

Mobile Area Chamber of Commerce

OCTOBER 2017

the businessVIEW



Stedman Graham

Coming to Mobile Oct. 18

New Life for Former
Bank Building

Aerospace Giant
**Safran Announces
Mobile Location**



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From the Publisher - Bill Sisson

Leadership is Key to Advancement

Early in my economic development career, I had the opportunity to do work in a large number of rural communities throughout the state of Mississippi by way of an economic development outreach position at the University of Southern Mississippi. It was rewarding and fascinating work and taught me many lessons along the way. One profound realization was the importance of leadership.

I found it interesting that you could be doing work in two counties with identical population, infrastructure assets or lack thereof, and the same challenging community issues, but one county would be making clear advancements while the other one continued to fall behind.

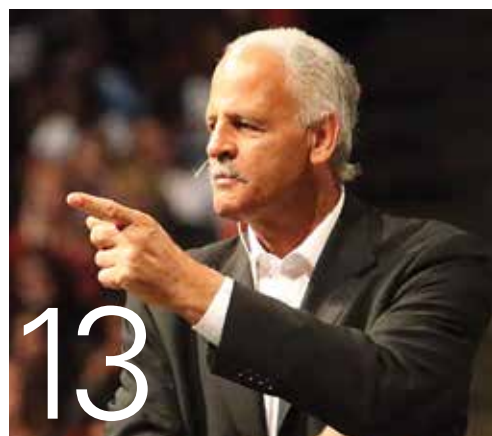
What made the difference between the two? It always came down to leadership. The areas with energized and optimistic leaders were finding a way to mobilize their communities and paving the way for a better life for all of their communities' citizens.



In the book *The Coming Jobs*, author Jim Clifton explores the importance of leadership. His thesis is that all the studies and data show that economic breakthroughs are now coming from a combination of forces. These forces are no longer at the national level. Today, they are primarily within cities, at great universities, and from influential local leaders.

In Mobile, we are blessed with many outstanding leaders – in our government, at our educational institutions and in our business community. In fact, it is the reason for Mobile's economic and larger community successes.

As we move forward, let's challenge ourselves with continuing to cultivate good leadership, by encouraging and supporting leaders who are comfortable with change and uncomfortable with the status quo. That way, we can continue to be a community making advancements and standing out from all the others.



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ON THE COVER

Merchants Plaza will become a housing, retail and office space within the next two years. Allan Cameron, NAI Mobile, Stephen McNair, McNair Historic Preservation and Josh Hall, NAI Mobile are working to develop the property. See story on pg. 5. Photo by Jeff Tesney.

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Mobile Welcomes New Safran Facility

Two months after Team Mobile's meeting with Safran USA's executives at the Paris Air Show, the company announced it is investing in Mobile by opening a manufacturing operation at Mobile Aeroplex at Brookley and hiring 20 employees over the next three years.

The company will produce and install aircraft engine nacelles at this facility. Safran is one of the world's two leading integrators of aircraft engine nacelle systems, which serve as the housing for an aircraft engine and its related components.

"Safran is excited to be part of the growing aerospace community in Mobile," said **Peter Lengyel**, president and CEO of Safran USA. "We are pleased to move forward with this investment in Mobile."

To house the facility, the Mobile Airport Authority is building out one of the existing bays at Mobile Aeroplex to 24,500 square feet. In addition, the company is investing approximately \$1 million in equipment with an opening planned for November 2017.



Above is an integrated propulsion system with a nacelle, similar to what will be made in Mobile once Safran USA begins operation.

Safran is the 19th company to locate at Mobile Aeroplex since Airbus began production in Mobile, said Mayor **Sandy Stimpson**. The company joins a growing list of aerospace giants with a strong presence in Mobile, with examples including VT MAE, Continental Motors, Airbus and MAAS Aviation.

"We are pleased and proud to welcome Safran to the family of aerospace companies


choosing to invest in Mobile," said Stimpson.

"It's exciting to see Team Mobile once again successfully recruit another world-class aviation and aerospace industry partner to our area," said Mobile County Commissioner **Connie Hudson**.

The Mobile Area Chamber has worked this project for more than a year, and was able to finalize discussions to locate the facility in Mobile at a meeting in Paris that included Safran USA decision makers, Stimpson, Hudson and representatives from the

Mobile Airport Authority.

"Safran's manufacturing presence within our aerospace hub will continue to pay dividends in our future recruitment efforts in the industry," said **David Rodgers**, the Mobile Area Chamber's senior project manager who led the recruitment efforts at the Chamber. 

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

Merchants Plaza Set to Transform City Block

In less than two years, developers hope to transform an entire downtown Mobile city block into a mixed-use mecca designed to increase housing, retail, restaurant and office space options in the thriving city center.

In late July, plans were unveiled for the \$30 million renovation of the former Merchants National Bank building and four adjacent structures into the future Merchants Plaza, bordered by St. Francis, St. Michael, St. Joseph and Royal streets.

Specializing in the restoration of historic structures across the Southeast, Memphis-based Heritage Land and Development Inc. purchased five structures earlier in the summer that combined offer 225,000 square feet of re-imagined space.



Allan Cameron, Stephen McNair and Josh Hall are working to develop the property.

Two local Chamber members involved are **NAI Mobile**, which is helping to lease and manage the commercial space, and **McNair Historic Preservation**, which is helping the developer navigate the federal

and state historic tax credit programs.

With plans for at least 82 upscale loft apartments – including several two-story penthouse units with spectacular views of downtown and the Mobile River – the 18-story Merchants National Bank building will become the development's visual focal point. Plans also call for the development of 80,000 square feet of adjacent "Class A" office space and some 26,000 square feet of ground-level opportunities for retail, restaurant and commercial endeavors.

"Merchants National Bank is one of the most architecturally significant structures in Alabama and the first skyscraper constructed on the Gulf Coast," said **Stephen McNair** of McNair Historic Preservation.

\$4M Grant to Expand USA Medical Center Trauma Center



Photo by University of South Alabama Health System.

A helicopter lands at USA Medical Center in Mobile. The Medical Center is home to the region's only Level 1 trauma center, a requirement for reeling in businesses such as Austal and Airbus.

Touting the vital role premier healthcare services play in economic recruitment efforts, Alabama Gov. **Kay Ivey** recently awarded the University of South Alabama (USA) Medical Center \$4 million to renovate and expand the facility's Level 1 trauma center.

Ivey said not only do local residents depend on the region's

only Level 1 trauma center, but the facility's services are also "vital to our state's economic development efforts, as corporations demand this level of care when they look to relocate to our state."

USA Medical Center Administrator **Sam Dean** said the overhaul will more than double the department's current

11,000 square feet and boost the number of department beds from 22 to 42. In addition, state-of-the-art imaging equipment will be added, and four new, larger trauma bays will bring the facility's total number to six.

As a state-certified Level 1 trauma and burn center, USA Medical Center serves patients from 53 counties across

southern Alabama, southeast Mississippi and portions of northwest Florida. On average, the facility's designated trauma team – including 24/7 trauma surgeons, cardiovascular surgeons and neurosurgeons – treats five critically-injured patients per day, or more than 1,700 people per year, in its current capacity.



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By now, most of us know recycling is a good thing to do. It saves resources, is good for the environment and reduces litter and refuse sent to landfills.

With its new single-stream recycling system, the City of Mobile is making recycling easier than ever.

Currently there are two locations – the parking lot of the city's Western

Administrative Complex in Langan Park and Pinehill Drive, behind the Mobile Police

Department headquarters, 1.5 miles west of the previous recycling location.

Hours of operation are the same for both sites: 7 a.m. to 6 p.m. Monday through Friday, and 7 a.m. to 4 p.m. on Saturdays and Sundays.

A single-stream system means items that previously had to be separated can now be combined, making it more accessible and less burdensome

on participating individuals, families and businesses.

"Glass, plastic, cardboard and metal can all be dropped in one spot," said city Public Works Executive Director **Bill Harkins**. Once the bin is full, it is compacted and transported

to a material recycling facility in Florida. The facility then sorts and organizes the material for sale to be used in future products.

"Early indications are we've increased our recycling, and will continue to do so," said Harkins.

That increase could grow exponentially if a pilot program involving restaurants and bars along Dauphin Street is successful. At press time, Harkins had met with businesses along the LoDa strip, from Washington Avenue to Water Street, to develop a recycling plan.

*Glass, plastic,
cardboard
and metal can
all be dropped
in one spot.*

The city recently installed two garbage compactors for those area businesses. Using the existing route, the city will pick up recyclables each morning just prior to the normal garbage run, Harkins said. He hopes to see the program expand to other downtown businesses.

The city also has a goal of locating one single-stream system in each city council district, Harkins said.



Your Go-To Recycling List

To make recycling easy, the City of Mobile recently transitioned to a single-stream method. Citizens no longer have to sort their recyclables.

Yes! Recycle These Items:

- Glass - any color
- Newspaper and inserts
- Magazines and catalogs
- Junk mail and envelopes
- Cardboard
- Phone books
- Office and school papers (colored paper)
- Brown paper bags (grocery)
- Boxboard (cereal, cake and cracker boxes, etc.)
- Pizza boxes (without heavy residue)
- Plastic produce clamshells
- Plastics no. 1 - 7
- Plastic milk jugs (bottles and containers)
- Aluminum cans and lids
- Pet food cans and dry pet food bags
- Aluminum foil baking pans
- Balls of tin foil and foil pie tins
- Tin and steel cans and lids
- Metal pots, pans and cookie sheets
- Egg cartons, cardboard only

New to recycling? Here are some helpful clues to help you determine what to recycle and what to send the trash.

No! Do Not Recycle These Items:

- No plastic bags (return them to your local grocery store)
- No ice cream cartons
- No waxy/paper milk cartons
- No aerosol cans
- No juice boxes/bags
- No food waste
- No garbage or yard waste
- No garden hoses
- No window blinds
- No tarps
- No bedding or linens
- No carpeting or rugs
- No construction materials
- No clothes
- No bubble wrap
- No diapers

Learn more at: www.cityofmobile.org/recycling.



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Carnival Announces Extension in Mobile

In late July, Mobile Mayor **Sandy Stimpson** announced a finalized agreement from Carnival Cruise Lines to extend its ship *Fantasy*'s stay in Mobile through December 2018.

According to Carnival executives, the cruise line agreed to exercise the first extension, which was part of the original agreement negotiated in 2015. The new agreement confirms Carnival will continue to sail from Mobile another year with a modified schedule demonstrating the growing opportunities for cruises from Mobile.

Since the *Fantasy*'s first cruise departed last year, the City of Mobile's cruise terminal has generated more than \$4.7 million in gross revenue, according to information provided by the city. Stimpson expects by year-end the terminal's gross revenue to exceed \$6.4 million, with more than 190,000 passengers coming through the terminal. Cruisers are expected to spend more than \$18 million in the city, with an overall direct economic impact exceeding \$35 million.

Based on surveys from passengers, the *Fantasy* is ranked number one in friendliness and hospitality within the

Carnival fleet. On a normal day, 150 employees assist 5,200 passengers disembarking and embarking the ship by handling luggage, parking vehicles and receiving trailer loads of food and supplies.

The new arrival/departure schedule reflects cruises through April 2019, and can be found on Visit Mobile's website, www.mobile.org.

Exporters in Mobile Now Have Access to Electronic Process for Certificates of Origin

The Mobile Area Chamber is now implementing an electronic certification to process certificates of origin (CoO), documents often used in export shipments.

Using the software system eCertify, exporters and freight forwarders now have a seamless and streamlined electronic solution to:


- eliminate courier costs;
- reduce administration costs;
- reduce errors;
- improve turnaround time; and
- receive timely notifications of acceptance or rejection.

Christina Stimpson, director of international trade for the Chamber, said for decades companies have been required to come to the Chamber to process CoOs. "This was costly and time-consuming for busy exporters and freight forwarders," she said. "eCertify enables our Chamber to provide them with faster turnaround times, and prompt acceptance or rejection notifications."

Exporters complete the documents online and then upload them to be certified by a recognized issuing body (and in this case the Mobile Area Chamber), attesting that the goods in a particular export shipment

have been produced, manufactured and/or processed in a particular country.

Cost per CoO is \$15 for Mobile Area Chamber members and \$45 for potential members, and all certificates will be processed online between 8 a.m. and 5 p.m. CST Monday-Friday, according to Stimpson. Additional documents exporters often need, such as bill of lading, commercial invoices, etc., will be stamped at no additional charge when submitted with a CoO.

To learn more, or to set up an online account, go to www.mobilechamber.com/ecertify. 



Pictured above are the full-time Lagniappe staff standing in front of its new building at 704 Government St. The weekly newspaper is expected to move in later this month. Co-publishers are Ashley Toland Trice, far left, and Rob Holbert, far right.

Lagniappe Keeps Giving Mobile "Something Extra"

Back in 2002, the economy was limping toward what would become a full-blown recession and most of Mobile got its news from its lone daily newspaper. Not an ideal time, you might think, to try to give that daily some competition.

But **Rob Holbert** and **Ashley Toland Trice** plunged in anyway and launched *Lagniappe* as an alternative paper printing every two weeks. Now, 15 years later, Mobile's daily has gone to three days a week and *Lagniappe* is now the area's largest locally owned publication, publishing weekly and focusing not only on arts and entertainment, but also on local government and in-depth investigative stories.

Free to readers and readily available at many local restaurants, barber shops and other businesses, along with street racks scattered throughout town, *Lagniappe* is a 30,000-circulation

weekly that reaches more than 80,000 readers a week, according to Scarborough/Nielsen Research, and employs a staff of 14.

"We have created a publication that a large portion of the population now counts on to keep them informed and to hold the powerful accountable," said Holbert, *Lagniappe's* co-publisher. "We started a newspaper during a recession in a city dominated by the daily, and have managed to grow every year for the past 15. We started with \$5,000 a decade and a half ago, and have sold more than \$10 million in advertising since."

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

The newspaper has a long history with the Chamber, one of the first local organizations to embrace *Lagniappe*, Holbert said. "An article in *The Business View*

relatively early in our existence introduced *Lagniappe* to a wide swath of Mobile-area business leaders and offered our publication some much-needed mainstream legitimacy," he said.

Lagniappe has been an annual media sponsor and participant in the Chamber's Business Expo and supports a variety of other community projects and organizations, donating tens of thousands of dollars in advertising to local charities each year. The weekly also supports local businesses through its Nappie Awards, allowing readers to vote for their favorite local stores, restaurants and bars, professionals and public officials, providing a much-desired feather in the cap that can spur increased business for winners.

"This year, we had more than 60,000 individuals cast nearly 1.6 million votes in the

different categories," Holbert said. "We also publicized Restaurant Week this year with great success, aimed at getting our readers to support local restaurants."

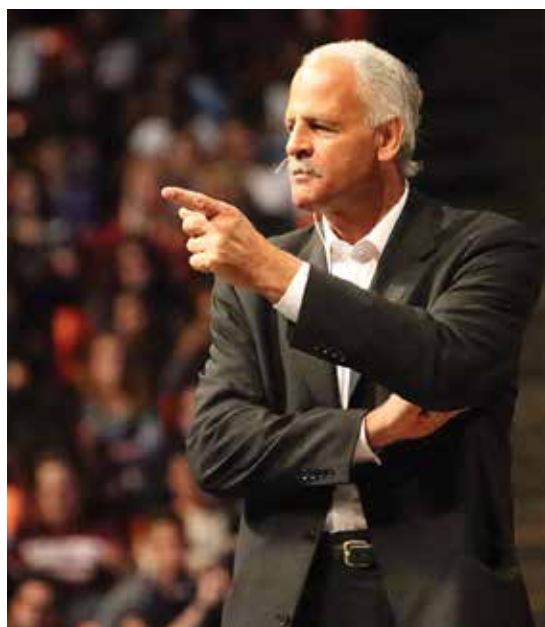
With its extensive concert listings and food and movie reviews, augmented with hard-hitting investigative pieces and topical and often cheeky columns such as Holbert's "Damn the Torpedoes" and Co-Publisher Trice's "Hidden Agenda," *Lagniappe* has grown from its alternative roots into an influential voice in the Port City.

Want to be featured here?

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

Stedman Graham

to Speak at Eagle Awards Luncheon



"Part of what makes us human is our ability to be aware of our own existence, to both live and to reflect on our own lives. It is this capacity for self-awareness that allows us to see our authentic selves and build our own identity, rather than letting others dictate who we are and what we do with our lives."

Those are the words of Stedman Graham, author, educator, entrepreneur and the keynote speaker for the Mobile Area Chamber's 2017 Eagle Awards Luncheon – celebrating the 20th anniversary of recognizing the accomplishments of area minority-owned businesses.

Graham leads identity development workshops around the world, having coached clients from global leaders to small business owners to help them gain a better understanding of who they are based on their interests, natural abilities, talents and passions. The result is a well-developed personal identity brand and a stronger, more focused leader.

He is chairman and CEO of S. Graham & Associates, a management and marketing consulting firm based in Chicago. His most recent book, *Identity: Your Passport to Success* was a *Wall Street Journal* bestseller. Graham is currently a distinguished visiting professor at colleges and universities throughout the country.

Meet the Eagle Award winners and Rev. Wesley A James Minority Business Advocate Award winner on pgs. 16-17.

About the Diversity Forum

The day's activities begin at 8:30 a.m. with the Diversity Forum. This year's topic is Innovative Marketing Strategies for Small Businesses. A panel of experts will lead the discussion on marketing, digital and social media, branding and communications strategies to help your business stand out and gain attention in the cluttered marketplace.



Gordon

Alice Gordon

CEO and Executive Problem Solver, SKYE Connect

Gordon will focus on the art of visualization and developing a highly memorable design. In addition, she will offer tips on brand identity, impactful content, how to enhance your designer's relationship, video production and how all of these tools can help grow opportunities for your business.



Neto

Marcus Neto

Creative Director, Blue Fish

Neto will share the secret to fighting obscurity in a noisy world of Facebook status updates, Instagram posts, tweets, blog posts, and the ever changing landscape of getting noticed online. He will offer real world tactics for increasing exposure, getting more leads and selling more business.




Patterson

Nathaniel Patterson

Managing Partner, A Culture of Excellence (ACE)

Patterson will help business owners create competitive advantages through lean marketing strategies including micro-moments, touchpoints, experiences and digital.

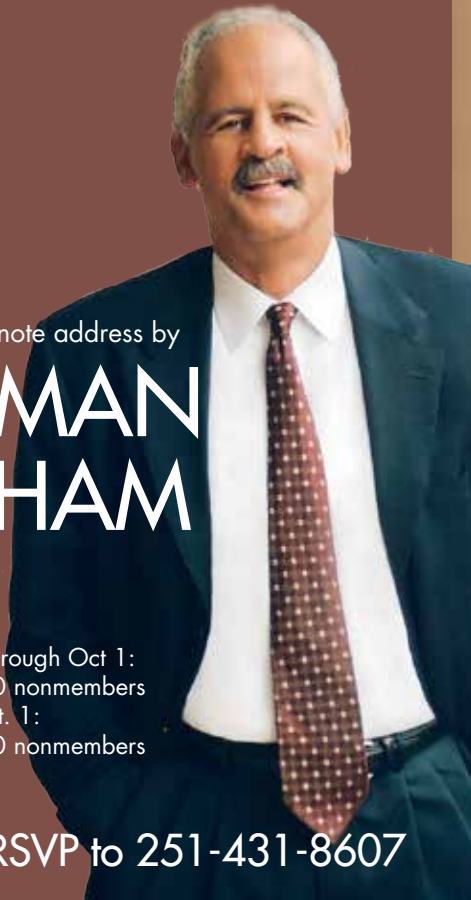


20th anniversary

Mobile Area Chamber of Commerce
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Why **Supplier Diversity** is Important for MAWSS



Felicia Thomas (right), supplier diversity manager for MAWSS, explains the certification process to Hannah Smith of Gulf Civil Engineering during the recent supplier diversity fair.

*Editor's Note: The Mobile Area Chamber presented Mobile Area Water and Sewer System (MAWSS) its first Minority Business Advocate Award in 2004, recognizing the organization's commitment to supplier diversity. In 2014, the Chamber renamed the award to the Rev. Wesley A. James Minority Business Advocate Award to honor the former MAWSS board member and tireless champion for minority business. **The Business View** asked MAWSS to share with our readers its ongoing supplier diversity efforts. Here's what the company had to say:*

Mobile Area Water and Sewer System/MAWSS is broadening its vendor base for goods and services by making supplier diversity a top priority. It's a strategy that reflects the organization's social responsibility but, more importantly, adds value for its customers.

MAWSS has a goal of 15 percent participation by diverse suppliers in projects and purchases.

Between January and June 2017, MAWSS spent nearly \$4.2 million with diverse suppliers.

Unlike a quota system, supplier diversity expands the channels for procuring goods and services by utilizing small and disadvantaged companies including minority-, women-, and veteran-owned businesses. This not only ensures MAWSS' vendors and service providers are representative of Mobile's population, it also helps the

bottom line by adding multiple channels for goods and services that help drive competition and improve pricing.

"It's not just the socially right way to do business, it is the smart way," said **Felicia Thomas**, supplier diversity program manager at MAWSS. "Diverse businesses offer fresh, innovative insight that improve our projects and help grow our community's economy."

Thomas spreads the word of MAWSS' commitment and helps diverse businesses obtain certification, opening opportunities to work with

MAWSS and other government entities. These efforts include free workshops on topics including Occupational Safety

and Health Administration (OSHA) construction training and safety, business branding, estimating, general contractor requirements, insurance and bonding and the use of QuickBooks accounting system. She also provides networking opportunities for partnerships with MAWSS

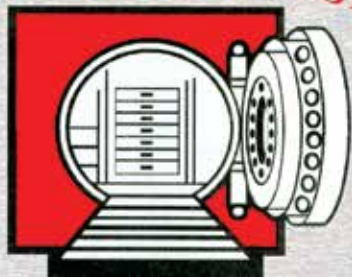
engineering consultants, and business-to-business mentoring.

For more information on MAWSS' Supplier Diversity Program, contact **Felicia Thomas** at 251-694-3194 or ftthomas@mawss.com.

“Unlike a quota system, supplier diversity expands the channels for procuring goods and services by utilizing small and disadvantaged companies including minority-, women-, and veteran-owned businesses.”

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2017 Eagle Award Winners

Presented by the Mobile Area Chamber of Commerce

Gaines Plumbing



Taking a traditional trade and adopting a unique model, Jermaine Gaines is transforming the plumbing industry.

Gaines Plumbing LLC

offers commercial and residential clients assistance in the areas of new construction, remodels, repairs, installations and more. The company serves both electric and natural gas clients.

By implementing year-round service agreements, something unheard of in his industry, Gaines is offering peace of mind, building a steady cash flow, keeping his team working and creating the resources to hire more employees.

To combat a shortage of craftsmen, Gaines is initiating a plumbing academy to boost the skill levels in Mobile.

Founded in 2011 with a mission to provide reliable and affordable plumbing, Gaines gives back through donating services to the elderly and to those in financial need and supporting multiple nonprofit organizations.

His company revenue has increased in excess of 50 percent over the last several years. Gaines recently secured a new warehouse and offices and plans include more new hires.

Years in business: 6
Number of employees: 6
Address: 6680 Carol Plantation Rd., Theodore

Harper Technologies



Brothers Abe and Carl Harper founded **Harper Technologies LLC** 15 years ago, based on a passion for technology and

recognizing the need for superior customer service. The company is a comprehensive IT support and consulting firm with a reach that expands throughout Mobile and Baldwin counties, as well as surrounding counties in neighboring states.

Located in downtown Mobile, the Harpers recently purchased and renovated a building at the corner of Broad and St. Francis Streets.

Among the company's clients are businesses with 15 to 150 users. They are translators of sorts – helping explain what a clients' network or computer is saying (or not saying) and what that means to the business.

Harper Technologies and its six employees offer forensic data services; sales and products; and internet and telecommunications options.

On the community front, the company's management team is involved in a number of nonprofit organizations, many of them dedicated to serving youth.

Years in business: 15
Number of employees: 6
Address: 50 N. Broad St., Mobile

FOX 10

2017 Rev. Wesley A. James Minority Business Advocate

FOX 10 signed on to support the Mobile Area Chamber's Eagle Awards when the program was initiated in 1998. Former anchor Anissa Centers was the first emcee, and when she left Mobile, current evening news anchor Lenise Ligon stepped in to fill the role in 2008.

From the podium to the video screen, as media sponsor FOX 10 recorded and produced videos highlighting the successes of the Chamber's award winners, including 89 Eagle awards to local minority-owned businesses and 13 Minority Business Advocate awards.

This year the Chamber will present FOX 10 the Rev. Wesley A. James Minority Business Advocate Award.

In addition to the station's work with the Chamber, manages programs reaching the minority community. Two examples are: Surprise Squad recognizing needy families and assisting individuals with donations, and in conjunction with its health partners; and running an annual free prostate screening for minorities, led by news anchor Eric Reynolds.

"This year the 20th annual Eagle Awards Luncheon, and the value FOX 10 has provided in recognizing local minority-owned companies is immeasurable," said **Darrell Randle**, the Chamber's vice president of small business development. "We can't imagine this event without them and look forward to a continuing partnership."



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You Can't Secure It If... You Don't Know How It Works

In the course of working with our clients to improve their security posture, we have come across several common themes that limit a business' ability to assess and mitigate cybersecurity risk. Last month in *The Business View*, I reviewed the importance of knowing what your employees and third-party vendors are actually doing with your data. Now let's take a look at the devices we use and how they work. You can't secure it if ...

You Don't Understand How It Works

A Samsung "smart TV" that will change the channels for you by voice command – do

you know how it works? Or a Comcast voice-activated remote control? What about Apple's Siri, Ok Google, Google Home and the Amazon Echo? Microphones listen for every word and every sound around them, sending the audio feed to servers on the internet for transcription and to come up with appropriate responses.

Think about all the things you say and do within earshot of your home television set, for example. Do you know which servers on the internet are getting this information? Who owns and controls those servers? Who owns your data once it has left your device? Can you log into those servers and delete

that data? What happens to your data when you no longer use that service?

If you or your employees are talking about your day at work, there could be critical business information sent out of your control. If you have "smart" devices in your office, or allow BYOD (Bring Your Own Device) without restrictions, that risk increases exponentially. Are Siri and Google listening to conversations in your workplace every day? What about Microsoft's Cortana and the built-in surveillance and reporting features in Windows 10? Have you locked down your business desktops?

What about transmitting data via email and/or fax? Many people are unaware that the default transmission method for email is unencrypted, plain text easily read by any computer or network device in the transmission chain across the internet. Even if you have an encrypted connection to your mail server, you don't know whether the recipient of the email is on an encrypted connection, nor whether the email will be encrypted between the two servers. That's why you should never send sensitive or confidential information – credit card or bank info, birth date/SSN, for example – via unencrypted email.

What about faxing sensitive information? In the old days, when faxing was done with a physical machine hooked up to a Plain Old Telephone Service (POTS) copper line, faxing was a pretty safe means of transmitting confidential information. But these days, many individuals and businesses use virtual fax services, which transmit data over the Internet and sometimes

send the faxes to email accounts. Even if you have a fax machine hooked up to a POTS line, you don't know that the recipient of your fax has the same setup. Better to assume that faxing isn't secure unless you confirm with the recipient.

In short, our world is

changing every day, and we must now assume that things are not secure unless proven otherwise.

You can't secure it if you don't understand how it works.

The 20 CIS Controls for Effective Cyber Defense address the need to understand and properly configure devices on the network. Read more about how to apply them to your business at <https://www.cisecurity.org/critical-controls/>.

This is the fifth column of a mini-series on cybersecurity by Glenda Snodgrass, president and lead consultant at The Net Effect. Snodgrass can be reached at grs@theneteffect.com.

“Communication failure between employees and IT staff/vendors can result in your employees using personal cloud-based storage services, and perhaps portable devices, to transfer data in and out of your network.”



LAGNIAPPE

Thanks for supporting Mobile's only local newspaper



Hancock Bank

The Mobile headquarters of Hancock Bank is at 25 N. Beltline Hwy. (Dauphin and I-65). Learn more at www.hancockwhitney.com.

Company officials: John Hairston, president and CEO; J. Guy Helmsing, Alabama Market president; and G. Robert Baker, regional president.

Years in business: 118

Brief company description: Hancock Bank is part of the Hancock Holding Co. financial services family, with Hancock Bank locations in Alabama, Florida and Mississippi. The bank provides clients with comprehensive financial products and services, including traditional, online and mobile banking; commercial and small business banking; private banking; healthcare banking; trust and investment services; certain insurance services; and mortgage services.

Why are you located in Mobile? “More than a century ago, our founders saw the need for a bank built to last – an

institution anchored in values, reinforced with resilience and focused on opportunity,” said Helmsing. “To realize this vision, our founders forged business foundations from the character and community that distinguish the people and places of the Gulf Coast. Today, we carry on that remarkable legacy as one of America’s strongest, safest banks serving one of the nation’s most vibrant corridors.”

Why do you support the Mobile Area Chamber of Commerce’s Partners for Growth initiative? “We’ve grown with and because of the people and places we serve,” said Helmsing. “As we’ve expanded in thriving economic and residential hubs such as Mobile and Alabama’s Eastern Shore, we’ve worked hard to earn local confidence as a trusted, reliable business and community partner. We’ve been actively involved in

championing chambers of commerce in every Gulf Coast community we serve. As a progressive, nationally recognized advocate for the area’s economic well-being, the Mobile Area Chamber of Commerce engages its constituents in a collective effort to make our businesses stronger and our communities better. That mission aligns directly with why we were founded and with our philosophy of working together with local people and businesses to build new successes and an even brighter future for all of us.”

What do you see as Mobile’s greatest potential? “(We were) founded to create opportunities for people and the communities we serve. Mobile continues to thrive as one of the Gulf Coast’s most energetic, exciting destinations for people and businesses, continually earning top marks

from numerous national sources. The city and surrounding area are booming with an incredible blend of private and public sectors, industry, manufacturing, international trade, healthcare, travel and tourism, education, entertainment and retirement,” said Helmsing.

Length of continuous Chamber membership: Since 1995.



Partners for Growth (PFG) is the Mobile Area Chamber’s long-term economic and community development program. For more information, contact **Katrina Dewrell**, the Chamber’s investor relations coordinator, at **251-431-8611** or kdewrell@mobilechamber.com.



Join the Mobile Area Chamber on a *Danube River Cruise*

If relaxing by sailing down Europe's second largest river, the Danube, has been a dream of yours, consider joining the Mobile Area Chamber on a seven-night river cruise, Oct. 15-24, 2018. Cabin space is limited based on early bookings, and this trip offers the convenience of flying to Munich, with only two flights to arrive at the destination, rather than the typical three.

Highlights of the trip include:

- Roundtrip airfare from Mobile;
- Seven nights aboard the 5-star Amadeus Brilliant;
- One night in Munich;
- Superb dining with all meals included during your cruise, including breakfast, lunch, afternoon tea, dinner and midnight snack;
- Quality red and white wines from Europe's great wine regions with every dinner onboard the ship;
- Daily onboard music performances;
- Non-smoking environment (smoking permitted only on the Sun Deck); and
- City tours including Munich, Budapest, Linz, Bratislava, Vienna, Passau and Melk Abbey.

Pricing for the trip varies based on cabin class, and there are only 71 cabins on the entire ship. As of press time, 60 people are already booked to travel with the Chamber. Several cabin categories are sold out, and the price per person ranges from \$4,049 to \$6,049. To learn more about the trip, the pricing structure or to register, contact Leigh Perry-Herndon at 251-431-8645 or lherndon@mobilechamber.com.

Day 1 – Oct. 15: Mobile to Munich

Day 2 – Oct. 16: Munich

Upon arrival in Munich, you will be transported to your Munich-area hotel. Located at the river Isar in the southern part of Bavaria, Munich is famous for its beautiful architecture, fine culture and the annual Oktoberfest beer celebration.



Day 3 – Oct. 17: Munich - Passau

In Munich, admire architectural wonders like the Old Town Hall, St Peter's Church and the Munich Residenz; stroll through the lively Viktualienmarkt; and see the world-famous Hofbräuhaus beer hall. Enjoy a scenic drive to Passau for a tour of this fairytale city founded more than 2,000 years ago. Later in the afternoon, board the elegant Amadeus ship for the seven-night cruise.



Day 4 – Oct. 18: Melk - Vienna

Arrive in Melk/Emmersdorf in Lower Austria for a tour of Austria's largest baroque abbey, Melk Abbey, which is listed as a UNESCO world cultural site. Enjoy an afternoon of fantastic views of the river landscapes as the ship cruises toward Vienna.

Day 5 – Oct. 19: Vienna

Explore the fascinating city of Vienna, including magnificent Ring Boulevard with all its glorious sights such as the Vienna State Opera, Imperial Palace, Parliament and City Hall. In the afternoon there's an optional Schonbrunn Palace tour to the former imperial residence of Empress Maria Theresia.

Day 6 – Oct. 20: Budapest

The twin Old World capitals, Buda and Pest, are linked by many wonderful bridges spanning the Danube. The tour includes such sites as Fisherman's Bastion & St. Matthias Church. Enjoy a free afternoon to stroll through this beautiful European city often called the "Queen of the Danube."

Day 7 – Oct. 21: Budapest - Bratislava

Stroll the streets of Budapest one last time, or purchase a bit more paprika from the marketplace. For those looking for a bit more of Hungarian culture, you may wish to sign up for our optional Puszta Tour that will take you into the countryside on a historical journey to see how paprika became the “red gold” of the Kalocsa Region.



Day 8 – Oct. 22: Bratislava - Linz

Visit Bratislava, the capital of Slovakia, at the foothills of the Carpathian Mountains on the banks of the Danube River, with a



walking tour. Stroll through Kapilus Lane, where you will see the seminar of the priests as well as the Gothic Church of the Clarissin Order. The 17th century Gobelin collection is particularly worth seeing. Pass by the Hviezdoslav Square, with the Opera House, the Ganymed Fountain and the concert hall.

Day 9 – Oct. 23: Linz - Passau

Spend the morning cruising the glorious Danube until you arrive in Linz and embark on a walking tour of this city founded by the Romans. Take a stroll down the main street to the medieval town square. Enjoy the world-famous Linzer Torte (cake) in one of the local bakeries.

Day 10 – Passau - Mobile; or stay for an additional 3 nights in Prague (\$799 per person)

Prague is a fabulous city, and a great way to end to your Danube River cruise. Price includes three nights of accommodations in a first-class hotel in Prague, with breakfast each morning as well as:

- All transfers included;
- City tour of Prague;
- Visit Old Town Square in the heart of Prague, which is filled with houses, churches and other structures dating back to the 13th century;
- Optional tour to the Prague Castle; and
- Optional farewell folklore dinner.



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Partners for Growth Means Diversity and Inclusion

*The last three issues of **The Business View** have taken an in-depth look at the Chamber's Partners For Growth (PFG) program of work.*

There are five pillars to the plan. In this issue, we will look at the fourth pillar – Diversity Business Development.

While all Mobile Area Chamber initiatives are designed to impact economic development with diversity and inclusion in mind, the next phase of Partners for Growth (PFG) will enhance what's been done in the past.

"By focusing additional resources on opportunities for minority-, veteran- and women-owned businesses, we enhance Mobile's economic vitality," said **Darrell Randle**, vice president of small business development for the Chamber.

"Creating a culture of business diversity also allows for greater connections and increased opportunities, and the Chamber understands that full potential is only realized when diversity and inclusion are the standard to strengthen and affect our community."

Through the Chamber's Growth Alliance Task Force, staff and volunteers nurture local entrepreneurs and minority business enterprises. The task force encourages small and disadvantaged businesses to take advantage of existing resources such as local business resource providers, funding sources, business networks, training sessions, affordable advertising and access to corporate decision-makers and mentors,

while the staff remains focused on seeking additional opportunities and mentoring/counseling business owners.

This pillar of the PFG program of work will singularly focus on growing the capacity and success of diverse firms through enhanced services and programming.

Action items are geared toward continuing and expanding efforts.

They include:

- Advocating for economic inclusion and creating supplier diversity education opportunities;
- Researching and employing best practices from leading Chamber diversity and inclusion programs;
- Adding staff capacity to lead diversity and inclusion initiatives;
- Expanding the structure, role and visibility of the Growth Alliance Task Force;
- Creating and delivering training, education and mentoring programs;
- Increasing access to financing for diverse companies;
- Encouraging diverse business and supplier participation as part of the economic development process;

- Supporting the City of Mobile and Mobile County in their diversity and inclusion initiatives;
- Facilitating symposiums focusing on addressing and recognizing innovative initiatives in Mobile; and
- Utilizing the Innovation PortAL to create a Minority Business Accelerator (MBA) for the development of minority business enterprises.

Over the last two-plus decades, the Chamber has presented a measurable, strategic program to guide its economic development efforts. The latest edition of the program – Partners for Growth: Growing Global, Investing Local – is being chaired by **Elliott Maisel**, Gulf Distributing Co.; **Mark Nix**, Infirmary Health; **Mike Saxon**, Alabama Power; and **Brian Willman**, Regions Bank.

To learn more about PFG efforts, or to schedule a time for a member of the Chamber's economic development team to visit and talk with your company, contact **Cesny Soffronoff** at 251-431-8636 or csoffronoff@mobilechamber.com.

By focusing additional resources on the opportunities for minority, veteran, and women-owned businesses, we enhance Mobile's economic development and vitality.

Karen Williamson



Company: Gulf Coast Air & Hydraulics

Title: President

Hometown: Mobile

First job: Mobile County Public Schools in the audit department

Previous experience: Williamson previously worked as operations manager for Mueller Engineering, later purchased by Cross Companies. Throughout her 26 years at Gulf Coast Air & Hydraulics, she has worked in several positions, including sales, human resources, accounting, vice president and her current position, president.

Accomplishments: Williamson worked with previous owner Charles Moorehead III to grow the

small company's annual sales revenue from \$1.8 million to \$15 million, with 32 employees averaging a tenure of 15 years. Gulf Coast Air & Hydraulics is known worldwide in the marine industry.

Secret to success: "Dedication and hard work," she said.

Brief company description: Gulf Coast Air & Hydraulics is a full-line distributor specializing in air and hydraulic sales, service, fabrication and installation for the industrial and marine industry. Today, with more than 35 years in operation, the total solutions company offers hydraulic component and systems sales and specializes in variable-frequency drives from 5 HP to 2000 HP.



Chamber Chase

What are Kevin Carey with Trustmark Bank (above, center) and Mobile Area Chamber President and CEO Bill Sisson (in back row) doing in tie-dye and dreadlocks? Be sure to check out the November issue of The Business View to learn more about Chamber Chase and how the leadership is committed to the volunteers having a little fun.



Ryan New
SVP, Commercial Banking
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251.421.1355

April DePaola
VP, Wealth Management
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251.377.3999

Mark Fillers
South Alabama Market President
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Pictured above was a Blog contest winner Marston Raue, right, with Mott MacDonald who won a Fitbit charge 2 from Odetta Stutts, the Chamber's director of first impressions.

Chamber Increases Blog Readership – Sign Up Now

The Chamber's communications and marketing department recently completed a month-long campaign to increase blog readership. With a goal to add 100 followers, the campaign ended with 148 new subscribers. Those reading the Chamber's blog are the first to learn about industry announcements, follow the economic development team on recruiting trips and receive

enhanced content first appearing in *The Business View*. To sign up, go to <http://mobilechamber.com/blog/> and subscribe.

Chamber Participates in Bishop State Meeting

The Chamber's community and governmental affairs department, along with representatives from Bishop State Community College, the City of Mobile and local community stakeholders, met to discuss a workforce development training program aimed at specific trades such as concrete, framing, etc., and the revitalization of the MLK Avenue campground area. Meetings are ongoing, and the Chamber will continue to facilitate local business and industry's input in the process.

Business Retention and Expansion Committee Meets

Larry Merrihew, president of the Warrior-Tombigbee Waterway Association, spoke to members of the Chamber's business retention and expansion (BRE) committee about the economic impact the Alabama inland

waterway system has on the manufacturing and logistics/warehousing industry clusters. Also in the meeting, Terri Pringle with the South Alabama Regional Planning Commission spoke on Mobile's revolving loan fund, a locally controlled source of capital used to finance small business start-ups and expansions whose projects will create permanent jobs.

Steve Russell Retires

In other BRE news, Steve Russell, the Chamber's director of business retention and expansion, announced his retirement from the Chamber, effective Aug. 31. In his 13 years with the Chamber, Russell created the organization's BRE efforts and oversaw OffshoreAlabama.com, the Chamber's oil and gas industry task force and the Gulf Coast Technology Council. As of press time, the Chamber has not named his replacement.



Small Business Council Meets

The Chamber hosted the quarterly meeting of the Small Business Council, comprised of resource partners supporting local entrepreneurs and small businesses. While there, the group heard from the Alabama Department of Commerce Office of Small Business Advocacy regarding Gov. Kay Ivey's efforts for small business development and the group discussed additional opportunities for collaboration.

Business Expo Exhibitors Receive Training

The Chamber hosted two seminars in advance of the annual Business Expo to help exhibitors develop a strategy for a successful show. Nearly 40 Chamber-member exhibitors took part in the training provided by Janice Malone, president of Business Resource Design and Print. Malone provided proven tips and techniques, from setting up a visually appealing booth to where to stand during the show to icebreaker topics and how to follow up for maximum results.



Business Expo

With more than 2,500 attendees, the Chamber's Business Expo featured more than 200 companies and organizations showcasing many of the latest products and business solutions. Among the exhibitors were local, state and federal resource partners assisting small business owners with management, financial, procurement, marketing and technical assistance.



New Board of Advisors Named

The Chamber announced several new board of advisors members, bringing the number to 257. They are Arc Controls, Dunn Building Co., Irby LLC and Tate & Lyle Sucralose. To learn more about this group of influential members, contact Katrina Dewrell at 251-431-8611 or kdewrell@mobilechamber.com.

Recent Grand Openings and Ribbon Cuttings

Chamber staff and ambassadors helped cut ribbons and celebrate grand openings at Bella Sera Gardens, Benzer Pharmacy at Greer's, Brick & Spoon, Bright Beginnings Academy, Fairfield Inn & Suites Saraland, Rowe Engineering & Surveying Inc., Sloppy's Good Food and Catering, and Waitr. For more information on the Chamber's assistance with an upcoming event, contact Dawn Rencher at 251-431-8649 or drencher@mobilechamber.com.

Chamber Names New Ambassadors

New Chamber ambassadors include Rhen Bartlett of Blue Fish; Matthew Lollar with Slingshot; Ava Trahan of Highland at Spring Hill; and Laura Williams with APM Terminals. Ambassadors are a group of volunteer members who assist the Chamber with a variety of projects, including event registration, member visits and attending ribbon cuttings. To learn more about this group, contact Dawn Rencher at 251-431-8649 or drencher@mobilechamber.com.

NASA to Hold Business Forum

NASA is returning to Mobile on Nov. 2 to look for a wide variety of business partners and suppliers. Procurement specialists from NASA Marshall Space Flight Center, Kennedy Space Center, Stennis Space Center, Shared Services Center, major aerospace and support prime contractors and others will be on

hand to provide entrepreneurs with access to information and relationships needed to compete and participate in the federal acquisition process. Many

opportunities are available throughout NASA and the federal government for small businesses. See pg. 30 for details on how to register.



Economic Development Interns Travel the State

The Chamber's economic development team coordinated a Mobile visit with economic development interns from Alabama Power, Alabama Department of Commerce, Economic Development Partnership of Alabama and PowerSouth. This is something the Chamber has participated in for the past few years to highlight Mobile's economic growth activity to ED interns from across the state. While in Mobile, the group toured APM Terminals, Mobile Aeroplex at Brookley and Outokumpu.



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AMBASSADOR of the month



One of the things **Peggy Folz** likes best about being a Chamber ambassador is witnessing Mobile's progress. "It's great to see the excitement, enthusiasm and potential of the new members and the continued success of more established members," she said. Folz is the Chamber's Ambassador of the Month. She works at Mobile Infirmary Medical Center and has volunteered with the ambassadors program since 2012.

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.



American Cancer Society

The American Cancer Society is on a mission to free the world from cancer. The organization funds and conducts research, shares expert information, supports patients and spreads the word about prevention. Local programs, services and community events are administered through the Mobile office at 1110 Montlamar Dr., Suite 420. For more information, go to www.cancer.org or call 251-344-9856.

Pictured (left-right) front row: Pam Banker, Summer Jacobs, back row: Jill Beard, Devonna Johnson, Chelette Webster, Kathy O'Neill, Blair Gewin and Marlene Rathle.

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BOARD of advisors

Robyn A. Fuller is branch manager for Hoist & Crane Service Group. A 20-year veteran in the industry, Fuller now oversees the second oldest of the company's 23 branches. Hoist & Crane Service Group provides inspections, service, upgrades, runway and structural analysis, and new equipment for material handling. Fuller, who moved to Mobile in 2016, is developing an apprentice program for the Mobile branch to help young people transitioning out of the foster-care system who have an interest in becoming material handling specialists.



Paul Lewis is vice president for Roy Lewis Construction Corp. He earned a degree in building science from Auburn University in 2000, and began his career with the company serving clients in Alabama, Mississippi and Florida. Roy Lewis Construction is a design/build general contractor offering commercial, industrial, tenant build-out and construction management services. Lewis volunteers with Ransom Ministries, United Cerebral Palsy and Spring Hill Baptist Church.



J. Day Peake III is counsel for Phelps Dunbar, where he practices labor and employment law. He counsels businesses on employment practices from developing an employment handbook and drafting non-compete agreements to protecting trade secrets and proprietary information. Peake is a member of the Alabama State Bar, the Tennessee State Bar and the American Bar Association, and serves on the board of directors of Ronald McDonald House. He was recognized by Mobile Bay Magazine in 2012 with a 40 Under 40 award, and is a Mid-South Super Lawyers rising star. Phelps Dunbar is a Partners for Growth investor.



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

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OCTOBER

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

11

COFFEE WITH THE CHAMBER

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

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

Where: The Admiral, 251 Government St.

Contact: Alison Unger at 251-431-8617

or aunger@mobilechamber.com

No charge. Reservations are not needed.

Sponsor:



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THE ADMIRAL
HOTEL

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: Glenda Snodgrass, president, The Net Effect

Topic: "Changing Landscape: Cybersecurity"

Contact: Brenda Rembert at 251-431-8607 or

brembert@mobilechamber.com

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

Sponsor:



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18

EAGLE AWARDS AND DIVERSITY FORUM

Celebrating Minority Business Success

Where: Renaissance Mobile Riverview Plaza Hotel

Cost: Early bird price through Oct. 1 - \$50 for members/\$60 for nonmembers, regular price: \$60 for members/\$70 for nonmembers. (Registration includes both the Diversity Forum and Eagle Awards Luncheon.)

Contact: Brenda Rembert at 251-431-8607 or

brembert@mobilechamber.com

RSVP requested. No refunds after Oct. 12.

• DIVERSITY FORUM

This year's topic, Innovative Strategies for Small Businesses, features a panel of branding and marketing experts.

When: 8:30 to 11 a.m.

• EAGLE AWARDS LUNCHEON 20TH ANNIVERSARY

Keynote speaker Stedman Graham will offer insights on developing a personal brand and becoming a more focused leader.

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

Speaker: Stedman Graham, chairman and CEO of S. Graham & Associates

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19 WOMEN'S ROUNDTABLE **Members Only*

A bimonthly forum for Chamber-member women business owners and managers.

When: 8 to 9 a.m.

Where: Mobile Area Chamber, 451 Government St.

Speaker: Dr. Timothy P. Hecker, Coastal Neurological Institute

Topic: Simple Steps to Avoid Tech Neck

Contact: Alison Unger at 251-431-8617 or aunger@mobilechamber.com

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

25 GULF COAST TECHNOLOGY COUNCIL LUNCH

A bimonthly lunch of the Gulf Coast Technology Council.

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

Where: 5 Rivers Delta Resource Center, 30945 Five Rivers Blvd., Spanish Fort

Speaker: Dane Truhett, C Spire's IT and security manager

Topic: "Security Program, Compliance and Incident Management"

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

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

Reservations required. Cancellations after Oct. 20 not reimbursed to cover lunch com.

NOVEMBER

2 NASA BUSINESS FORUM

NASA is returning to Mobile to look for a wide variety of business partners and suppliers. Procurement specialists from Marshall Space Flight Center, Kennedy Space Center, Stennis Space Center, Shared Services Center, major aerospace and support prime contractors and others will be on hand to provide entrepreneurs with access to information and relationships needed to compete and participate in the federal acquisition process.

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

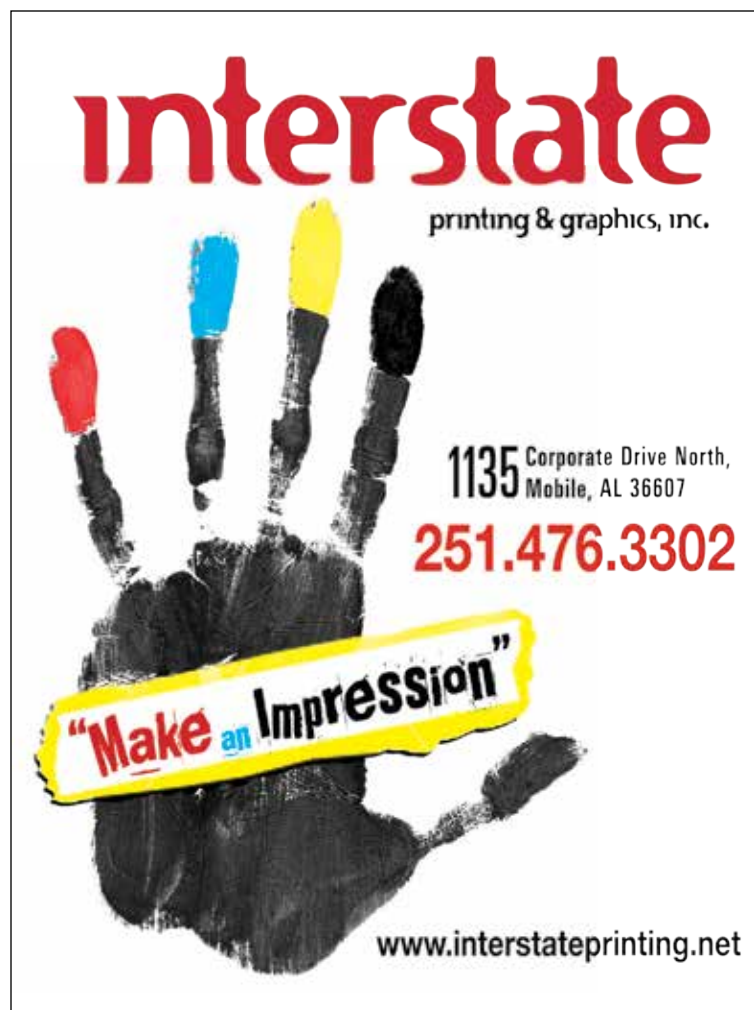
Where: Renaissance Mobile Riverview Plaza Hotel

Cost: \$50 registration fee includes continental breakfast and working lunch.

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

Reservations required by Oct. 27.

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



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8 a.m. to 3 p.m.
Renaissance Mobile Riverview Plaza Hotel
64 S. Water St., Mobile

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\$50 per person (includes lunch). Registration required by Oct. 27.
Securely register online at events.mobilechamber.com or contact Brenda Rembert at brembert@mobilechamber.com or 251-431-8607.

A program of the Mobile Area Chamber of Commerce.
Visit www.mobilechamber.com for exhibitor updates.

Who's New

University of Mobile named Dr. Steve Bowersox to

lead the worship program for the Alabama School of the Arts.



Bowersox

Bowersox earned three bachelor's degrees from Heidelberg University in music education, music performance and business administration. He also holds a master's in music education with emphasis in choral and conducting from University of North Texas, and a doctorate of Christian philosophy from Logos University in Jacksonville, Fla.



Dubose

The Alabama School of Math and Science (ASMS) welcomed Derwin Dubose as the school's director of

development. An ASMS alumnus, he earned a bachelor's degree in history from the University of North Carolina at Chapel Hill. He received a master's in public administration from Harvard University. Dubose also has a certificate in nonprofit management from Duke University.



Brenda Everett was named director of peri-operative services at Providence Hospital. She



Everett

brings more than 30 years of clinical and management expertise in the field to the position. She earned an associate's degree in nursing from Bishop State Community College and a bachelor's degree in nursing degree from the University of South Alabama. She is certified by the National Certification Board Peri-operative Nursing.



Madison



Davis



Martino



Reaves

EXIT Realty Lyon announced 10 new Realtors. They are: Glynis Madison, Rodney Davis, Jay Lewis, Garrett Nelson, Stacy Sloan, Renee Macarthur, Larrica Smith, Vickie Danielson, Diane Martino and Lawren Reaves.



Thompson Engineering named John Baker as its new CEO.

Baker, a certified design-build professional, earned a bachelor's degree in civil engineering from the University of South Alabama.



Baker



Lewis



Nelson



Sloan



Macarthur



Smith



Danielson

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Todd Greer was named dean of the school of business at **University of Mobile**. Greer earned a doctorate in organizational leadership from Regent University in Virginia Beach, Va.; a master's degree in ministerial leadership from Amridge University in Montgomery; and a bachelor's degree in communication from Defiance College in Defiance, Ohio. Greer most recently served as CEO of Exchange 202.



Greer

Andrew J. Moses MD joined **Cardiology Associates**. Moses, a clinical and invasive cardiologist, graduated with a bachelor's degree in biology from Saint Louis University of St. Louis, Mo. He also attended St. Louis



Everett

University School of Medicine, and completed an internship, residency and fellowship in cardiovascular diseases at the University of South Alabama.



Fisher



Hicks

Christian Fisher was named director of cardiovascular services at **Mobile Infirmary Medical Center**. Fisher has a bachelor's degree in biology and nursing and received a master's degree in healthcare management from Western Governors University in Salt Lake City.

In addition, **Kelley Hicks** was named director of emergency services at Mobile Infirmary. Hicks obtained a master's degree in nursing from Spring Hill College.

Business Endeavors

Mobile Works recently announced a name change and new direction in operations. It is now managing operations as **Southwest Alabama Partnership for Training and Employment** to reflect a regional role in workforce development that includes Baldwin, Choctaw, Clarke, Conecuh, Escambia, Mobile, Monroe, Washington and Wilcox counties.

University of Mobile added a family nurse practitioner master's degree program in response to the national shortage of healthcare professionals. The degree is one of four new master's degrees, including higher education leadership and policy, piano performance and vocal performance.

Roberts Brothers and **RealtySouth**, both affiliates of **Berkshire Hathaway**, announced the merger of RealtySouth's Orange Beach office with Roberts Brothers. The office will fall under the Roberts Brothers brand as **Roberts Brothers Gulf Coast**. As a result, Roberts Brothers will operate five offices with more than 250 sales associates servicing the Mobile, Eastern Shore and Gulf Coast markets.

Mobile-based **Thompson Engineering** opened its second Louisiana office in Baton Rouge. Thompson Engineering has operated in Louisiana since 2002, contributing in many aspects to south Louisiana's disaster recovery program, industrial development and infrastructure and oil and gas explorations.

The Grounds purchased 65 acres of land immediately adjoining the existing property in west Mobile, expanding the fairgrounds from 96 acres to more than 150 acres. With the land comes a new entry point to The Grounds off Howells Ferry Road and plans to further develop year-round entertainment and launch agricultural programs.

The American Basketball Association's **Mobile Bay Tornados** team is changing its name to the **Port City Tornados**. In addition, the team will combine sports and music in an effort to reach more youth and young adults.

The **Dauphin Island Sea Lab (DISL)** collected fish samples and tagged live fish for continuing research during the Alabama Deep Sea Fishing Rodeo. The fisheries team collected 951 samples, and deployed more than 50 acoustic tags. The acoustic tags will allow DISL researchers to gather data from 21 red drum and 25 speckled trout.

The **Better Business Bureau**, serving central and south Alabama, moved to 150 Government St., Suite 1004, in the historic LaClede Hotel Building.

Well Done



Rob Hackbarth of **Hackbarth Delivery Service** was inducted into the Customized

Hackbarth Logistics and Delivery Association Hall of Fame. The award honors those who have made noteworthy contributions to the customized logistics and delivery industry.

ASF Intermodal, a leading intermodal drayage provider based in Alabama with locations throughout the Southeast and Midwest, was recently named one of the Best Companies to Work for in Alabama in 2017 by *Business Alabama* and Best Companies Group to identify, recognize and honor the best employers in Alabama. This is the second time ASF has been honored via this program.

Also making the 2017 list is **Wilkins Miller** accounting and advisory firm, with offices in Mobile and Fairhope. The firm was named among the best companies to work for in



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*

City of Mobile Mayor **Sandy Stimpson** was selected as one of only 40 mayors in the inaugural class of the Bloomberg Harvard City Leadership Initiative because of his leadership, creativity and commitment to improving the lives of residents. This program is the world's first comprehensive effort to connect city leaders with the latest tools, best practices and know-how needed to lead a more innovative and responsive local government in this day and age.

*

Dr. Lynn E. Yonge joined the advisory board of **Veterans Recovery Resources**, a



public charity established by veterans, for veterans, designed to deliver the highest-quality, compassionate mental wellness and substance abuse services to all veterans and their families, regardless of their ability to pay. Yonge graduated from The University of Alabama with a bachelor's degree in nursing.

*

Marylou Hyland, Levon Manzie and **Jimmy Lyons** joined the board of directors at **Ozanam Charitable Pharmacy**. Hyland is a community volunteer and artist; Manzie is the City of Mobile District 2 City Councilman; and Lyons is president and CEO of The SSI Group Inc. The three new board members will provide support for the pharmacy's mission of providing medications at no cost to low-income, homeless and indigent patients in Mobile, Baldwin and Escambia counties.

*

The **BASF** facility located in McIntosh recently received the Operational Excellence Leadership Award presented during the annual Manufacturing Leadership Summit.



Corliss



Milner

Two **University of Mobile** professors received an award for leadership and contribution to a team focused on the preparation of early educators in Alabama: School of Education Dean **Dr. Carolyn Corliss** and Assistant Professor of Education **Dr. Ashley Milner** received the Childhood Education Innovative Program Award. Corliss and Milner were recognized for their leadership in Alabama's Early Educator Innovative Program Network and exemplary development of their department's early education focus.

*

Providence Health System is one of only nine healthcare facilities in Alabama to be named a 2017 Most Wired Hospital, according to survey results released by the American Hospital Association. The distinction recognizes the use of technology to improve communication, patient safety and patient-provider relationships.

*

Hargrove Controls + Automation was recently certified by Control System Integrators Association (CSIA). The certification process ensures that Hargrove uses the industry standard best practices to reduce risk for companies seeking to hire automation system integration firms. CSIA is a not-for-profit, global trade association that offers the only complete set of best practices as a standard for the systems integration industry.

*

For the second year in a row, **USA Medical Center's** stroke team earned the American Heart Association/American Stroke Association's Get With The Guidelines-Stroke Gold

Plus Target: Stroke Honor Roll Elite Plus award. USA Medical Center also was the first hospital in Alabama to receive this honor for the rapid administration of a stroke-stopping medication called tPA. The award recognizes the hospital's commitment and success in ensuring stroke patients receive the most appropriate treatment according to nationally recognized, research-based guidelines developed using the latest scientific evidence.

*

Mighty advertising agency is currently ranked as a Top 10 Creative Agency by Clutch.co, a company that identifies leading

software and professional services firms that deliver results for their clients. Mighty offers full-service creative services with a focus on branding, digital experiences and content.

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.

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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a. Total No. of Copies	9,300	9,300
b. (1) Paid/requested outside-county mail subscriptions	2,894	2,870
b. (2) Paid in county subscriptions	none	none
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	2,894	2,870
d. (1) Free distribution by mail outside county	none	none
d. (2) Free distribution by mail in county	none	none
d. (3) Free distribution - other classes mailed by U.S.P.S.	6,107	6,077
d. (4) Free distribution - outside the mail	300	300
e. Free distribution	6,404	6,377
f. Total distribution	9,293	9,247
g. Copies not distributed	100	100
h. Total	9,293	9,247
i. Percent paid and/or requested circulation	31%	27%

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(17) Signature and title of Editor, Publisher, Business Manager or Owner & Date:

I certify that all information furnished on this form is true and complete. I understand that anyone who furnishes false or misleading information on this form or who omits material or information requested on the form may be subject to criminal sanctions (including fines and imprisonment) and/or civil sanctions (including multiple damages and civil penalties).

Susan Rak-Blanchard 30 Aug 2017

Know a company interested in benefiting from Chamber membership? Contact Emily Hatcher at 251-431-8619 or ehatcher@mobilechamber.com or Jackie Hecker at 251-431-8642 or jhecker@mobilechamber.com. Also, find a membership directory at www.mobilechamber.com.

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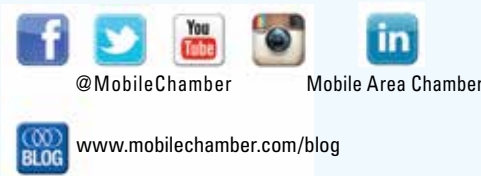
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