338<sup>th</sup> spot and was one of five Alabama

firms included in the list, which was developed by gathering information from more than 550 firms completing IPA's Survey and Analysis of Firms.



The Government Finance Officers Association awarded the **City of Mobile** the Certificate of Achievement for Excellence in financial reporting for its 2017 comprehensive annual financial report.



**Cardiology Associates of Mobile** announced it has been named a 2018 Press Ganey Guardian of Excellence Award winner for a third consecutive year. The award recognizes top-performing healthcare organizations that have achieved the 95<sup>th</sup> percentile or above of performance in patient experience.

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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*As of 11/30/18*

## ADVERTISERS' INDEX

Ascension.....	28	Interstate Printing & Graphics Inc. ....	34
BancorpSouth.....	28	Lagniappe .....	36
C Spire .....	2	Mediacom Business .....	23
Coastal Alabama Community College .....	3	Mobile Symphony Orchestra .....	26
Coast Safe and Lock .....	36	Page & Jones Inc. ....	24
Community Bank.....	24	Regions Bank.....	27
G.A. West.....	25	Willis Tower Watson.....	31
Gwin's Commercial Printing .....	38	Wilkins Miller.....	27
Hancock Whitney.....	32	Wonderland Express .....	37



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