

# the **business**VIEW


## **mb greene Designs**

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**NASA Lands**  
in Mobile Oct. 30

**Eagle Award**  
Winners Announced





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From the Publisher - Bill Sisson

## Healthcare Is an Asset We Should Never Take for Granted

Mobile is a regional center for medical care, research and education. Not only is world-class healthcare a quality of life asset for citizens across the Gulf Coast region, but also a key driver of the local economy and ensures we remain successful in the recruitment of new businesses. In fact, nearly 13% of Mobile's workforce is employed in the healthcare sector.

Without quality healthcare, Mobile cannot compete for large scale manufacturing projects. University Hospital is home to the region's only accredited level one trauma center and burn center. This asset is vital as the U.S. Chamber



markets our region to prospective businesses and industries.

It also gives Mobile a key advantage over many of our competitor communities through the southeast and ensures our business community will receive the best health care services should an accident occur. We

should never take these services for granted; rather, we should consider it a privilege and necessity to our businesses and our citizenry. Let's all continue to work together with our healthcare community to help them expand and strengthen these critical services.



OCTOBER 2019 | In this issue

**ON THE COVER:** Mary Beth Greene was inspired to start her business based on customer feedback when she was a wholesale sales rep. In five years, mb greene has developed an inventory of 75 different styles of travel ware. The latest addition is a laptop bag. Read more about her journey on pages 13-15. Photo by LA Fotographee.

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# Mobile, the Moon and Mars

## Learn how you can do business with NASA

With an estimated \$21.5 billion to spend on contracts in 2020, NASA is returning to Mobile this month to help local companies do business with them.

The Mobile Area Chamber will host a forum on Wednesday, Oct. 30 from 8 a.m. to 3 p.m. at the Renaissance Mobile Riverview Plaza Hotel. The event will include panel presentations and networking sessions with various NASA specialists, their prime contractors and other business opportunities.

In addition to the presentations and networking there will be breakout sessions addressing the NASA Mentor/Protégé program and the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs.

The federal agency, with nearby operations in New Orleans, along the Mississippi Gulf Coast and Huntsville, announced new opportunities for small businesses to increase the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and




aeronautics research, including research and development, manufacturing, supply, equipment, construction and engineering.


According to **Danette Richards**, director of small business development with the Chamber, "The new programs are going to increase and expand their acquisition needs and this is the perfect time for

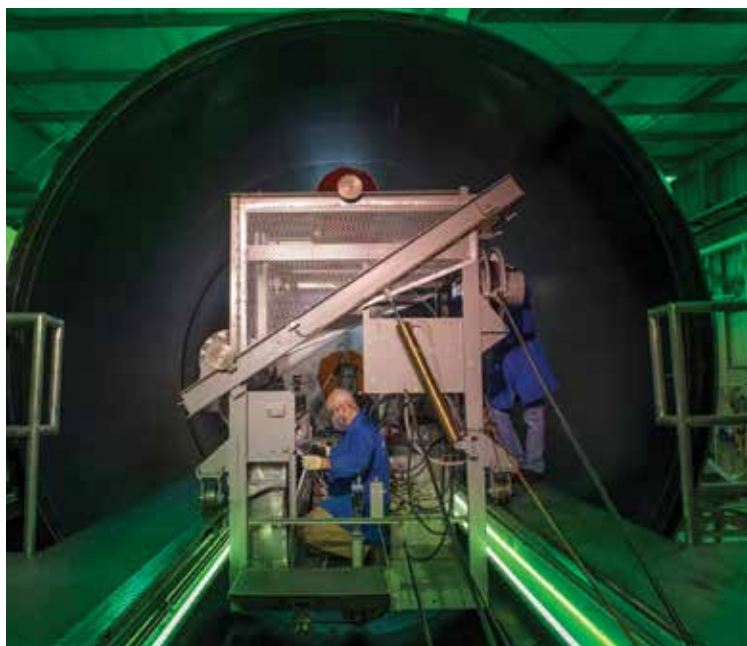
companies to take this opportunity to meet, form and strengthen relationships."

In addition to the continuing Space Launch System (SLS) acquisition needs, she says the forum will provide an opportunity for small businesses to learn about NASA's future plans for space that include new programs such as a habitation

module to establish human presence on the moon and serve as a "rest stop" for human expeditions to Mars.

Advance registration is required, and the cost is \$50 per person (includes lunch). Go to page 30 for additional details on how to register. 

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







*Pictured above is Sean Sullivan who owns and operates Bigler Broadcasting. Sullivan can be heard daily on FMTalk 106.5 news/talk radio.*

# Bigler Broadcasting Provides Local Listeners with a Variety of Coverage

Providing compelling talk radio might rightly be considered an art form, but Bigler Broadcasting has it down to a science.

Owned and run by **Sean Sullivan**, **Bigler Broadcasting** is the parent company of FMTalk 106.5, a locally owned and operated news/talk radio station producing over 40 hours a week of original content.

Bigler Broadcasting is the Mobile Area Chamber's Small Business of the Month.

Sullivan hosts the station's local staples *Mobile Mornings*, *Midday Mobile* and FMTalk 106.5

*Outdoors*. His team includes news anchor **Kelly Finley**, sports reporter **Dalton Orwig**, traffic reporter **Derek "Kane" Long**, meteorologist **Dr. Bill Williams** and a staff of producers and salespeople.

Other locally produced shows include the *Prep Sports Report*, *Sip and Chew with Mike and Stu*, *Personal Edge Fitness*, *What's Working With Cam Marston*, and *Plain Gardening on the Gulf Coast with Bill Finch*.

The station is also the local radio home for Auburn Tigers football, with live coverage of every Auburn football game

and every conference and SEC/NCAA tournament basketball game, and the *Tiger Talk* show hosted each week by the Voice of the Auburn Tigers, Andy Burcham.

And it features several nationally syndicated programs in its lineup, like the *Paul Finebaum Show*, *This Morning with Gordon Deal*, the *Mike Gallagher Show*, the *Joe Pags Show* and *Today's Homeowner with Danny Lipford*.

The station and its 12 employees are involved in many local charity and community events, and

promote many others on a weekly basis. It's also a yearly participant in the Chamber's Business Expo.

With its blend of news, sports, weather and special topics from local and nationally syndicated hosts, FMTalk 106.5 has something for everyone.

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).



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Source: Barron's "Top 1,200 Financial Advisors" list, March 11, 2019. The ranking considered advisors with a minimum of seven years financial services experience and have been employed at their current firm for at least one year. This is a list of the top advisors in each state, with the number of ranking spots determined by each state's population and wealth. Other quantitative and qualitative measures include assets under management, revenues generated by advisors for their firms, and the quality of the advisors' practices, regulatory records, internal company documents, and 100-plus points of data provided by the advisors themselves. Barron's is a trademark of Dow Jones & Company, Inc. All rights reserved. Rankings and recognition from Barron's are no guarantee of future investment success and do not ensure that a current or prospective client will experience a higher level of performance results and such rankings should not be construed as an endorsement of the advisor.

Source: Forbes "Best-in-State Wealth Advisors" list, February 2019. The ranking for this list by SHOOK Research is based on due diligence meetings to evaluate each advisor qualitatively, a major component of a ranking algorithm that includes: client retention, industry experience, review of compliance records, firm nominations; and quantitative criteria, including: assets under management and revenue generated for their firms. Forbes is a trademark of Forbes Media LLC. All rights reserved. Rankings and recognition from Forbes/SHOOK Research are no guarantee of future investment success and do not ensure that a current or prospective client will experience a higher level of performance results and such rankings should not be construed as an endorsement of the advisor.

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# Eagle Speaker A Beacon of Hope for Business Owners

**John Hope Bryant**, entrepreneur, author, philanthropist and prominent thought-leader on financial inclusion, economic empowerment and financial dignity, will be the keynote speaker at the Mobile Area Chamber's 2019 Eagle Awards lunch. The event honors minority-owned businesses and will be held Wednesday, Oct. 23, at The Battle House Hotel.

Bryant is the founder, chairman and CEO of Operation HOPE, a nonprofit organization working to disrupt

poverty and empower low and moderate-income youth and adults.

Named *American Banker* magazine's 2016 Innovator of the Year, Bryant has received many accolades. According to Bryant's biography, the last five U.S. presidents have recognized his work; and he has served as an advisor to the last three sitting U.S. presidents, representing both political parties. In addition, he was responsible for making financial literacy federal government policy in 2008.

## FAST FACTS

**Date:** Wednesday, Oct. 23

**Time:** 9:30 to 11 a.m. - Business Exhibitor Forum  
11:30 a.m. to 1 p.m. - Annual Eagle Awards Luncheon

**Location:** Battle House Hotel

**Cost:** \$50 per person/\$500 Table of 10/\$60 potential member/\$600 table of 10 potential members, *includes both the forum and Eagle Awards Luncheon*

**To register:** [events.mobilechamber.com](http://events.mobilechamber.com) or contact **Brenda Rembert** at [brembert@mobilechamber.com](mailto:brembert@mobilechamber.com) or 251-431-8607.



KEYNOTE SPEAKER  
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# Ten Rules for Success

John Hope Bryant's successful career can be attributed to these 10 rules. Don't miss an opportunity to hear Bryant speak at the Chamber's Eagle Awards luncheon. (See page 9 for details.)

## 1 Be Nuts!

"People say I'm nuts. That's a compliment. They said Steve Jobs was nuts. They said Ted Turner was nuts. That Bill Gates was nuts. And they said that my hero, Dr. Martin Luther King, Jr., was nuts. I'll take it."



## 2 Vow to Never Be Poor.

Bryant says there is a difference between being broke and being poor. "Being broke is economic, but to be poor is a disabling frame of mind and a depressed condition of your spirit, and you must vow never, never, ever to be poor again."

## 3 Believe in Yourself.

Bryant says if he can make you immune to failure, not ashamed to trip and fall, "You can have the can-do, empowerment-based, 'what I'm for, not what I'm against' mindset, that I will do anything... that is a winning attitude about life."

## 4 Make Friends Everywhere.

"Talk without being offensive; listen without being defensive; but always leave your adversary with their dignity. Help people win," he says.



## 5 You Cannot Grow Without Legitimate Suffering.

"Rainbows follow storms." Bryant says no one wakes up and decides to start a cancer foundation, unless it has impacted them somehow.

## 6 Redefine Success.

"You can't fall from the floor. I had to redefine success as going from failure to failure without loss of enthusiasm."

## 7 Have Confidence.

"Half of success is confidence and self-esteem, but if you're poor – you've been beaten down, you've been depressed, you lack hope – the very thing you need to be successful you don't have (confidence) by virtue that you've been in this poor environment."

## 8 Give.

"The minute you think you know everything, at that moment you know nothing. Sometimes when you give, you get. You gain more by giving; you get more by building; you learn more by listening."



## 9 Empower People.

"Once I teach you, you are never untaught."



## 10 Don't Take Yourself Too Seriously.

Bryant says his life philosophy is "take life seriously, but don't take yourself too seriously." He says insecurity is connected to fear, which is tied to how you treat other people.

Watch the complete video by entrepreneur Evan Carmichael at [youtube.com/watch?v=NG1Ru6pczas](https://youtube.com/watch?v=NG1Ru6pczas).



# 2019 Eagle Award Winners

Presented by the Mobile Area Chamber of Commerce

## Victory Professional Development Center



With healthcare workers among the most-in-demand employees in the state, the services of Victory Professional Development Center are making an impact. The faculty focuses on core programs, certifying students as nursing and medical assistants; EKG, phlebotomy and pharmacy technicians; and billing and coding specialists.

The center partners with a number of community workforce development programs in student recruitment; and local hospitals and clinics, helping their students transition from classroom to the workplace.

The company recently expanded to Mount Vernon and Jackson, and has future growth planned to reach rural populations.

As an educator, Dr. Superior Campbell made it her mission to better train healthcare professionals through one-on-one attention and small classes, while instilling a sense of compassion in students for their future patients.

**CEO:** Dr. Superior Campbell  
**Founded:** 2015  
**Years in business:** 4  
**Number of employees:** 7  
**Address:** 4313 Downtowner Loop N., Ste. A

## Dortch, Figures & Sons Inc.



With community-minded and established mentors, it's no surprise Dortch, Figures & Sons would become the largest minority-owned general contracting firm in the state.

Like many construction businesses, it started as a specialty contractor with RaShawn Figures at the helm. Building on its success in the roofing industry, the company diversified into other areas. Recent projects include new residential housing, painting, plumbing, utility and general commercial renovations.

High-profile customers include the downtown Mobile Cathedral, the Downtown Airport, WAVE Transit and local utilities, who appreciate the company's ability to meet tight deadlines and react quickly to unexpected situations.

A strong economy and the company's growing presence in the commercial and municipal markets are helping the company log significant revenue increases and maintain a hiring trend.

**Owner/CEO:** RaShawn Figures  
**Founded:** 1989  
**Years in business:** 16  
**Number of employees:** 16  
**Address:** 2476 Commercial Park Dr.



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Photos by LA Fotographe

# From Sales Rep to Supplier

## Mary Beth Greene Creates Fun and Functional Bags

It's no secret that in sales, listening is the key to success.

**Mary Beth Greene** not only listened to what her customers were asking for, she designed and manufactured it, and then continued to develop more products for her mb greene line of purses, totes and more.

A wholesale sales representative for 11 years, Greene called on retailers and boutiques in

Alabama and Mississippi. While they loved the gift items she sold them, she heard their continuous requests for a line of

bags. "It almost became comical," she says, "but it's what nudged me into this."

So with paper, tape and scissors, she sat at her kitchen table to design a bag she would want to buy. "If I can ever get this right, maybe I can take it somewhere," she told herself.

And she did. The mb greene line has been featured on *Good Morning America*, the *TODAY* show, *CNN Headline News*, in fashion magazines such as *InStyle* and on the shelves and online of one of the country's top luxury department stores – Neiman Marcus. Her products are also available at popular web retailers, including Amazon and eBags.

Success wasn't immediate for Greene. In the beginning, she spent two years designing simple and functional travel bags and networking, depending on her customers who gave her instrumental advice about how to pursue her venture. In 2014, she sent her first prototype off to an overseas manufacturer.

It was just a few months later that she packed her first order of 16,495 items in her garage, ready for mb greene's preview at the Atlanta and Dallas buyer markets. The initial line included seven styles from a tote to a crossbody to organizing bags for toiletries and jewelry, in a variety of colors.







## GAME DAY READY

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mb greene  
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Receiving raving reviews and plenty of purchase orders, Greene swapped her sales hat for a vendor hat.

“Fun and functional, but not too trendy,” says Greene, the majority of her travel ware is produced in solid colors – navy, berry, green, natural, purple, cocoa and tangerine with her signature turquoise zipper. A more neutral line, created later to appeal to men, features a gray zipper.

“Everything begins as an idea. If you are passionate about your idea, there is great potential with hard work.”

Mary Beth Greene

She spent 2016 designing clear purses to meet the new policies being enforced for stadiums and concert venues. Thanks to a gutsy advance order from her supplier, Greene was able to accept *Good Morning America's* offer to feature her Be Clear Collection – a variety of purses and totes, on the show's featured steals and deals segment.

In the company's first five years, the mb greene line expanded from seven to 75 products. Everything is delivered to her Fairhope facility that serves as the company's office, warehouse, shipping center and a small retail store.



As Sophie Barkan (right), mb greene's online sales and warehouse assistant, shows off one of the company's tote bags, Mary Beth Greene joins in the fun. The company has a small retail shop in the front of its Fairhope facility.

Greene's latest creation is a lap top tote, the first style of The Pebble Grain Collection. The newest collection has a luxe leather feel with original art inside made of custom fabric designed by Lucy Barnes, her son's classmate while they were

both at Bayside Academy.

“We plan to stay focused on our branding message of simple, functional style when adding new products,” says Greene.

Her message to other entrepreneurs – “Everything begins as an idea. If you are

passionate about your idea, there is great potential with hard work. Failure only comes with not taking a risk. Do what you love and the rest will take care of itself.”





All mb greene products are packed and shipped from the company's Fairhope location. Inventory includes 75 different styles ranging from small cosmetic bags to totes to purses. Pictured here is Sophie Barkan (left) and Elizabeth Phyfer (right), sales manager.



## A Legacy of Love

In mb greene's Turquoise Collection, Mary Beth Greene developed several bags and totes in the colors and pattern inspired by her late sister's artwork. An artist whose products sold worldwide, Amanda Lide Bagwell repurposed everything, says Greene. "Mandy would sling remaining paint over cans and used them everywhere around her house to store kitchen utensils or flowers or any number of things."

The first bag featuring the paint can, or M. Bagwell design, was the shopper tote, debuting on her sister's birthday, April 10, 2017, and is now available in several other styles.

A portion of the proceeds help fund the M. Bagwell Foundation established to honor her sister's talent and provide college scholarships to seniors at Morgan Academy in Selma, where Greene and her sister attended school. This year was the first time the foundation was able to award scholarships to two students.



## mb greene - In the Bag

**Founded:** 2014

**Number of Retailers:** 700, including the Bahamas, New York, California and everywhere in-between



**Collections:** Turquoise, Oyster, Be Clear, The Pebble Grain

**Number of Products:** 75



**Top Seller:** Vertical Essential



**Tied for Second:** Jewelry Clutch and Tote

**Employees:** 12 full- and part-time

**Monogram:** mb greene has a partnership with a local monogram shop and is able to personalize items

**Growth Pattern:** The company has zipped up 35 to 43% growth each year

**Chamber Involvement:** Mary Beth Greene was in the Chamber's inaugural class of Emerging Leaders, and then went on to participate in the Goldman Sachs program. She has also served as a judge for Startup Weekend, and is a mentor with RAMP, a University of South Alabama team-based mentoring program, partially funded by the Chamber.

**Favorite Quote:** "Don't wait. The time will never be just right." ~Mark Twain





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# Going Green: Smart for Business and the Environment

By Jennifer Denson



Businesses small and large continue to make positive changes to reduce environmental impacts. Members of Partners for Environmental Progress (PEP), an association of local business leaders, actively develop and implement innovative environmental stewardship and cost-effective business practices. Here are a few examples from PEP members. Which initiatives will benefit your company?



**Recycle:** At a minimum, every business should consider recycling paper, plastic, and aluminum through employee-run efforts or local services like Earth Resources. A simple practice of turning a waste into a by-product with big impacts. Recycling raises employee awareness for environmental stewardship.

**Organize a Green Team:** Create an employee-led team to assess current practices and develop action plans. Green teams encourage company-wide support and tap into employee-driven innovation.

At Honeywell UOP, such a team established an aggressive recycling program, including wood pallets, eliminating approximately 15,000 yards of material from landfills yearly, saving the company \$250,000 annually.

**Reduce Single-Use Items:** Break away from the throw-away mentality.

Repurpose boxes from incoming shipments to package outgoing supplies. Replace disposable utensils, cups, and plates in the breakroom with reusable or compostable dishware. Discourage single-use water bottles and save money by installing water bottle fill stations as Airbus Manufacturing did or provide cold/hot water fill stations in breakrooms like Zebra Marketing.



**Restructure Delivery Routes:** By optimizing route patterns and partnering with other companies in remote areas, OEC Inc. reduced the number of vehicles in use, saving over \$12,000 annually in fuel while reducing CO<sub>2</sub> emissions by 20%. Waste Management reduced greenhouse gas emissions by 14 metric tons per year per truck by switching its Mobile/Theodore fleet to natural gas.

**Maintain Clean Parking Lots:** Storm water run-off from parking lots carries litter and pollutants into our storm drains and contaminates local waterways. Outokumpu Stainless USA tackled the problem by sweeping lots weekly, conducting litter spot-checks daily, providing and monitoring trash cans and cigarette receptacles, and designating employees to check lots prior to large rain events. OEC, Inc regularly cleans pollutants off their parking lot surfaces, protecting our local waterways while extending the life of the material. Be sure to capture run-off when power-washing lots.





**Convert Light Bulbs and Fixtures to LED:** This simple step yields big savings. Wesco Gas and Welding replaced methyl halide lightbulbs in building service areas with LED bulbs, reducing electrical costs \$8,755 annually. Driven Engineering replaced fluorescent office lights with LEDs for a monthly electrical savings of \$200. Install motion sensors or timers to further reduce energy use and cost.

**Create and Implement a Sustainability Policy:** Hand Arendall Harrison Sale, LLC, through employee initiatives, implements best practices across multiple offices through a firm-wide Sustainability Policy that encourages paperless office practices and recycling. Conservation measures are constantly updated with technology for temperature

controls, energy saving systems and “smart” controls for computers, copiers, servers, and lighting, resulting in substantial cost savings, CO2 reductions and a healthier workplace.

**Use Green Cleaning Products:** In the office and in your services, green products create a cleaner, healthier, work environment for everyone. That is why SERVPRO of North Mobile County uses botanical disinfectants in its recovery services.

Learn what other PEP members are doing to innovate, implement and promote environmental and economic sustainability. Visit: [pepmobile.org/2019-environmental-stewardship-awards/](http://pepmobile.org/2019-environmental-stewardship-awards/)

*Jennifer Denson is executive director of Partners for Environmental Progress. Get involved and learn more about PEP at [pepmobile.org](http://pepmobile.org).*



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The DeBriere Building, built in 1904, at 56 St. Emanuel St., has been home to NAI Mobile since they completed its restoration in 2013.

# NAI Mobile

**Company officials:** Allan R. Cameron Jr., David P. Dexter, John D. Peebles, Jay D. Roberds II, Pete Riehm and Thomas Gleason Jr.

**Years in Business:** 19

**Brief company description:** NAI Mobile supplies real estate services to the Mobile and Baldwin County business communities and surrounding areas of southern Alabama and the central Gulf Coast. NAI Mobile currently represents and/or manages a portfolio in excess of 2 million square feet.

The team of seasoned professionals has more than 150 years of experience in all facets of real estate, including the merging of NAI Peebles &

Cameron and Gleason & Roberds in 2013.

The firm is part of the NAI Global network of more than 375 offices and 6,000 professionals covering nearly every major market nationally and across the globe.

**Why are you located in Mobile?**

"We're here because Mobile is home, and we have all made the conscious decision that Mobile, historically a city of 'perpetual potential,' has finally achieved the critical mass, and the committed leadership, to move from 'potential' potential to actual, realized potential. We want to be the generational leaders who help make this potential accomplished fact," said Peebles.

**Why do you support the Mobile Area Chamber of Commerce's Partners for Growth initiative?**

"We support Partners for Growth because we realize that the Chamber offers organization, vision and coherence to our communities' efforts toward business development. Progress in a community is driven hugely by the growth of its citizens' material success, which is a direct result of such business development," said Peebles.

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

"We believe this city's greatest potential lies equally with its people's desire for evolution and advancement, its unique

culture and history as expressed in its joie de vivre and its committed cadre of leaders," said Peebles.

**Length of continuous Chamber membership:**

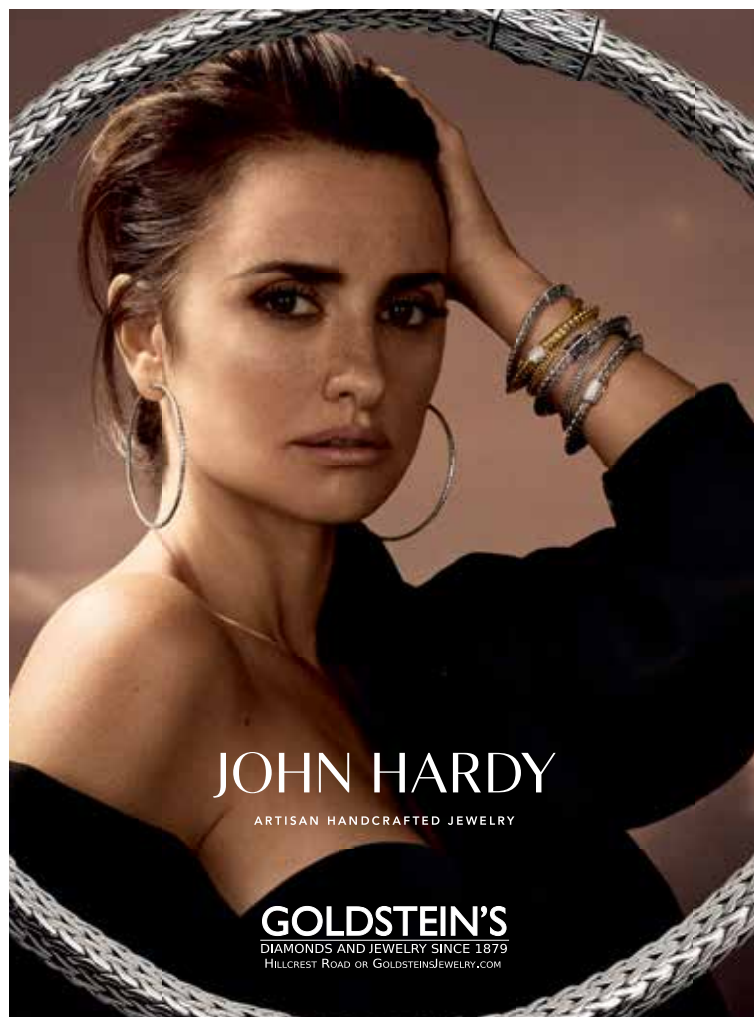
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Partners for Growth (PFG) is the Mobile Area Chamber's long-term economic and community development program.

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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## Olli-Matti Saksi

**Company:** Outokumpu  
Stainless USA

**Title:** President, Business Areas  
Americas

**Hometown:** Laitila, Finland

**Education:** Master's degree  
in industrial engineering from  
Helsinki University of Technology  
in Finland

**First job:** His first paid summer  
job was picking strawberries at a  
local farm in Finland when he was  
14 years old. Later, he worked as a  
salesman at a local hardware store.

**Previous experience:** Since  
graduation in 1992, Saksi has  
worked within steel and aluminum  
industries, holding commercial  
or general management positions  
including senior vice president  
at Aleris Inc., an international  
aluminum company, and most  
recently chief commercial officer at  
Outokumpu.

**Accomplishments:** "I had to  
build a new team and reorganize  
a business when Outokumpu

acquired the ThyssenKrupp  
stainless steel business unit Inoxum  
in 2013. It was both very challenging  
and rewarding to lead the merger  
process in Europe and see teams  
grow together and the business plan  
realized in a positive way," he said.

**Secret to success:** "I have always  
worked hard and persistently  
through tough times. I have also  
been very fortunate and privileged  
to have had the opportunity to  
work with many great teams and  
talented individuals like our  
current Outokumpu Americas  
team," he said.

**Brief company description:**  
Outokumpu is a global leader in  
stainless steel and high-performance  
alloys. The company's advanced  
materials are found in demanding  
applications ranging from cutlery  
to bridges and energy plants to  
medical equipment. Outokumpu  
employs approximately 16,000  
professionals in more than 40  
countries, with the group's head  
office in Espoo, Finland, and shares  
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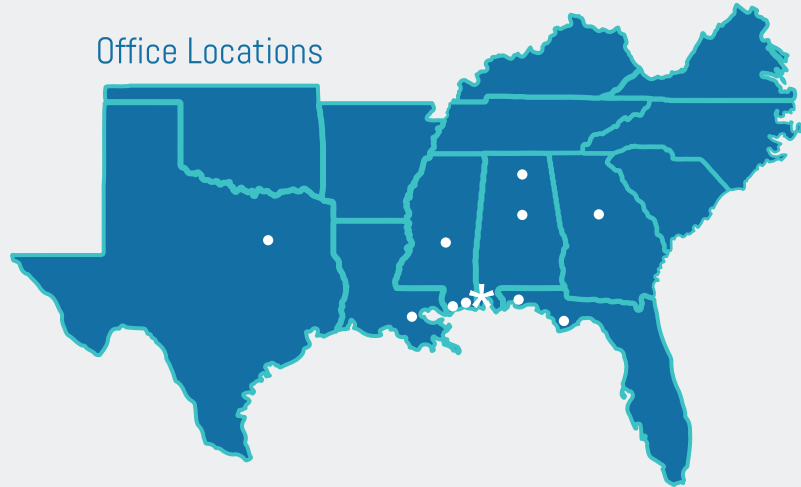
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## BOARD of advisors

**Jennie Campbell** is the CEO/president of Stewart Steelwood Investments LLC. She is a graduate of Tulane University, Michigan State University, George Washington University and Babson College. Campbell currently serves or has recently served on several executive boards and committees including the World Trade Center of New Orleans, Junior Achievement, Meeting Professional International, Better Business Bureau, Rotary, Vistage, Eastern Shore Chamber of Commerce, Leaders' Council, South Baldwin Chamber of Commerce, Baldwin County Economic Development Alliance and the Mobile Area Chamber. She has completed the SBA Emerging Leaders and Goldman Sachs 10KSB National Cohort 9 Program.



**Wes Coody** is president and founder of C<sup>2</sup> Wealth Strategies. Coody is an investment advisor representative with Voya Financial Advisors Inc. He began his financial planning career with MassMutual Financial Group in Birmingham. Coody received a bachelor's degree from Auburn University and obtained the professional designations of accredited investment fiduciary and certified fund specialist. He is the treasurer of the Augusta Evans School Foundation, a board member of the development council of USA Children's and Women's Hospital and a finance committee member at Providence United Methodist Church.



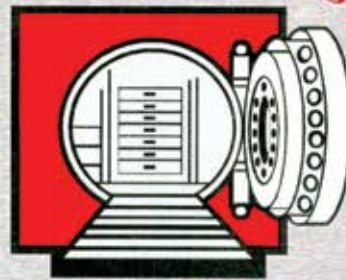
**Robert (Rob) Guthans Jr.** is president of ServiceMaster Advanced Cleaning and Restoration and president of ServiceMaster Services Janitorial. His volunteer activities include serving as president of the Mobile Industrial Development Board, and former board president of Volunteer Mobile, and he is a graduate of Leadership Mobile. Guthans teaches continuing education to the property and casualty insurance industry and volunteers as a big brother for Big Brothers and Big Sisters of South Alabama. He has served in many capacities for a variety of local nonprofits including being a division chair for the Chamber's Chamber Chase campaign and United Way, and he is active in several social, political and business organizations. Guthans is a graduate of Vanderbilt University.



For more information about the Chamber's board of advisors, contact Shelley Mattingly at 251-431-8650 or smattingly@mobilechamber.com.

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## Christopher Mayfield Named Director of Existing Industry

After 12 years building a career in sales and marketing, **Christopher Mayfield** joined the Mobile Area Chamber as director of existing industry. In this position, he will lead the Chamber's business retention efforts, work with the Chamber's Partners for Growth investors and serve as a liaison for the existing industry division.

"I did not realize how many resources and services the Chamber offers its members," said Mayfield. "The talent in this building is very impressive."

He started his sales career with the Kellogg's Co. He



**Mayfield**

transitioned to medical sales in Birmingham and was director of business development for Plexus TG.

"Christopher's extensive career in sales and skill sets are just what we need to help advance efforts in the business

community," said **David Rodgers**, the Chamber's vice president of economic development.

Mayfield has a bachelor's degree in business administration and marketing from the University of Southern Mississippi.

He can be reached at 251-431-8654 or [cmayfield@mobilechamber.com](mailto:cmayfield@mobilechamber.com).

## Chamber Hires Brooke McIngvale as Events Manager

As the new events manager, **Brooke McIngvale** will work closely with staff and volunteers in all Chamber departments to plan and coordinate most of the organization's event logistics. Her duties include choosing venues, catering, audiovisual needs, transportation, entertainment, rental and decorations.

Most recently, McIngvale worked as a marketing events manager/sales and marketing specialist for the *Washington Examiner* in Washington, D.C. Before that, she worked as an associate trade specialist for the Mississippi Governor's Office, director of education for the office of the Mississippi secretary of state and a constituent liaison



**McIngvale**

for U.S. Rep. Steven Palazzo of Mississippi.

"Brooke's experience in managing special events and her enthusiasm made her an ideal candidate for the job," said **Leigh Perry-Herndon**, the

Chamber's vice president of communications and marketing. "She's jumped right in on a full fall/winter schedule to support our various departments."

McIngvale earned a bachelor's degree in international trade - French and political science from Auburn University and a master's degree in public administration from the University of South Alabama.

She can be reached at 251-431-8640 and [bmcingvale@mobilechamber.com](mailto:bmcingvale@mobilechamber.com).



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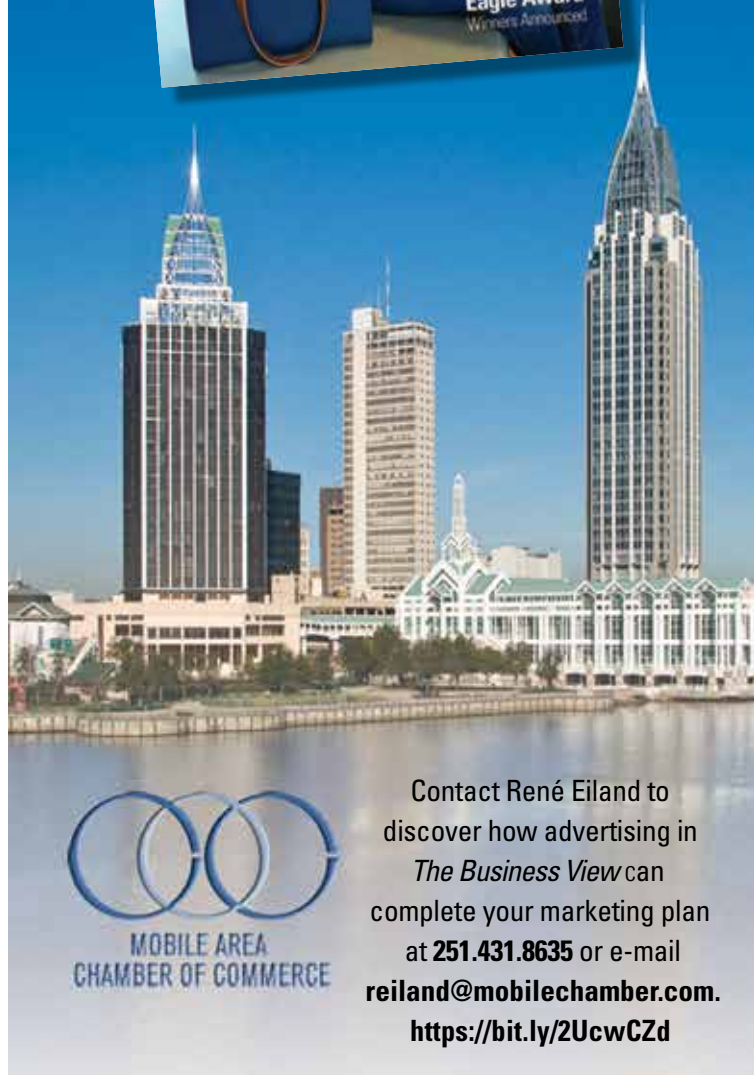


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## Chamber Chase Victory

Rafael the giraffe, right, an adopted mascot, came to life at the Mobile Area Chamber's total resource development campaign's grand finale. Jennie Campbell, president and CEO of The Stewart Lodges, who served as the 2019 Chamber Chase chair, called on Rafael throughout the campaign to "stretch" their efforts to exceed the \$1.45 million goal.

Chamber President & CEO Bill Sisson holds the final tally. Watch for more details on the annual drive to increase the number of Chamber members, sponsorships, ads and in-kind donations, and the volunteers who dedicated hundreds of hours to the effort in the November issue of *The Business View*.



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## BCM Moring Construction Co. Named Small Business of the Year



Photo by Jeff Tesney

In August, the Mobile Area Chamber named BCM Moring Construction Co. its Small Business of the Year. The company was founded in 2009, and has more than 50 employees. Pictured above is company president Grant Moring (center, holding award) with some company employees. You can watch the company's profile video show at the awards ceremony on the Chamber's Facebook page and YouTube channel, as well as the videos for the other finalists – Crow Shields Bailey and The Stewart Lodges – and Outstanding Entrepreneur Gary West with G.A. West & Co.

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On Nov. 12 and 13, the Mobile Area Chamber will host the 8<sup>th</sup> 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](mailto:kshepard@mobilechamber.com) or 251-431-8629 for more information. Or learn more at [mobilechamber.com](http://mobilechamber.com).



**AMBASSADOR** of the month



**Ron Sivak** is area account manager for DataPerk, a technology solutions firm focused on small businesses. A 10-year veteran of the Mobile Area Chamber's ambassador program, Sivak is the Ambassador of the Month. After graduating from the University of South Alabama. He moved away for several years before returning to Mobile. "Working in major metro markets with countless chambers made me appreciate how stellar an organization we have locally – and it's only improving," he said. Sivak also works as a business reporter for *Lagniappe*.

*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](mailto:drencher@mobilechamber.com).*



## Blues Angel Music

*Blues Angel Music (BAM) was founded in 1997 by retired U.S. Navy captain and fighter pilot Jim DeStafney. A full-line music store, BAM offers a selection of new, used and vintage instruments; a school of music; school band and orchestra instrument rental and sales; PA rental; audio, video and lighting installations and instrument repair. In November of 2018, the business opened its second location in Spanish Fort at the Eastern Shore Centre at 30500 AL 181, Ste. 128, in Spanish Fort. Pictured at the Spanish Fort store are assistant manager, Josh Taylor and sales manager John Yeager.*



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## 10 FORUM ALABAMA WITH SEN. DOUG JONES

Make plans to join us for lunch with Sen. Doug Jones and get a federal update on the most pressing issues facing the region and the nation, followed by a Q & A session.

**When:** Noon to 1:30 p.m.

**Where:** Renaissance Mobile Riverview Plaza Hotel

**Cost:** \$30/\$240 for a table of eight for members, or \$40/\$320 for a table of eight for nonmembers

**Contact:** Mallory Tyson at 251-431-8621 or [mtyson@mobilechamber.com](mailto:mtyson@mobilechamber.com)

## 15 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:** Glenda Snodgrass, president, The Net Effect

**Topic:** "Social Engineering: The Art of the Con"

**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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## 17 MEMBERSHIP 101

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

**When:** 8 to 9 a.m.

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

**Contact:** Carolyn Golson at 251-431-8622 or [cgolson@mobilechamber.com](mailto:cgolson@mobilechamber.com)

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

## 22-23 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:** Oct. 22 from 8 a.m. to 4 p.m. and Oct. 23 from 8 a.m. to noon

**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](http://events.mobilechamber.com)

Reservations are required and no cancellations after Oct. 16.

Participation in LSI is recommended, but not required for an LSII course. Class size is limited to 25.



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## 23 EAGLE AWARDS LUNCHEON AND BUSINESS EXHIBITOR FORUM

The annual awards luncheon recognizes and celebrates the accomplishments of local outstanding minority-owned businesses. See more on pgs. 9-11.

**When:** 9 to 11 a.m. - Business Exhibitor Forum  
11:30 a.m. to 1 p.m. - Eagle Awards Luncheon

**Where:** The Battle House Hotel

**Speaker:** John Hope Bryant, founder, chairman and CEO of Operation HOPE Inc.

**Cost:** \$50 members and \$60 potential members

**Contact:** Brenda Rembert at 251-431-8607 or [brembert@mobilechamber.com](mailto:brembert@mobilechamber.com)

Reservations are required by Friday, Oct. 18, and payment is due at time of registration. No refunds after that date.

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The Mobile Area Chamber was awarded a five-star rating by the U.S. Chamber of Commerce, the highest designation given. Of the 6,936 chambers in the U.S., only 203 are accredited, and of those only 103 have achieved five-star distinction. The Mobile Area Chamber has been accredited by the U.S. Chamber since the designation's inception more than 40 years ago.



## 24 BUSINESS AFTER HOURS

**When:** 5:30 to 7 p.m.

**Where:** Location TBD

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

**Contact:** Dawn Rencher at 251-431-8649 or [drencher@mobilechamber.com](mailto:drencher@mobilechamber.com)

Reservations not required.

Visit [events.mobilechamber.com](http://events.mobilechamber.com) for location details.

## 30 NASA BUSINESS FORUM

Meet NASA business procurement experts, major aerospace and support prime contractors. Find out about the new contracting opportunities and learn the process for becoming a supplier, subcontractor or service provider. See more on pg. 5.

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

**Where:** Renaissance Mobile Riverview Plaza Hotel

**Cost:** \$50 (includes lunch)

**Contact:** Brenda Rembert at 251-431-8607 or [brembert@mobilechamber.com](mailto:brembert@mobilechamber.com)

Reservations are required by Friday, Oct. 25 and payment is due at time of registration. No refunds after that date.

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## Who's New



Whaley



Blount



Russell



Gilbert

## USA

**Health** made several staff announcements. **Alan Whaley** was named chief operating officer. Whaley earned a bachelor's degree from Georgetown College in Georgetown, Ky., before earning master's degrees in healthcare administration and business administration from Xavier University in Cincinnati, Ohio. He most recently earned a doctoral degree in business administration from the University of South Alabama.

**USA Health** also announced staff additions. **Winona "Wendy" Blount** was selected director of clinical trials. She earned a bachelor's degree in nursing and master's degrees in nursing administration and nursing education from the University of Mobile. **Jennifer Russell** is director of operations for the pathology department. She earned a bachelor's degree in biology from Spring Hill College and a master's degree in biological sciences and chemistry from the University of Alabama at Birmingham.

**Dr. Robert Gilbert** and **Dr. Jennifer Scalici** joined **USA Health Mitchell Cancer Institute**. Gilbert, a radiation oncologist, earned a medical degree from Baylor College of Medicine in Houston. Scalici, the new chief of gynecologic oncology services, earned a



Scalici

medical degree from the University of Alabama at Birmingham.

\*



Gann



Norris



Stafford



Winfield

**Roberts Brothers** welcomed new agents **Tracey Gann, Clay Norris, Kristine Stafford, Regina Winfield** and **Jason Smith**.

\*



Mercer

**Justin Mercer** joined **Hancock Whitney** as a retirement sales and relationship management professional.

Mercer earned a bachelor's degree in finance from the University of South Alabama. He also holds three designations with the American Society of Pension Professionals and Actuaries: certified pension consultant, qualified pension administrator and qualified 401(k) administrator.

\*

**Chance M. Witt MD** joined **Cardiology Associates of Mobile**. A specialist in the field of electrophysiology, Witt completed his residency and training at the Mayo Clinic in Rochester, Minn. He is fellowship-trained in both cardiac electrophysiology and cardiovascular diseases.



Witt

**Spring Hill College** appointed **Stuart Babington PhD** to chair of the division of communication, visual and performing arts. Babington received a bachelor's degree in journalism and a doctorate in mass communications from The University of Southern Mississippi, as well as a master's degree in organizational communication from Southeastern Louisiana University.

\*



Harper



Hawley

**University of Mobile (UM)** alumna **Megan Harper** joined the faculty as assistant professor of kinesiology in the school of health and sports science, College of Health. She has a bachelor's degree in athletic training from UM and a master's degree in exercise science from the University of South Alabama.

Professional actor, director and stuntman **Stewart Hawley** was named chair of the theatre department in its Alabama School of the Arts. Hawley has a bachelor's degree in psychology and a master's degree in theatre-directing from the University of Houston.

\*



Carl

**Mobile County Commissioner Jerry Carl** is the new president of the Mobile County Commission.

\*



**Ed Bloodsworth** was named chief meteorologist at **WKRG News 5**. He has a bachelor's degree in applied meteorology and associated minor in mathematics from Florida State University and holds the

certified broadcast meteorologist designation from the American Meteorological Society.

\*



Teng

**Jiamin Teng MD, PhD** recently joined the **University of South Alabama College of Medicine** as

an associate professor in the department of pathology. Teng earned a medical degree from Changzhi Medical College in China. He earned a master's degree in medical science from Tongji Medical University in China.



Patten

**Patrick Patten MD** also joined the university's College of Medicine as assistant professor of

radiology. Patten, an interventional radiologist, attended medical school at Tulane University in New Orleans.

\*



Holland



Davis



Odom



Sanders



Fisher



Hutchinson

**Bryant Bank** hired six experienced bankers to expand its reach to the Mobile community by providing a full suite of personal, business and mortgage banking services.



New hires include **Michael Holland**, market president; **Rena' Davis**, vice president private banker; **Andrew Odom**, vice president; **Donna Sanders**, commercial support specialist; **Jennifer Fisher** assistant branch manager; and **Nancy Hutchinson**, head teller.

\*



Duffy



McGinley



Ridgdell



Coker

**LLB&B Inc. Real Estate** added four new real estate agents: **Ashley Duffy**, **Kelly McGinley**, **Liz Ridgdell** and **Sarah Coker**.

\*

**Bellator Real Estate & Development** added new Realtors **Annette Oden**, **John Oden**, **Patton Lewis**, **Ronald Buie** and **Jill Doggett**.

\*



Pointer

**Russell Thompson Butler & Houston** announced **Micah Pointer CPA** as a new supervisor.

Pointer has a bachelor's degree in business administration with a concentration in accounting from the University of South Alabama.

\*



Pharr



Day

In other news, the firm promoted **Kayli Pharr** and **Christian Day** to senior accountant. Pharr received a bachelor's degree in business

administration with a specialization in professional accounting from The University of Alabama and a master's degree in business administration from Troy University. Day received a bachelor's degree in accounting from the University of South Alabama.

## Business Endeavors

**Spring Hill College** added a new, exclusively online bachelor's degree in business and professional studies through its continuing studies program. The degree includes four specific concentrations: supply chain management, management and marketing, computer information systems and sports management.

\*

**22<sup>nd</sup> State Bank** converted its loan production office located at the Executive Center at 917 Western America Circle Suite 202 into a full-service branch to offer customers a broader scope of banking services.

\*

**The Container Yard** co-working space moved to 853 Dauphin St., Ste. C, in the newly renovated former American Red Cross building.

\*

**Mobile Arc** became **AltaPointe Intellectual Disabilities**. The merger will allow more resources to be focused on programs, staff and community partnerships.

\*

Fairhope-based **Equity Valuation Partners (EVP)** launched a first-of-its-kind service merging technology with appraisal expertise to produce a faster, more accurate and less expensive property evaluation. The EVP-EVAL service includes a proprietary app and valuation platform allowing lenders to satisfy evaluation requirements with an actual appraisal.

## Well Done

**Danny Rickert**, **USA Health's** chief policy officer and assistant vice president for medical affairs, was appointed to

Alabama's Statewide Health Coordinating Council by Gov. Kay Ivey for a three-year term. The council advises and consults with the Alabama Board of Health as the designated health planning and development agency.

\*



McKinley



Bias

**Goodwyn Mills and Cawood Inc.** recognized the professional achievements of three staff members:



Mehaffey

Civil engineer **Nathan McKinley** attained a professional engineering (PE) license.

The Alabama Chapter of the American Planning Association awarded the Kenneth J. Groves Jr. Distinguished Leadership Award for a Professional Planner to **Brandon Bias**, a community and regional planner with the firm.

Ecologist **Melissa Mehaffey** obtained a professional wetland scientist (PWS) certification.

\*

**Burr & Forman** partner **John Browning** was recently elected to serve as vice-chair to the Business Litigation General Committee of the TIPS section of the American Bar Association

\*

**Dr. Forrest Crabtree of Maitre and Crabtree Dental Group** received an Academy of General Dentistry fellowship. Only 6% of general dentists have received such recognition.

\*

The following Chamber-member companies made the list of "Best Companies to Work for in Alabama" by *Business Alabama* magazine: **BBB Industries LLC (BBB)**, **Crow Shields Bailey PC**, **Roberts Brothers Inc.**, a **Berkshire Hathaway** affiliate, and **Wilkins Miller LLC**. The program identifies, recognizes

and honors the best employers in Alabama, benefiting the economy, workforce and businesses. The list is made up of 22 companies.

\*

**Armbrecht Jackson LLP** attorney **M. Kathleen Miller** was appointed Norway's honorary consul for the state of Alabama. The approval of the position by the U.S. Department of State was announced by Royal Norwegian Consul General Morten Paulsen.

\*

The **University of Mobile** School of Nursing offers one of the top 10 online RN to BSN programs in Alabama, according to a new ranking by Top RN to BSN, an online information source for current and prospective nursing students.

\*

**Thomas McGehee**, museum home director at **Bellingrath Gardens and Home**, was installed as the 105<sup>th</sup> president of the Rotary Club of Mobile.



McGehee

\*

**USA Health University Hospital** received the American Heart Association/American Stroke Association's Get with the Guidelines Target: Stroke Honor Roll Elite Plus Gold Plus Quality Achievement Award. The award recognizes the hospital's commitment to ensuring stroke patients receive the most appropriate treatment according to nationally recognized, research-based guidelines based on the latest scientific evidence.

\*

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](mailto:news@mobilechamber.com).

## ANNIVERSARIES

*Members are our greatest asset. Please show your support through the patronage of these businesses.*

### 55 years

University of Mobile

### 45 years

H.O. Weaver & Sons Inc.

### 40 years

W. Day Gates II DMD

### 35 years

Airgas USA LLC, Airgas South Division

Mostellar & Shreve LLP

Raymond James

### 30 years

Goodwill Easter Seals of the Gulf Coast

### 25 years

Schneider Insurance Agency Inc.

Sheffield School of the Dance Inc.

### 20 years

Mobile Area Chapter of

Credit Unions

Precision Engineering Inc.

SMG Mobile

### 15 years

Canfor Southern Pine

MRC Global

Seonus Refrigerated Services

### 10 years

All A Bloom Florist & Gifts

Holiday Inn Express & Suites, Daphne

ITAC Solutions

### 1-4 years

5 Rivers Group at Morgan Stanley

A Culture of Excellence (ACE) LLC

Alabama Pecan Development Co. Inc.

Alabama Pipe Welders Academy

Bluegill Restaurant Inc.

Broussard Agency Inc.

Candlewood Suites Mobile/Downtown

Capital Volvo Truck & Trailer

Center Point Terminal LLC

Cirrus Systems

Community Bank

Eastern Shore Lanes

Gilmore Services Inc.

Inspired Business Furniture

Jameson Suites

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Kym Trest - Roberts Brothers

La Maison of Saraland

La Quinta Inn & Suites

Landshark Promotions

MapuSoft Technologies Inc.

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McElhenney Construction

Co. LLC

MCG Workforce Solutions LLC

McGill-Toolen Catholic High

School

Merrill P. Thomas Co. Inc.

Metal Roofing Center & Supply

Michael Cowart & Associates

Neel-Schaffer Inc.

Newman Inc. d/b/a Oak Ridge

Home Medical

Ogletree, Deakins, Nash,

Smoak & Stewart PC

Pioneer Pool Products Inc.

Port City Medical LLC

R S Hanley Inc. d/b/a

Ameriprise Financial

Rayford & Associates Inc.

Regional Steel Products Inc.

Rico Suction Labs Inc.

Russell Cellular

Seapac Inc.

Southeast Asset Advisors Inc.

SpringHill Suites Mobile

St. Mary Catholic School

Stevenson Klotz LLP

The Light of the Village

The Simple Greek

Threat Advice

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Boulevard

Trawick Insurance

Brokerage LLC

Victor Gaston

Walmart - Midtown

Supercenter #991

Wet Willie's

Woodforest National Bank

Worthington Industries

Yellowhammer Investment

Group LLC

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b. (1) Paid/requested outside-county mail subscriptions	none	none
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b. (3) Sales through dealers, carriers, street vendors, counter sales	none	none
b. (4) Other classes mailed	none	none
c. Total paid and/or requested circulation	none	none
d. (1) Free distribution by mail outside county	300	300
d. (2) Free distribution by mail in county	2,892	2,682
d. (3) Free distribution - other classes mailed by U.S.P.S.	6,963	6,200
d. (4) Free distribution - outside the mail	100	100
e. Free distribution	10,255	9,283
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