

the **business**VIEW

Made in Mobile
**Frios
Gourmet
Pops**



Gary West
Named Outstanding
Entrepreneur

CigarClub.com
Buys Competitor



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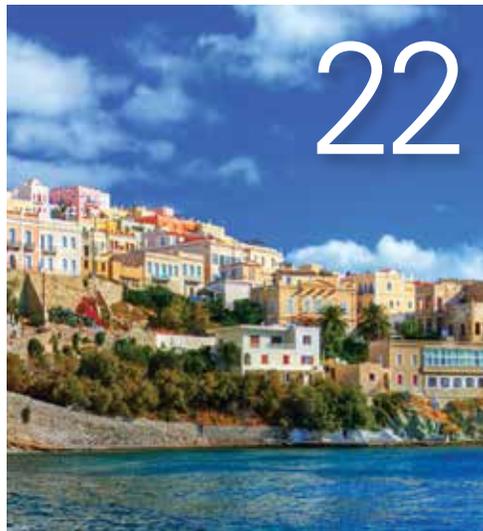
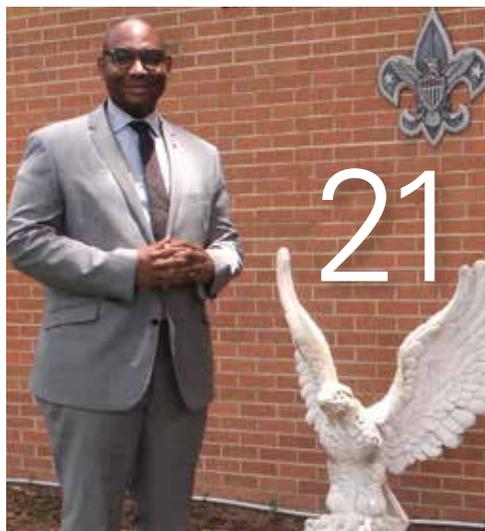
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ON THE COVER

Frios Gourmet Pops moves to Mobile. Read how rush hour traffic led to that decision. Jeff Carter, left, and Cliff Kennedy, right, are working hard and enjoying the fruits of their labor. Read more about Frios Gourmet Pops on pgs. 12-14. Photos by LA Fotographe.

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Oops, We Goofed

In the August issue of *The Business View*, we omitted a board of advisor who should have been included. Pictured right is Thomas G. Johnson Jr., with Mobile Paint Manufacturing Co. Inc. We sincerely apologize for this error.



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CigarClub.com

Smokes the Competition



When CigarClub.com was just beginning, the cigars came in decorative boxes, like those pictured above. Now with the current volume, cigars are bundled and then repackaged for customers in a branded box.

After the smoke cleared from one of the largest convention and international trade shows for the cigar and pipe tobacco industry in Las Vegas, Mobile's CigarClub.com sent a signal of its own.

The online subscription-based company purchased its top competitor, Georgia-based Good Cigar Co. "The move doubles our footprint and subscribers and gives us new warehousing technology," says CigarClub.com CEO **Dr. Jeff Zeiders**.

Zeiders says Good Cigar's technology will translate a complicated order, making it easier to read and fulfill. He

was also attracted to the brand's ability to reach into retail, brick and mortar locations and specialty marketing for weddings and other occasions.

From Mobile's inaugural Startup Weekend in 2016 where Zeiders's idea met **Chris Yokely's** technology, the two co-founders participated in Innovation PortAL's first class of entrepreneurs.

CigarClub.com was the first Innovation PortAL client to launch and the first cigar club service to customize offerings based on each customer's taste and match them with other products from wine to chocolate to salty snacks.

Since then, the business hit a number of milestones. Zeiders resigned his full-time position to pursue his passion, landed several angel investors and employed an industry expert who helped the company shape its marketing and branding efforts.

"We're completely Mobile-based," says Zeiders. "Even our venture capital partners are all from Mobile, and we are especially proud of that."

The company leases office space in downtown Mobile in the old Waterman building, and its customer base has grown to cover all 50 states and seven countries.



Dana George and Justin Rodgers are employed full-time at The University of Alabama's first research satellite office in Mobile.

UA Opens Satellite Research Office in Mobile

The University of Alabama (UA) recently located its first research satellite office at GulfQuest in Mobile to create and expand business partnerships, as well as extend collaborations with area colleges and universities.

"Mobile is a thriving area with many different businesses that align with our areas of expertise," says **Dr. Russell Mumper**, UA's vice president for research and economic development.

The university has two permanent employees based here: Business Engagement and Research Operations Manager Dana George, who is focusing on building business relationships that could help the university expand its

research; and Business Development Specialist Justin Rodgers, who is working to expand internships for UA students in the Mobile area.

Both will create job opportunities for university students, says Mumper. Undergraduate and graduate students will work in research or internships that lead to permanent employment, with an emphasis on keeping those students in the state following graduation.

UA is planning a minimum of a five-year investment. If the pilot program is successful, the model will be duplicated throughout the state and even nationally, says Mumper. 

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

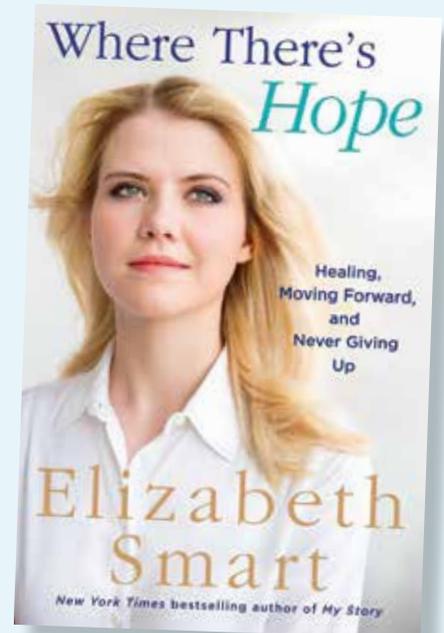
Elizabeth Smart to Headline Focus Women's Conference

Founded in 2017 by **Devin Ford**, Focus Women's Conference provides a full day of speakers, workshops, panels, and networking with the mission to encourage, educate, and empower women. This year's event will be held Friday, Oct. 4, at the Arthur R. Outlaw Mobile Convention Center and will feature Elizabeth Smart as the keynote speaker.

Smart was the victim in one of the country's most followed child abduction cases. Abducted in 2002, at the age of 14 her captors controlled her by threatening to kill her and her family if she tried to escape.

Smart was safely returned back to her family after being held a prisoner for nine grueling months. Through this, she has become a leading advocate for change related to child abduction, recovery programs, and national legislation. She is also a *New York Times* best-selling author and the founder of the Elizabeth Smart Foundation.

"Every time I hear her speak it reminds me to be grateful, joyful and that I can overcome anything,"



said Ford. "She is a hero and an advocate of women and girls."

The rest of the day's activities include three breakout sessions where attendees have a variety of workshops to choose from on topics ranging from running for office, mental health, perfecting an elevator speech, using social media to promote a brand, to removing unconscious bias and becoming a better decision maker.

To learn more about the conference, including speaker bios and a complete schedule, go to focuswc.com. Ticket prices range from \$125 to \$300.

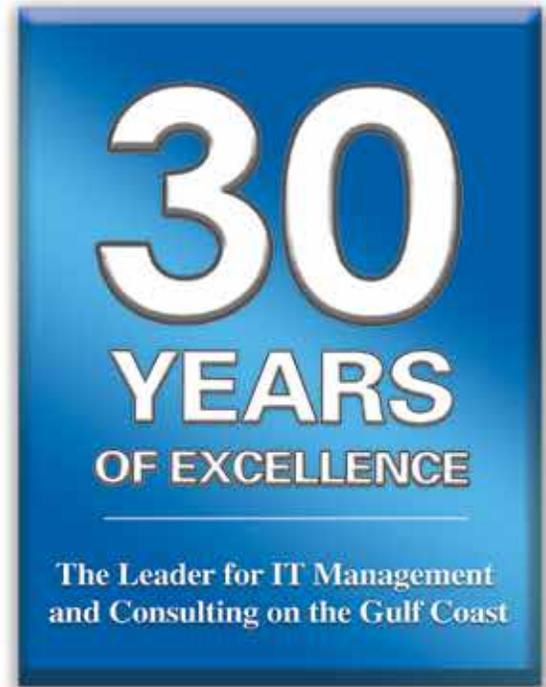
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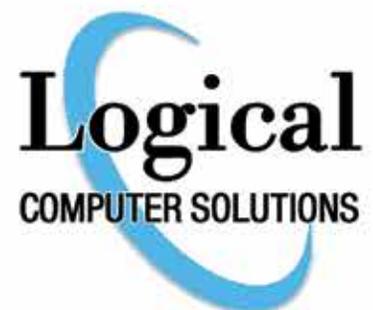
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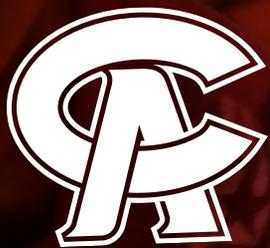
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Gary West Named 2019 Outstanding Entrepreneur

On March 18, 1987, Gary West's life changed forever.

The self-proclaimed natural risk-taker talks candidly about finding himself "in hot water" with his employer around 6 a.m. and unemployed an hour later.

It certainly didn't help that his father-in-law was the employer, or that he was staring at a house note and car note with a 2-month-old daughter and 3-year-old son at home.

West, 28 at the time, knew he could dwell on his misfortune, or he could act.

At 9 a.m., he marched into his bank and borrowed \$13,000 on a signature loan to launch G.A. West & Co. Inc.

Today, his industrial construction company employs more than 1,200 workers – making him one of the top 10 employers in the Mobile area and the largest direct-hire contractor in the southern part of the state – and has averaged roughly \$150 million in revenue each of the past five years.

"None of this happened overnight," he said. "It took a lot of work and caused a ton of worry, but I always told my wife, 'If I lose everything I've got, we'll just go back to where we began. We'll just go back to being poor.'"

With three locations in Mobile County – encompassing 147 acres and more than 250,000 square feet of warehouses, fabrication shops, docks, roll-off platforms, laydown yards and office space – there's no question West's gamble paid off.

Benchmarks for Success

A Chickasaw native, West was one of four children raised by a butcher and a grocery store employee who later earned her nursing degree. Although he attended the University of South Alabama for 2½ years, West said his contractor's license – earned at age 18 – provided the most stable path forward.

Continued on pg. 10

West established his own set of benchmarks over the past 32 years to measure success. For example:

- Sending everyone home the way they arrived – healthy;
- Continuously energizing employees, resulting in limited turnover;
- Reacting to opportunities to reward employees while also responding to charitable needs;
- Watching his team advance through both “homegrown” and “acquired” talent;
- Operating under the constant pressures of a competitive business without sacrificing respect for all involved; and
- Merging the “very best ideas from the array of talent we have and creating value that years down the road even surprises ourselves.”

Throughout its history, G.A. West continued to invest in Mobile County and its workforce. The company is ranked No. 63 in the U.S. by private crane ownership and direct employment of craft workers by American Cranes & Transport.

Employees perform the core trades required by its industrial customers, including demolition, site work, structural steel work, machinery installation, piping installation and electrical work, in addition to painting and fabrication.

Learning from Failure

“I have learned far more by failure than success,” West said, noting if you “fall forward and move one inch,” it’s not a total failure. A company can – and should – celebrate based on its successes, but learning from failure is what changes a business for the better, he explained.

“This means we don’t get high on our success and forget to batten the hatches down when it’s required. We don’t ignore bad performance even as we try and develop our workforce through the mistakes they make. A failure isn’t a true failure unless we don’t learn from it. Experience has a cost, someone is paying, and we just don’t want to have repeat mistakes. We will not sacrifice safety or integrity for profit, and we will not invest in a bad attitude,” West said.

In turn, he stresses the importance of balancing science and art, or math and creative instinct.

“The art of the deal and the art of the project closeout are equally important. One is exciting; the other is hard work. Yet both are important,” West said, emphasizing above all the importance of “understanding the nature of competition and

not caring who gets to dance in the end zone as long as the team wins.”

Perpetual Motion

Balancing well-timed risk-taking with long-range vision has served him well, he said.

“An entrepreneur is designed by nature – and curiosity – to want to explore and learn new things and seek new opportunity, but the desire to serve the future of the employee base tempers this and allows the answer to sometimes be, ‘No,’” West said.

“Business is like playing football on a field with no goal line: It is never over. It is perpetual motion. We must enjoy the game as much as the scoring.”

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From Dead Stop to Nonstop: Frios Gourmet Pops Delight Customers of All Ages



Cliff Kennedy and Jeff Carter have a little fun with a giant popsicle stick destined to have a role in the company's grand re-opening celebration in September in its new Mobile headquarters.

A quick diversion from bumper-to-bumper traffic ignited the entrepreneurial bug in Cliff Kennedy. Frustrated in a long line of slow moving cars, he pulled into a convenience store and treated himself to a Key Lime Frios popsicle.

"It was the most amazing thing," says Kennedy, "and over the next few days I kept going back to try more flavors."

What makes these gourmet pops unique is the company uses fresh ingredients sourced from regional farmers and mom-and-pop suppliers.

There are 110 flavors in all. Fruity pop lovers can choose from 50-plus flavors from Blueberry Lemonade to Strawberry Mojito to Zesty Orange. Creamy pop lovers also have 50-plus flavors, including Caramel Apple, Chocolate Peanut Butter and Pumpkin Cheesecake.

Kennedy was convinced he could sell these. A year later, he and his business partner **Jeff Carter** bought the Frios Gourmet Pops franchise covering the Mobile-Pensacola region in May 2018, and the story only gets more delicious.

Within a few months, Kennedy realized he not only loved the business, he wanted to see it and its dozens of franchise owners be more successful. He made a phone call to the Gadsden-based company owners and before the popsicle melted, the deal was sealed and Frios was moving its headquarters and production to Mobile.



Since start-up in Mobile, the Frios team produces enough popsicles to fill an 18-wheeler weekly that are delivered as far north as Annapolis, Maryland, as far west as Mesa, Ariz., and as far south as Fort Myers, Fla.



Photo by LA Fotographeer

Founded on the motto of Fresh. Frozen. Fun. Cliff Kennedy and Jeff Carter continue the tradition in Mobile. Pictured here is a batch of Nutter Butter pops on its way to franchise store owners and restaurants throughout the country.

With the help of family and friends, Kennedy decided to locate in the old Smith's Bakery, built out a production facility and delivered the company's first shipment from Mobile.

In the meantime, Kennedy and Carter sold the regional franchise, keeping a popsicle trailer that lives at Bebo's on Old Shell Road. They are re-working the company website, planning a September grand opening and creating new flavors.

"We listen to all our children's suggestions for flavors," says Kennedy.

Carter and Kennedy met while serving as volunteers for the Fuse Project. During that time, Kennedy worked in the family business, Gulf Supply, and Carter worked for the City of Mobile's Innovation Team.

There are Frios franchisees in 11 states, with the largest concentration in the Southeast. The company is expanding into

Nashville, Tenn., Clemson, S.C., and Shreveport, La., before the end of the year.

"We are creating entrepreneurs across the country," says Kennedy.

True to their word, Kennedy and Carter have helped their franchise owners with marketing and sponsorship opportunities in their communities. The duo says it's working, and franchise sales are consistently up 40% since March.

Since start-up in Mobile, the Frios team produces enough popsicles to fill an 18-wheeler weekly, which are delivered as far north as Annapolis, Maryland, as far west as Mesa, Ariz., and as far south as Fort Myers, Fla.

With Carter heading up operations and logistics and Kennedy leading sales and marketing, they have big dreams for what's ahead, including a brick and mortar shop in Mobile. "We're a national company, made in Mobile, and we're selling happiness," says Kennedy.

ICE COLD FRIOS FACTS

Footprint: 29 franchisees with 35 stores in 11 states, and sold in almost all Mellow Mushroom restaurants in the country



Employees: 12

Production: Approximately 50,000 pops a week

Established in Mobile: June 2019



Founded: 2013 in Gadsden, Ala.

Cliff Kennedy's

Favorites:

Zesty Orange, Caramel Sea Salt and Mint Chocolate Chip

Jeff Carter's

Favorites:

Fruity Pebbles, Key Lime and Raspberry Cheese Cake



Photo by LA Photographics

What makes Frios Gourmet Pops unique are fresh, local ingredients. Here an employee is getting every drop of lime juice for the Cherry-Lime pop.

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Bama Pest Control employees Dana Finch, Clarence Johnson III, Ruthie Johnson and Clarence Johnson Jr., president, are pictured at the company's location on Duval Street in Mobile.

Key to Bama Pest Control's Success is Customer Service

Clarence Johnson, Jr. and his wife, Ruthie, always wanted to work together. So they found a way to make that dream a reality.

The Johnsons founded Bama Pest Control in 1980 and have worked together ever since, serving customers' pest control needs in Mobile, Baldwin and Washington counties.

Bama Pest Control is the Mobile Area Chamber's Small Business of the Month.

The company started with a focus on general pest control services before expanding into termites and other wood-destroying organisms in 1983 and into wildlife control and exclusion services in 2015.

It now has seven full-time employees and serves a customer base that is 60% residential and 40% commercial.

Clarence Johnson Jr. says the key to Bama Pest Control's success is an emphasis on customer service.

"We firmly believe that no company can do without customers, and if you don't stay close to them you'll lose them," he said. "We recognize what they need, but more importantly know what they want and do everything we can to give it to them."

Johnson says the company's superior procedures and equipment set it apart from competitors. It has an Associate

Entomologist on staff, along with four certified operators in various specialties. "We have, combined, over 100 years of business experience in the pest control industry," he said. "What truly sets us apart is honesty, integrity and expertise."

The Johnsons are also very active in the community, serving on the Chamber board of directors, the City of Mobile Industrial Development Board and several professional organizations, while also supporting Feeding the Gulf Coast, the Franklin Health Care Clinic, Mobile Area Agency on Aging, the National Association for the Advancement of Colored People and a host of local

schools churches and other civic organizations.

"It is our moral duty to use what we have to help others," Johnson said. "Sharing the experience of donating to charity with our children showed them from a young age that they can make positive changes to the community and in the world."

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The Poarch Band of Creek Indians representatives are (front row) Sandy Hollinger, at-large council member; Stephanie Bryan, tribal chair and CEO; and Charlotte Meckel, tribal council secretary; and (back row) Keith Martin, at-large council member; Eddie Tullis, at-large council member; Arthur Mothershed, at-large council member; Dewitt Carter, at-large council member; and Robbie McGhee, vice-chairman. *Not pictured is Garvis Sells, at-large council member.

Poarch Band of Creek Indians

Company official: Stephanie A. Bryan, tribal chair and CEO

Brief company description: The tribe is the only federally recognized Indian tribe in Alabama, operating as a sovereign nation with its own system of government. It operates a variety of economic enterprises including Wind Creek Hospitality, an authority of the Poarch Band of Creek Indians. Wind Creek Hospitality manages the tribe's gaming facilities including Wind Creek Atmore, Wind Creek Wetumpka, Wind Creek Montgomery, Wind Creek Bethlehem, Wash., She Shu Casino in Nevada, Renaissance Aruba Resort & Casino, Renaissance Curacao Resort & Casino as well as racetracks in Alabama and Florida. It also operates Creek Indian Enterprises Development Authority (CIEDA), the economic

development arm of the Tribe. CIEDA manages on their behalf: Muskogee Technology, Media Fusion, Creek Convenience Store Atmore, Creek Convenience Store Wetumpka, Creek Travel Plaza, OWA and other non-gaming economic endeavors.

Why are you located in Mobile?

The Poarch Band of Creek Indians are descendants of a segment of the original Creek Nation, which once covered almost all of Alabama and Georgia. Unlike many eastern Indian tribes, the Poarch Creeks were not removed from their tribal lands and have lived together for almost 200 years in and around the reservation in Poarch, Ala.

The reservation is located eight miles northwest of Atmore in rural Escambia County, 57 miles east of Mobile.

Why do you support the Mobile Area Chamber of Commerce's Partners for Growth initiative? "Poarch Creek supports the Partners for Growth initiative because we believe in its fundamental goals of investing in the region, workforce and advancement for the community through partnerships," said Sharon Delmar, public relations liaison.

What do you see as Mobile's greatest potential? "The greatest potential for Mobile to grow and expand is in the area of trade due to its geographical location," said Delmar. "We all know the Port of Mobile, located on the Mobile River at the head of Mobile Bay, has long been a waterway used for trade. In fact, it was used by our ancestors for trade hundreds of years ago, and it continues to be a major source of economic

well-being for Mobile just as it was all those years ago. In addition, Mobile is located at the intersection of two major interstates – I-10 and I-65. There is a lot of potential for growth in the transportation sectors, which will in turn continue to bring growth, businesses and jobs to our area."

Length of continuous Chamber membership:

Since 2013



Partners for Growth (PFG) is the Mobile Area Chamber's long-term economic and community development program.

For more information, contact **David Rodgers** the Chamber's vice president, economic development, at **251-431-8657** or **drodgers@mobilechamber.com**.



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BOY SCOUTS OF AMERICA

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William Bryant Jr.

Company: Mobile Area Council
Boy Scouts of America

Title: Scout Executive/CEO

Hometown: Atlanta

Education: Bryant earned a bachelor's degree in marketing from Grambling State University in Grambling, La., and a master's degree in nonprofit management from Oglethorpe University in Atlanta. He is also a certified Train the Trainer instructor and facilitator by Langevin Learning Services.

First job: He was accepted into the Georgia Governor's intern program as a marketing intern for the City of Atlanta's Outdoor Activity Center, where he conducted tours of the facility during his sophomore year in college.

Previous experience: Bryant began his scouting career as a district executive at the Atlanta Area Council. He moved on to become a district director, field director, director of Scoutreach, finance and endowment director, and senior development director with the Atlanta Area Council. In 2016, he was promoted to a performance and standards coach as a subject matter expert in fund development with the National Service Center. This position then transitioned into a revenue and membership growth coach, as it remains today.

Accomplishments: During his college internship, he developed the marketing plan and opened the inaugural gift shop for the City of Atlanta's Outdoor Activity Center. He sits on several boards, including the Association of Fundraising Professionals, 100 Black Men of America, Kappa Alpha Psi Fraternity Inc., African American Development Officers, College of Business board of advisors for Grambling State University and the Mobile Area Chamber board of advisors.

Secret to success: "I think everyone's journey is different," he said. "However, having setbacks and getting many 'Nos' fuels me to accomplish more. Realizing early in my career, you cannot have success alone. Having several mentors, family support, always willing to learn something new, receiving constructive criticism, being accountable and knowing your value are reasons I believe I have had success, and learning from my failures."

Brief company description: Mobile Area Council was founded by several members of the Mobile Chamber in the fall of 1919 and chartered in 1920. The Mobile Area Council, Boy Scouts of America provides service to nearly 3,100 registered youth and registered adult leaders in the southwest Alabama counties of Baldwin, Clarke, Mobile and Washington. Mobile Area Council will celebrate 100 years in 2020.



Visit Greece and the Sunny Mediterranean with the Mobile Chamber

Have Greece and the Greek Isles been on your bucket list? Now's the time to join the Mobile Area Chamber on an eight-night tour of Greece. Leaving March 19, 2020, the tour will travel to Athens for three

nights, followed by a four-night cruise island-hopping to Mykonos, Ephesus, Patmos, Rhodes, Crete and Santorini, followed by a final day in Athens before heading home. Cost of the tour is \$3,949 per

person, based on double occupancy for an interior cabin, or \$4,349 for an outside cabin. The price includes roundtrip airfare from Mobile, your hotel and cruise accommodations, most tours, 17 meals including

all breakfasts, four lunches and five dinners, and a drink package on the ship.

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MARCH 22: Free Day or Option to Delphi. Have a free day to explore this interesting city or take an optional excursion to the UNESCO World Heritage site Delphi and the temple of Apollo. Explore the Doric Temple of Apollo.

MARCH 23: Athens - Cruise Ship - Sail to Mykonos. Sail into the blue waters of the Aegean Sea, easily settling into the cruising routine. Later, dock at the mountainous island of Mykonos with its characteristic windmills and dazzling white houses.

MARCH 24: Ephesus & Patmos. Two ports of call: First, Kusadasi on the Turkish coast. This included excursion takes you to the fascinating Greek, Roman and Byzantine

excavations of Ephesus. Imagine life as an Ephesian as you are guided through the remarkable excavation site. In the evening an optional tour to the tiny Greek island of Patmos where St. John the Divine wrote the Book of Revelations. The 11th-century monastery with its manuscript collection is well worth a visit.

MARCH 25: Rhodes. Rhodes' sun-drenched public beaches and colorful shopping districts are within easy walking distance of the port, or you may explore the sights in the Old City with its ramparts and palaces built by the Knights of St. John during the Crusades.

MARCH 26: Crete & Santorini. First port of call is

Heraklion on Crete, considered the jewel of the Greek Isles. You will bask in the sun on miles of sandy beaches. Afternoon call at Santorini, the "Black Pearl of the Aegean," considered the favorite stop on the cruise. This excursion takes you up to the cliff-top village of Thera for one of the world's most breathtaking panoramas.

MARCH 27: Trojan War & Mycenae Tour. Arrive in Athens to see the many ancient and modern wonders including the theater of Epidaurus. Continue on to Mycenae where you will see the tomb of Agamemnon, the King of Sparta and the Lion's Gate.

MARCH 28: Depart for Mobile

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Chamber Hosts Reception for New Leaders to Mobile

The Mobile Area Chamber recently welcomed new Mobile business executives to meet local community leaders and elected officials at the New Leaders Reception. Pictured from left to right are: Daniel Dennis, Chamber chair, Roberts Brothers; Richard Ryder, Kemira Chemicals; Bill Sisson, Mobile Area Chamber; William Bryant, Mobile Area Council Boy Scouts of America; Joseph Lee, Spring Hill College; Thomas Felder, Commonwealth National Bank; Lee Stokes, EPIC Alabama Shipyard; Tommy Faust, Trustmark Bank; Connie Hudson, Mobile County Commission; Nate Sommer, BBVA Compass Bank; Don Comeaux, Gulf Coast Exploreum Science Center; Sandy Stimpson, City of Mobile; Ann-Brooks Morrisette, Fuse Project; and Andy Wynne, Child Advocacy Center. The reception was sponsored by McAleer's Office Furniture Co. Inc. and Harper Technologies LLC.

Chamber Meets with Reps from Benin, Africa

The Chamber participated in an event hosted by Alabama Rep. Napoleon Bracy hosting members of government and businesses from Benin, Africa. The Port of Benin is interested in trading through the Port of Mobile and specifically partnering with the City of Prichard.

Chamber Hosts 'Doing Business with the State'

In August, the Chamber presented "Doing Business with the State of Alabama," featuring Alabama Gov. Kay Ivey as the keynote speaker, followed by Alabama Purchasing Director Michael Jones, who discussed how the purchasing process works and how to become a state-approved vendor. The event was co-hosted by Sen. Vivian Davis Figures and Reps. Adline Clarke, Barbara Drummond and Margie Wilcox.

Entrepreneurial Training for Local Pastors

As part of the Chamber's outreach to minority-owned businesses, the Chamber's small business development team met with local pastors participated in a Pastors Entrepreneurial Training Workshop. The two-night course, held at Bishop State in July, helped pastors, church leaders, congregants and other attendees learn how to conduct research and develop a viable business plan. Instructors were Dr. Todd Greer, University of Mobile; Nate Patterson, A Culture of Excellence; and Tenaysha Carroll, Ozanam Pharmacy and Growth Alliance Task Force outreach chair, was the facilitator.

New Board of Advisors Named

The Chamber announced the following new board of advisors members, bringing the total number to 255: BCM

Morning, DMG Design+Build, Dauphin Island Sea Lab Foundation, EPIC Alabama Shipyard, Kemira Chemicals, ServiceMaster Advanced Cleaning & Restoration, Symbol Health Solutions, Westminster Village and White-Spinner Realty. To learn more about this group of influential members, contact Shelly Mattingly at 251-431-8655 or smattingly@mobilechamber.com.

Executive Roundtable Meeting

More than 50 member companies attended a summer session of the Chamber's Executive Roundtable, a monthly forum for business owners and managers. Austal USA representatives Craig Savage, director of communications and external affairs; Rusty Murdaugh, chief financial officer; and Lara Sherer, supply chain small business manager, updated the group on Austal news and projects.

Growth Alliance Task Force Meets

This summer, more than 45 people attended the Growth Alliance Task Force, where Abe Harper, president of Harper Technologies and vice chair of diversity and inclusion for the Chamber, spoke on being prepared and taking your business to the next level.

Member Ribbon Cuttings and Grand Openings

Chamber staff and ambassadors helped cut ribbons and celebrate grand openings at Greer's CashSaver Broad Street, Farmers Insurance Stringfellow Agency and Wilkins Miller. For more information, contact Dawn Rencher at 251-431-8649.



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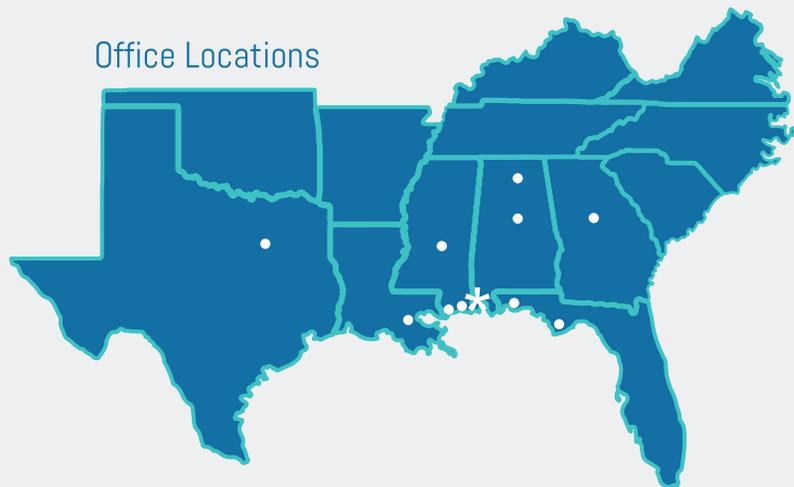
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Molly Dixon Named Economic Development Coordinator

Molly Dixon is the Mobile Area Chamber's new coordinator for the economic development department. She graduated from the University of South Alabama with a bachelor's degree in business administration with a concentration in marketing management.

In her new role, Dixon will be working with members of the Chamber's economic development team on a variety of projects from industry recruiting to existing industry expansions to developing reports and coordinating project proposals to serving as staff liaison for the City of Mobile Industrial Development



Dixon

Board and the Mobile County Industrial Development Authority. She joined the Chamber this summer as administrative assistant in the membership department.

"Molly jumped right in, and has been a terrific addition to our team," said David Rodgers, the Chamber's vice president of economic development.

Dixon is a member of the Junior League of Mobile. "Working at the Chamber, getting to be a part of the growth of Mobile, is so rewarding," said Dixon.

Contact Dixon at 251-431-8650 or mdixon@mobilechamber.com.



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 **State Farm**

AMBASSADOR of the month



As a Mobile Area Chamber ambassador, **Dorothy May** says she enjoys “pointing new members to specific groups and meetings that the Chamber offers.” A Chamber member for the past 11 years, May is the Chamber’s Ambassador of the Month. A certified jeweler with a doctorate in Christian psychology from Jacksonville Theological Seminary, May owns and operates The Gathering of Jewels, an online women’s apparel and fine-jewelry business.

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.



Isaiah Engineering

Isaiah Engineering Inc. is a minority-owned engineering and construction firm founded in 2003. The firm’s principals specialize in facility planning and development; engineering design and analysis; environmental audits and remediation; and construction management of multi-million-dollar domestic and international projects for government and private-sector organizations of all sizes. Pictured at the Mobile company’s office located at 411 Azalea Rd. (L-R) Brad Bertrand, John Muniz, Leida Javier-Ferrell, Richard Muniz, president; and Nathaniel Everett. For more information, visit isaiahengineering.com.

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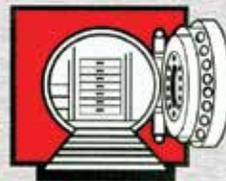
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On **Nov. 12 and 13**, the Mobile Area Chamber will host the **8th Annual Alabama Global Supply Chain & Logistics Summit**. The summit will bring together industry experts and government leaders to address future trends, provide updates on Alabama’s infrastructure, and discuss other impacts to Alabama’s global supply chain network. The summit will feature an opening reception, as well as tours of the Alabama State Port Authority, APM Terminals and the Airbus Final Assembly Line.

Sponsorship and exhibitor opportunities are available. Contact **Kayley Shepard** at kshepard@mobilechamber.com or **251-431-8629** for more information. Or learn more at mobilechamber.com.

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

3 CHAMBER CLOSED - LABOR DAY

10 & 11 AIDT LEADERSHIP DEVELOPMENT TRAINING LSI

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

When: 8 a.m. to 4 p.m., both days

Where: Mobile Area Chamber, 451 Government St.

Cost: \$50 per person for members/\$60 for nonmembers, includes course materials, lunch and snacks

Contact: events.mobilechamber.com

Reservations are required and no cancellations after Sept. 4. Class size is limited to 25.

10 ATTRACTING FOREIGN SALES WITH EXIM BANK

The Export-Import Bank of the U.S. (EXIM) can help take the fear out of exporting and increase your company's international sales. Learn about tools and resources to help grow your business abroad. Combine financing and credit insurance to unlock even more business potential in foreign markets.

When: 9 to 10 a.m.

Where: Mobile Area Chamber, 451 Government St.

Cost: \$20 per person

Contact: Kayley Shepard at 251-431-8629 or kshepard@mobilechamber.com

Reservations are required and no cancellations after Sept. 6.

Presented by: Mobile Area Chamber of Commerce and supported by the Alabama International Trade Center, the Export-Import Bank of the United States, the Export Alabama Alliance and Region's Bank.

11 NETWORKING @ NOON *Members Only

One Representative Per Company

Make 40-plus business contacts in 90 minutes over lunch.

When: Noon to 1:30 p.m.

Where: Alabama Power Operations Center Auditorium, 505 Hillcrest Rd.

Cost: \$10, must be paid with reservation

Contact: Molly Dixon at 251-431-8619 or mdixon@mobilechamber.com

Sponsors:



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: Chris Curry, president, Mobile Airport Authority

Topic: Update on the Mobile Aeroplex and Airport Projects

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

No charge, but RSVP requested. Free parking.

Sponsor:



27 THE GULF COAST CHALLENGE BREAKFAST

This breakfast event leads up to The Gulf Coast Challenge, pitting Alabama A&M University and Central State University in the ultimate historically black colleges and universities (HBCU) football battle. This event is an opportunity for local business and community leaders to network and meet leaders from the visiting communities.

When: 7:30 to 9 a.m.

Where: Mobile Marriott, 3101 Airport Blvd.

Cost: \$25 per person or \$200 for table of eight

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

Reservations are required by Sept. 23 and payment is due at time of registration. No refunds after that date.

Sponsor:



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



Bishop State Community College hired **Kenney Holder** as director of facilities.

Holder has more than 15 years in the architectural field, nearly 10 years with a general contractor and developer and four years as head operations manager for the school's building program. He received a bachelor's degree in architectural science from Tuskegee University.

*



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Phillips



Ross



Robison



Wilson

Six new agents joined **Roberts Brothers**. They are **Blair Ladd**, **Brett Burleson**, **Kyle Phillips**, **Jason Ross**, **Randy Robison** and **Danyelle Wilson**.

*

Trustmark named **Tommy Faust** president of the Mobile and Baldwin County market. Faust has over 29 years of banking experience. He

graduated from the University of South Alabama with a bachelor's degree in business. He is also a graduate of the Community Banking School of Alabama at Samford University.



Faust



Jacobs



Archey

University of Mobile (UM) head baseball coach **Mike Jacobs**, who founded the university's baseball program and was recently inducted into the Alabama Baseball Coaches Association Hall of Fame, is UM's new athletic director. Jacobs received a bachelor's degree in education from the University of South Alabama.

Darnell Archey is the **University of Mobile's** new head men's basketball coach. He holds a bachelor's degree in marketing and business from Butler University and a bachelor's degree in physical education from Indiana Wesleyan University in Indianapolis. His playing experience includes the Harlem Globetrotters in winter 2004 and Australian Select in 2003.

*

The attorneys of **Cunningham Bounds LLC** welcomed **Aaron N. Maples** to the firm as an associate.

Maples earned bachelor's degrees in English and philosophy from the University of South Alabama and a law degree from Loyola University of New Orleans.

*

The **Alabama State Port Authority** named **Richard T. Clark** as deputy director. Clark has more than 30 years of maritime industry experience. He is a business management graduate of Trinity Southern University and attended the University of South Alabama and the U.S. Merchant Marine Academy in Kings Point, N.Y.

*

Wilkins Miller LLC, an accounting and advisory firm, announced **Jessica Mims** joined its team after earning a bachelor's degree in business

administration with a concentration in accounting from the University of South Alabama. She will focus primarily on tax work.

*

Garrett Powe was selected vice president of commercial banking for **ServisFirst Bank Mobile**. He

brings more than 10 years of experience in the financial and banking industry. Powe received a bachelor's degree in commerce and business administration from The University of Alabama.

*



Lunceford



Herlihy

United Way of Southwest Alabama made two staff announcements. **Michi Lunceford** was promoted to chief financial officer. Lunceford received a bachelor's degree in accounting from the University of West Alabama and a master's degree in accounting from The University of Alabama. She is a certified public accountant with more than 20 years of experience.

In other news, **Justine Herlihy** is the organization's new vice president of resource development. She earned a bachelor's degree in psychology from The University of Alabama.

*

USA Health welcomed dermatologist **Dr. B. Frederick Bodie** as he and the practice he founded in 1980, Springhill Dermatology Clinic, joined USA Health. The practice was renamed USA Health Dermatology. With a successful history as an innovator in skin care on the Alabama Gulf Coast, Bodie is certified to practice by the American Board of Dermatology and the American Board of Pediatrics.

Spring Hill College appointed **Kathy Sheppard PhD, RN**, to professor and chair of the division of nursing. After receiving a bachelor's degree in nursing from the University of Mobile, she went on to earn two master's degrees as well as her doctorate in nursing from University of Alabama at Birmingham.

*

The **Mobile Symphony** welcomed **Dr. Iván del Prado** as music director of the Mobile Symphony Youth Orchestra. He graduated from the Instituto Superior de Arte (Havana's High Institute of Arts), where he received a violin and viola professional diploma before receiving a bachelor's degree in orchestra conducting. He received a doctorate in musical arts from the University of Southern Mississippi.

Business Endeavors

Roberts Brothers Inc. merged **Island Property Management** into its existing property management

division. Owner **Ashley Cancienne** will serve as director of Roberts Brothers Island Property Management. The expansion comes a year after Roberts Brothers opened an office in Orange Beach.

*

Bishop State Community College is one beneficiary of a U.S. Department of Labor grant awarded to the Alabama Community College System. Monies will help bring the nationally awarded, earn-and-learn Federation for Advanced Manufacturing Education program to Bishop and expand training in advanced manufacturing to more students.



Cancienne

The Neonatal Intensive Care Unit (NICU) at **USA Health Children's & Women's Hospital** opened a small baby unit for premature infants. The new facility is one of only nine in the U.S. and the only one caring for micro-preemies in Alabama and along the upper Gulf Coast.

USA Health announced it was the first Gulf Coast healthcare system with technology able to identify disease-causing organisms, commonly known as pathogens, in as little as 40 seconds. These advances mean improved patient outcomes, as physicians can now implement proper antibiotics therapies, among others, more quickly and effectively.

Spring Hill College will award a bachelor's degree in engineering (dual-degree) simultaneously with the bachelor of engineering degree from affiliated schools when students complete all requirements at Spring Hill and one of the engineering schools. The dual-engineering program emphasizes coursework in physics, chemistry, mathematics and computer science.

Well Done

Lucy E. Tufts of Cunningham Bounds LLC Mobile was recently inducted into the International Academy of Trial Lawyers. The academy seeks out, identifies, acknowledges and honors those who have demonstrated skill and ability in jury trials, trials before the court and appellate practice.



Tufts

Alabama Hospice Care of Mobile was recognized by Strategic Healthcare Programs as a "Superior Performer" for achieving an overall caregiver and family satisfaction score that ranked in the Top 20 percent of all eligible clients for 2018.

The **Courtyard Marriott Mobile/Daphne, Eastern Shore Hotel** recently received the prestigious Gold Service Award for outstanding guest satisfaction scores. The gold designation is awarded to those scoring in the top 10 percent of all 1,074 Marriott Courtyard hotels nationwide based on their intent to recommend scores in 2018.



Barrick

Dr. William E. Barrick, executive director of **Bellingrath Gardens and Home**, was named the winner of the 2019 American Public Gardens Association's Service Award. The service award honors an individual who has shown selfless service to the organization through work as a professional committee member, service committee member and/or board member.

University Hospital earned the American Heart Association's Get With The Guidelines-Heart Failure Gold Plus Quality Achievement Award and was recognized on the AHA's Target: Heart Failure Honor Roll.

In addition, the hospital once again earned The Joint Commission's Gold Seal of Approval for accreditation by demonstrating compliance with the commission's national standards for health care quality and safety in hospitals.

In its first full season as an NCAA Division II member, **Spring Hill College** won the Southern Intercollegiate Athletic Conference (SIAC) Commissioner's Cup for women's athletics. The award is presented each year to the member institution with the best combined performance in men's sports and women's conference-sponsored championships.

Ann Richardson, senior vice president and wealth management advisor with **Merrill Lynch Wealth Management**, was recently recognized as a Leading Lady for the Girl Scouts of Southern Alabama.



Richardson

The Edison Electric Institute (EEI) presented **Alabama Power** with its Emergency Assistance Award and Emergency Recovery Award for its power restoration efforts after Hurricane Michael hit Alabama, Georgia and Florida in October 2018.

University of Mobile Steinway artist **Kadisha Onalbayeva** won the Glad Robinson Youse Composition Competition by the National Federation of Music Clubs. Onalbayeva is the director of piano studies at the Alabama School of the Arts at the University of Mobile.

Submission deadline for Member News is two months prior to publication.

News releases should be one or two brief paragraphs. Photos must be professional headshots, labeled with the person's last name, and must be 300 dpi at full size and saved in an eps, tiff or jpg format. Send your information to news@mobilechamber.com.

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Know a company interested in benefiting from Chamber membership? Contact Elizabeth Nelson at 251-431-8617 or enelson@mobilechamber.com or Jackie Hecker at 251-431-8642 or jhecker@mobilechamber.com. Also, find a membership directory at members.mobilechamber.com.

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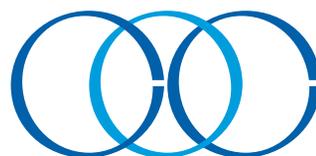
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