

the **business**VIEW

Radio Host Tom Joyner

Keynote Speaker
at Eagle Awards

**Continental Motors
Breaks Ground at
Mobile Aeroplex**

Made in Mobile:

Shoe Station

Sells Over 1 Million
Pairs Annually





Your business comes first.

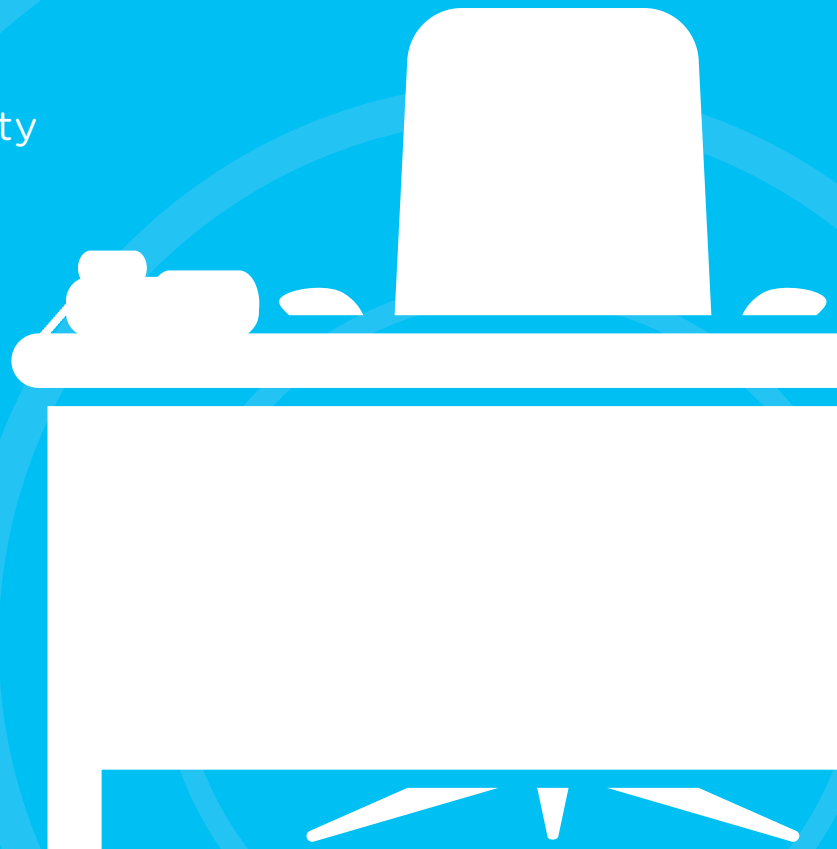
That's why we're #1 in reliability.

So we deliver industry leading levels of reliability, ensuring you get the performance and uptime your business needs from a solution you rely on every day.

-  HD Voice Quality
-  Premium Polycom Phones
-  Best in class uptime and reliability
-  Unlimited Nationwide Calling
-  Cloud-based PBX

We manage your phone service so you can focus on whatever drives your results.

C Spire. Customer inspired.



From the Publisher - Bill Sisson

Building a Pipeline of Talent in Mobile

It's not enough to bring in new companies and jobs. When people ask me what the future of economic development holds, I say without hesitation: "talent development." Communities that figure this out will be the ones that continue to prosper and grow.

When I talk with my counterparts across the country, it's evident cities from coast to coast are dealing with challenges in the workforce. For us locally, I'm convinced that if we don't focus on this, our recent banner economic development and the newly created jobs in our community will be at risk of not fulfilling expectations.

And perhaps the saddest part is, if we fail to do this, we'll be driving to visit our kids in communities that nurture talent the best.

That's why the Chamber's Partners for Growth (PFG) economic development strategy now includes a huge initiative focused on talent development, which we will begin introducing over the next few months to our members and investors.



Research on the topic reveals there is a proven process to build strong talent pipelines. The steps in the process include a thorough study of current and future workforce needs and a full assessment of the talent inventory already in the area. After this, developing the talent pool is where the rubber hits the road – and the

most important part of the process. This of course includes recruitment and retention of talented professionals in the metropolitan region.

Our strategy will follow this process, and I'm looking forward to working with all of you to ensure we create a talent development system that can serve our business community well into the future. In the great American tradition, business, civic and education leaders can work together to ensure a skilled workforce and a stronger economy. It's important work. Our economic prosperity and the retention of our children are at stake.

ON THE COVER

Each Shoe Station location – there are 21 across five states – has an average of 35,000 pairs of women's, children's and men's shoes, sandals and boots. President and CEO Brent Barkin is a third-generation shoe salesman and took over the family business founded in Mobile. See story on pgs. 12-13. Photo by Jeff Tesney.

- 5 News You Can Use
- 9 Small Business of the Month: Port City Medical
- 11 Small Business Corner: Doing Business with the State of Alabama
- 12 Made in Mobile: Shoe Station
- 14 Blue Fish Named Small Business of the Year
- 16 Eagle Awards Coming Oct. 19 – Luncheon and Forum
- 20 Join the Mobile Area Chamber on a Tour of Ireland
- 22 Investor Focus: Gulf States Engineering
- 23 CEO Profile: Nick Sellers
- 24 Chamber@Work
- 24 Jennie Campbell Joins Chamber Board
- 25 Business Spotlight of the Month: Oak Hollow Farm
- 25 Ambassador of the Month: Colleen Harrison
- 26 Board of Advisors: Mike Brown, Jason Slinkard, Dr. John Valentine
- 27 Calendar
- 29 Member News
- 33 Anniversaries
- 34 New Members



the business view is published monthly, except for the combined issue of December/January, by the Mobile Area Chamber of Commerce
451 Government St., Mobile, AL 36602
251-433-6951 www.mobilechamber.com ©2018

Publisher William B. Sisson
Executive Editor Leigh Perry-Herndon
Managing Editor Jennifer Jenkins
Copy Editor Michelle Irvin

Additional Writers and Editors

Mike Herndon, Ashley Horn,
Susan Rak-Blanchard and Carolyn Wilson

Printing Services: Interstate Printing/Direct Mail

Graphic Design: Wise Design Inc.

Advertising Account Executive: René Eiland
251-431-8635 reiland@mobilechamber.com

A SMALL CHANGE CAN MAKE A BIG IMPACT

NOW GLUTEN-FREE

CASH FLOW INSIGHTSM IS ANOTHER SMALL CHANGE THAT CAN HELP GROW YOUR BUSINESS.

As a business owner, you realize it's often the little things that make the biggest difference. That's why you're always looking for smart ways to make your business better. Cash Flow Insight is an easy-to-use online tool that can help you improve how you manage your business's cash flow.



PNC CASH FLOW INSIGHTSM

PNC.COM/BIGIMPACT
855-762-2361

OPEN A BUSINESS CHECKING ACCOUNT WITH CASH FLOW INSIGHT • SWITCH TO PNC WITH OUR QUICK SWITCH KIT

Cash Flow Insight requires a PNC business checking account and enrollment in PNC Online Banking. \$10 monthly fee applies for Cash Flow Insight when you sign up with a business checking account. \$10 monthly fee is waived with a Business Checking Plus or Business Checking Preferred account. For supported accounting software and other details, call 855-762-2361 or visit pnc.com/cashflowinsight.

Cash Flow Insight is a service mark of The PNC Financial Services Group, Inc.

©2017 The PNC Financial Services Group, Inc. All rights reserved. PNC Bank, National Association. Member FDIC

Local Developer to Build Continental Motors HQ

In its first project outside commercial retail development, **Burton Property Group (BPG)** is collaborating with Stonemont Financial Group and Clayco Inc. to construct **Continental Motors'** corporate headquarters and manufacturing facility at Mobile Aeroplex at Brookley.

With 275,000 square feet under roof, the state-of-the-art facility will consolidate Continental's current 11 buildings on 45 acres to two buildings on 20 acres, according to **Philip G. Burton**, president and CEO of BPG. The majority of the two facilities will be dedicated to engine and parts manufacturing.

The total project duration is expected to take 11 months, with another year to move in.


Clayco Inc., the design-build firm, will begin construction immediately at Brookley. "Our commitment to Continental Motors is to collaborate closely



with their team to create a manufacturing environment that optimizes their quality, safety and productivity," said Clayco Executive Vice President and Shareholder **Anthony Johnson**.

"The 'greenfield' facility will modernize our manufacturing processes into a world-class, high-productivity, vertically integrated center of manufacturing excellence among the aviation cluster in

Mobile," said **Michael Skolnik**, executive vice president of global operations for Continental. 

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

LOCAL FIRM. GLOBAL RESOURCES.

Wilkins Miller is a constant force leading you forward by bringing an expert staff of certified public accountants, business analysts, consultants and advisors to the table to help you see farther and reach higher. We are also a proud member of DFK International, a worldwide association of independent accounting and management consulting firms, where we are able to give clients immediate access to industry and technical expertise around the globe.

wilkinsmiller.com

WilkinsMiller

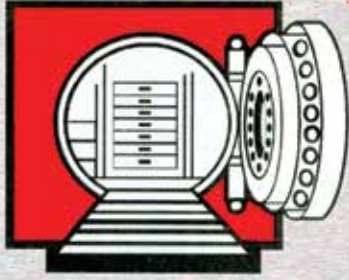


Mobile, Alabama
41 W. I-65 Service Rd. N., Suite 400
251.410.6700

Fairhope, Alabama
56 South Section Street
251.928.0929

Is Your Business Safe?

SECURITY SPECIALISTS



ACCESS CONTROL • CCTV • SAFES
ELECTRONIC LOCKS • CARD SYSTEMS • MASTER KEYS
WIRELESS SYSTEMS • VAULTS • TIME ZONES
HIGH SECURITY LOCKS • AUDIT TRAILS

Sales • Installation • Service

**COAST SAFE &
LOCK CO., INC.**

457 Dauphin Island Parkway
"At the Loop"

Mobile, Alabama 36606 AL State Lic. # 1102

(251) 479-5264

Mobile's Permitting Process Goes Online

The City of Mobile recently introduced a new online permitting service to give citizens and developers access to managing plans, permits, inspections and code enforcement cases.

According to **Shayla Beaco**, executive director of Build Mobile, Customer Self Service (CSS) brings the development process from the industrial age into the information age. "It is business-friendly, so our applicants can apply for permits, check the status of applications and inspections, stay up-to-date on planning applications, pay permit fees – all from the comfort of their home or office," she said.

Additionally, CSS provides tools to track and manage permits, upload revisions and download approved documents.

Anyone can go online to set up an account. From there, you can:

- Access a dashboard that tracks plans, permits and inspections if you are a contact on record;
- View details on plans, permits and inspections if you are a contact on that record;
- Search for plans, permits, inspections and code cases;
- Pay invoices online if you are a billing contact on that record;
- Request an inspection on active permits if you are a contact on that record; and
- View user profiles.

To learn more about CSS and register for an account, go to urban.cityofmobile.org/portal/.

YOU WANT A BETTER COMMERCIAL BANKER. REGIONS IS WHERE YOU'LL FIND ONE.

EXPECT BUSINESS INTELLIGENCE THAT GOES BEYOND THE BALANCE SHEET.

There will come a moment when you realize your Regions Commercial Relationship Manager is someone who will bring you a lot more than just ways to raise capital. You'll see we're here to demonstrate our value to you as local, knowledgeable business consultants. You'll find we ask smart questions, listen to your answers and deliver smart solutions for your business. You'll know we're true partners. In that moment, you'll realize you made the right choice.

LET'S START THE CONVERSATION TODAY.

Christian White | Commercial Banking | 251.690.1065 | christian.white@regions.com

Commercial Banking | Treasury Management | Capital Markets | Wealth Management



© 2018 Regions Bank. All loans and lines subject to credit approval, terms and conditions. | Regions and the Regions logo are registered trademarks of Regions Bank. The LifeGreen color is a trademark of Regions Bank.

BIG ENOUGH
TO OFFER 1,400 CLASSES
AT 16 LOCATIONS.

SMALL ENOUGH
TO KNOW YOUR NAME.



Alabama's Lowest Tuition

www.CoastalAlabama.edu
1-800-381-3722

CAMPUS LOCATIONS
BAY MINETTE | ATMORE | BREWTON | FAIRHOPE | GILBERTOWN
GULF SHORES | JACKSON | MONROEVILLE | THOMASVILLE
ALABAMA AVIATION CENTER AT BROOKLEY FIELD

IT IS THE OFFICIAL POLICY OF THE ALABAMA COMMUNITY COLLEGE SYSTEM AND COASTAL ALABAMA COMMUNITY COLLEGE THAT NO PERSON SHALL, ON THE GROUNDS OF RACE, COLOR, DISABILITY, GENDER, RELIGION, CREED, NATIONAL ORIGIN, OR AGE, BE EXCLUDED FROM PARTICIPATION IN, BE DENIED THE BENEFITS OF, OR BE SUBJECTED TO DISCRIMINATION OR HARASSMENT UNDER ANY PROGRAM, ACTIVITY, OR EMPLOYMENT.



Sound risk management: calming the seas of uncertainty

There are many variables in the marine industry. How you handle risk shouldn't be one of them.

Local access and global reach are the hallmarks of our risk consulting services. With experts in 140 countries, we can help you insure your operations and secure your future.

willistowerswatson.com

WillisTowersWatson 

Confidence and trust make all the difference in reaching a goal.



FOR THE FIRST SIX MONTHS
-THEN-
GO-TO RATE
CURRENTLY AS LOW AS

1.90%^{APR*}
5.00%^{APR*}


COMMUNITY BANK

*1.90% Annual Percentage Rate (APR) for first 6 months, then variable with the APR equal to NY Prime Rate at that time with a minimum APR of 4.00% and maximum APR of 18.00%. Current APR as of 6/14/18. Offer valid until 12/31/18. Interest only or 2% of outstanding balance payment options available. With either of these options, a balloon payment equal to the outstanding principal balance at maturity and any unpaid interest will result. Minimum line of credit amount is \$25,000. No annual fee. One time documentation fees of \$100 to \$200 may be charged. Adequate property insurance on all real estate collateral is required. Consult your tax advisor regarding interest deductibility. All loans subject to credit approval. Limited time offer. See Bank for full details.



   • COMMUNITYBANK.NET • MEMBER FDIC 



Pictured inside the company's store at 6601 Airport Blvd. Suite B, are: (L-R) Melissa Gibbs, Chloe Stokes, Amanda Floyes, Steven Smith, Sedat Kacar and Debra Hulett.

Port City Medical

Specializes in Supplying Health Care Industry

Port City Medical got its start importing hydrophilic urinary catheters from Turkey 12 years ago. Now the company provides a wide range of medical supplies to a host of local doctors, dentists and organizations, including the Mobile County Health Department, Mobile Emergency Management System (EMS) and the City of Mobile.

Port City Medical is the Mobile Area Chamber's Small Business of the Month.

The company offers a full range of medical supplies, from wheelchairs to surgical instruments to needles and

syringes and everything in between.

"The main thing that sets us apart from other companies is same-day service," said Business Manager **Amanda Floyes**. "If you order something from us in the morning, it will be received by that afternoon. We also strive for outstanding customer service at all times, no matter the situation."

Company representatives are available to go to patient's homes to teach them how to use the equipment and advise them on the best models for their particular situation.

Port City Medical and its seven employees give back to the community through donations to Mobile EMS's breast cancer awareness efforts and other charitable pursuits sponsored by doctors and clients. Recently, the company donated blood pressure cuffs to Victory Health Partners.

"We believe it is important to help your community out when they are in need," Floyes said.

The business is seeing strong growth in supplying durable medical equipment such as wheelchairs, walkers, crutches and the like, and Floyes believes

the future is bright.

"The medical industry will continue to develop and grow with the aging population," she said. "We would like to maintain a stable company and continue to age and grow with it to provide medical supplies and durable medical equipment to doctors' offices, our community and people around the world."

*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.*

business internet that is years ahead of the competition.

The time to prepare for the future is before it arrives. Our network is ready today. Now we're increasing business internet speed levels across the board. Experience speeds up to 1 gigabit over our existing network.

Revolutionize your business with Mediacom.

**MEDIACOM[™]
BUSINESS**

MediacomBusiness.com

800-479-2091



BUSINESS INTERNET



BUSINESS PHONE



BUSINESS TV & MUSIC



MSO MOBILE SYMPHONY ORCHESTRA
SCOTT SPECK
MUSIC DIRECTOR

ROMAN FESTIVALS

The MSO opens its season with a musical journey to the Eternal City featuring Respighi, Berlioz and Strauss.

October 6, 7:30 p.m.
October 7, 2:30 p.m.

Saenger Theatre
Tickets start at \$15!

CONCERT IN MEMORY OF FRANCES DANLEY
Sponsored by

 **REGIONS**

THE LAURA LEE PATTILO NORQUEST CHARITABLE FOUNDATION

 **NEWS 5 WKRG**
MEDIA SPONSOR

MobileSymphony.org • 251-432-2010

Doing Business with the State of Alabama

It can be frustrating for a small business trying to land its first sale to a public institution, government agency or major corporation. One of the most helpful steps – meeting personally with the right person – is often the most difficult to take.

If you are looking for new markets, you should consider exploring how to do business with state government. Government agencies continue to look for innovative, reliable and competitive vendors who have know-how and can demonstrate more effective and efficient ways of satisfying the state's buying needs.

According to the Alabama Department of Finance, the purchasing division is charged

with meeting the needs of state agencies while ensuring the fairest and most transparent procurement possible. The website www.purchasing.alabama.gov (VSS or vendor self-service) is the communications platform between the vendor community and the state government entities.

This is the starting point if you are considering doing business with the state. Here you will find business opportunities and register as a state vendor. Once you become a subscribed vendor, you can sign up for notifications, information regarding bids, proposals, notice of awards and financial transactions.

Your Business Is Our Business.

BancorpSouth offers a full range of traditional business banking services along with other specialized services to address your financial needs. If you're looking for one or more specialized services, visit a local BancorpSouth banker today, and let's grow a relationship together.

For a BancorpSouth location near you, call us at (251) 340-1755, or visit our Branch Locator at: BancorpSouth.com/find-a-location



BancorpSouth.com/Business



BancorpSouth®
Member FDIC

Right Where You Are®

Bank deposits are FDIC insured.

Insurance and Investment products are • Not a deposit • Not FDIC insured • Not insured by any federal government agency • Not guaranteed by the bank • May go down in value.

Shoe Station's Footprint Grows Across the Southeast

In 1984, **Shoe Station** founder **Terry Barkin** had a plan to open a store full of name-brand shoes at value prices in underserved cities across the Southeast.

From humble beginnings in what was originally a J.C. Penney tire and battery center at Bel Air Mall, the company found inspiration for its name and became one of the largest independent shoe retailers in the country, according to the National Retail Shoe Association. Since then, Shoe Station has expanded its footprint throughout five states, with sales reaching nearly 1 million pairs of shoes a year.

Place those shoes, sandals and boots heel-to-toe, and they would stretch 347 miles – enough to practically line I-65 from Mobile to the Alabama-Tennessee state line.



Shoe Station Founder Terry Barkin is pictured above during the store's grand opening in 1984. The first location was at Bel Air Mall in a former J.C. Penney tire and battery center, giving the store inspiration for its name and first logo.

His son, Brent (right), took over the company and is the current president and CEO.



Photo by Jeff Tesney

Following a two-decade career as an executive with Atlanta's Rich's Department Store chain, with shoes and handbags under his supervision, Barkin toured the Southeast to find the right market for his new endeavor.

Because his wife's family was from Mobile, he was familiar with the market. When it opened, Shoe Station was one of the few stores open seven days a week and introduced the open-shelf concept to the region.

With shoes organized by color and style directly on the floor, the store allows customers to shop at their own pace, without pressure. Barkin had seen the concept in other regions but "basically, did it on steroids," says his son **Brent Barkin**, the current president and CEO. Founder Terry Barkin passed away in 2016, following a lengthy illness.

Brent, one of five siblings, began working at the family business as a teenager. While most of the siblings are involved, he is the only full-time employee in the family and a third-generation shoe salesman.

After earning a bachelor's degree in public affairs from Princeton University and teaching for a brief period, Brent returned to Shoe Station in 2002 to assist his father and worked his way through a number of roles.

He is responsible for launching the company's website, www.shoestation.com, in 2004. Thanks to a recent partnership with Amazon.com, the store's merchandise is now available to customers nationwide.

"The internet has been lucrative for Shoe Station, but brick-and-mortar is still valued by many customers, and we anticipate success in the Southeast for decades to come," says Brent.



Today, the Mobile-headquartered company has 21 locations in five states – Louisiana, Mississippi, Alabama, Florida and Georgia – and more than 500 employees, with approximately 170 of them in Mobile and Baldwin counties.

Each store has an average of 35,000 pairs of shoes that are "always in style," says Brent. "We love shoes as much as you do."

Next year, Shoe Station will move from its original location across Airport Boulevard to the southwest corner of the former McRae's department

store building at Springdale shopping center. The new facility will be 7,000 square feet bigger than the current Bel Air location and will offer more natural light, higher ceilings and newer finishes.

Over the years, the company expanded its selection to include more than shoes for the entire family through the addition of accessories including handbags, wallets, belts and backpacks. Five years ago, the company

added clothing lines such as Columbia and Guy Harvey.

Coupons, available via text and an app, continue to be a feature customers value, in addition to traditional printed coupons.

Recently, the company added several luxury brands that are coupon-exempt, including Alegria, Birkenstock, Chaco and Dansk, as well as high-end comfort labels like

Brooks and Hoka.

Brent says his father was his mentor and role model, teaching him to "respect the customer, gather data before making a decision and to value growth and adaptation."

Shoe Station is keeping its Southeast focus because Brent says he and his team understand the region and its distinct personality and share a similar customer base and climate. "We don't know how different it would be in Minneapolis," he says.

FAST FACTS:

Grand Opening:

Oct. 3, 1984



Photo courtesy Press-Register

Shoe Volume:

Nearly 1 million pairs sold a year

Number of Stores: 21

Company Footprint:

- Alabama
- Florida
- Georgia
- Louisiana
- Mississippi

Largest Customer

Base: Women

Number of Brands Sold: 60

Most Popular Brand Right Now:

Birkenstocks



After Shoes, Next Best Seller:

T-shirts

Top Three Sales Days:

- Black Friday;
- Vendor Day; and
- the Saturday before Easter


Favorite Quote About Shoes:

"Shoes are like produce," says Brent Barkin, quoting his dad. "They don't get better with age." That quote also reflects the company's constant coupon and markdown policy.

Blue Fish Named Small Business of the Year

Congratulations to Blue Fish, the Mobile Area Chamber's 2018 Small Business of the Year. You can watch the company's profile video shown at the awards ceremony on Aug. 23 on the Chamber's Facebook page and YouTube channel, as well as the videos for the other finalists – Harper Technologies and Lagniappe – and Outstanding Entrepreneur, Clarence Ball Jr., with Ball HealthCare Services.





G.A.WEST
888-679-1965
www.gawest.com
Industrial Mechanical Electrical
Fabrication Maintenance
Civil & Site Work



Chamber Chase Exceeds \$1.2 Million Goal


This summer, the Mobile Area Chamber wrapped up its 2018 Chamber Chase campaign, exceeding its \$1.2 million goal. So what's up with the camel? You'll have to wait for the next issue to learn more about Chamber Chase Chairman Abe Harper's #FleaFree challenge to volunteers. The annual drive to increase the number of Chamber members, sell sponsorships and ads and secure in-kind donations would not be possible without dozens of volunteers. You'll also be able to meet them in the November issue of The Business View.

IDENTITY BRANDING, WEB DESIGN, SOCIAL MEDIA, & SEARCH ENGINE OPTIMIZATION

WE HELP BUSINESSES OVERCOME OBSCURITY.

251.287.9707 | www.bluefishds.com | hi@bluefishds.com

 Blue Fish



Mobile Area Chamber of Commerce

EAGLE AWARDS LUNCHEON

AND


BUSINESS EXHIBITOR FORUM

Friday, October 19

9 to 11 a.m. - FORUM
11:30 a.m. to 1 p.m. - LUNCHEON
The Battle House Hotel


KEYNOTE SPEAKER

TOM "THE FLY JOCK" JOYNER



TICKETS:
\$60 members
\$600 tables of 10
or \$70 nonmembers

Presenting Sponsor:



RSVP
251-431-8607

Exhibitor Forum and Eagle Awards Coming Oct. 19

Alabama native Tom "The Fly Jock" Joyner, renowned radio and TV host, will be keynote speaker at the Mobile Area Chamber's annual Eagle Awards Luncheon on Friday, Oct. 19, at the Battle House Hotel.

Since 1994, Joyner has hosted *The Tom Joyner Morning Show*, broadcasting on more than 118 radio stations across the country. The show has featured many guests addressing lighthearted and fun topics as well as serious issues affecting the African-American community.

After 25 years, Joyner is retiring to focus on his other endeavors, including The Tom Joyner Foundation, Reach Media and his website, www.blackamericaweb.com.

During the luncheon, the Chamber will present Eagle

Awards to two local companies whose outreach in the minority-business community is significant. In addition, Bama

Pest Control, winning the award for the third time, is being inducted into the Eagle Awards Hall of Fame, and the Chamber will present a posthumous Legacy Award to Alabama native and entrepreneur Al Joyner.

Preceding the luncheon, from 9 to 11 a.m., there will be tabletop displays by businesses committed to supplier diversity and inclusion.

Companies participating in the forum are looking to expand their supplier base; small and minority-owned businesses that serve the community; or corporate and governmental agencies.

Companies participating in the forum are looking to expand their supplier base; small and minority-owned businesses that serve the community; or corporate and governmental agencies.

FAST FACTS

Date: Friday, Oct. 19

Time: 9 to 11 a.m. - Business Exhibitor Forum
11:30 a.m. to 1 p.m. - 21st Eagle Awards Luncheon

Location: The Battle House Hotel and Spa

Cost: \$60 per person/\$600 Table of 10/\$70 potential members
*includes both the Business Exhibitor Forum and the Eagle Awards Luncheon

To register: events.mobilechamber.com or contact Brenda Rembert at brembert@mobilechamber.com or 251-431-8607.

Reservation deadline is Monday, Oct. 15. Payment must be received at time of registration. No refunds or cancellations after that date.

2018 Eagle Award Winners

Presented by the Mobile Area Chamber of Commerce

Harper Technologies LLC



If the name sounds familiar, it's because Harper Technologies LLC has stood in the Chamber's recognition arena before, most recently as a finalist for the Small Business of the Year award. Company President **Abe Harper** is also a 2017 graduate of the Chamber-hosted U.S. Small Business Administration Emerging Leaders program.

The IT support and consulting firm was founded in 2002 by brothers Abe and **Carl Harper**. Regional clients include individuals, small- to medium-sized businesses, nonprofits and local government entities.

To stay on a growth trajectory, the company's strategies include seeking client evaluations and rolling out new service plans.

One client wrote of Harper Technologies: "For those of us that are not 'technological,' they make it easy to understand."

Years in business: 16
Number of employees: 6
Address: 50 N. Broad St., Mobile

VisionSpot Consulting Group



VisionSpot Consulting Group offers companies optimal efficiency, greater productivity and a pipeline of leaders – what every business needs to maintain its position in the marketplace and plan for future growth. VisionSpot Consulting Group's Dr. Valerie James assists with these core areas and more.

First founded in 1998 in California, the company was relaunched two years ago in Mobile.

What sets VisionSpot apart is its customized programs and the pool of experienced contract professionals who help deliver processes proven to develop people, projects and performance, says James.

Her clients call her "an active and engaged partner" and an "advocate of *Power Your Potential*," which was the name of her book, published in 2008.

Years in business: 2 in Mobile, 20 overall
Number of employees: 1
Address: 11 Water St., Ste. 10290, Mobile

Eagle Awards Hall of Fame 2018 Inductee

Bama Pest Control



No matter what bugs you, Bama Pest Control has a solution. Whether it's insects, termites, rodents or wildlife, the 38-year-old company has the expertise to get rid of them.

Serving Mobile, Baldwin and Washington counties, the family owned business offers both professional and do-it-yourself options to its residential and commercial customers.

And beyond pest removal, the company recently developed Rain Mover, a patent-pending system that keeps gutters clean and prevents mosquitoes and other bugs from breeding there.

As a three-time winner of the Mobile Area Chamber's Eagle Award, Bama Pest Control is now being inducted into the Eagle Hall of Fame. Previously, the company won the award in 1999 and 2012.

Years in business: 38

Number of employees: 7

Address: 1862 Duval St., Mobile

Chamber Presents Posthumous Soaring Legacy Award

During the Mobile Area Chamber's Eagle Awards luncheon on Friday, Oct. 19, the inaugural Soaring Legacy Award will be presented to the family of **Al Joyner**, the first African-American McDonald's franchise owner in the state of Alabama. He died in 2015.

The award was created by the Chamber's Growth Alliance Task Force to recognize individuals whose life work in entrepreneurship, economic empowerment and community involvement have positively influenced lives in the minority community.

In addition to owning McDonald's franchises in Mobile, Birmingham and Jackson, Miss., Joyner developed and opened the first face-to-face drive-thru in the McDonald's system. Joyner was also the first African-American to purchase and develop a major shopping center in the state. "Legacy usually speaks to the end of one's life or career, but this award is more than that," said **Darrell Randle**, vice president of small business development for the Chamber. "It's also about encouraging future leaders to build a lasting legacy that will stimulate, encourage and inspire others to soar for generations to come."

Joyner's widow, **Danita**, and brother **Tom Joyner**, the Eagle Awards keynote speaker, will accept the award on behalf of his family.

5 Advantages of a Diverse Workplace No One is Talking About

By Jim Morris, chief consulting officer, WMFDP



When an organization embraces diversity and inclusion as an integral part of the fabric of the company, incredible cultural transformations take place. People feel a greater sense of belonging, they feel more valued and respected by their team and they are able to perform their job functions better. A diverse workplace isn't just good for people; it's good for business as well, and it is crucial for creating a thriving company culture.

The advantages of a diverse workplace will only become more important as millennials and Gen-Z employees increasingly move into leadership positions and seek out companies that prioritize diversity and inclusion. Here are some key takeaways:

1. Employees learn to use their head and their heart.

Many people experience an unexpected side effect when they embrace the chance to become aware of their unconscious bias: their interpersonal relationships improve. By engaging in conversations around diversity, we tap into an emotional vulnerability that carries over into familial and romantic relationships as well. Becoming aware of what you don't know can be an emotionally freeing experience, both at work and at home.

2. Employee engagement.

After embracing diversity initiatives, one CEO believes his organization "truly learned how to fully engage each individual," while another business leader says a diverse workplace gives his staff the opportunity to "work with others from different organizations and

get to know colleagues in richer, deeper ways." Diverse workplaces necessitate profound and sometimes difficult conversations between employees who are given opportunities to be aware of unconscious biases and actively listen to others.

3. Increased innovation.

Creativity and innovation rely on having an open mind and the ability to approach an issue from different perspectives. So a workplace that encourages diversity – not just of race, gender and culture, but also of thought, will inevitably foster more innovation. When Rockwell Automation realized it had to attract, engage and leverage a wider range of talent, it began looking to improve diversity and inclusion efforts. As a result, the company was able to substantially increase women in leadership roles and involve male employees in playing a key role in redefining the culture.

4. More clearly defining the organization's business goals and values.

Having a diverse workplace helps an organization better define its values and overall role in the community. Business leaders who have integrated and prioritized diversity within their organizations find that diversity helps them to "better define and direct organizational values," and that "having a sound inclusion and diversity foundation has sparked discussions among leaders that are helping shape current and future actionable plans." Diversity in the workplace creates organizations that are adaptable and resilient.

5. Thriving in a global, multicultural business environment. A diverse workforce means people can bring their whole selves to work and better connect with others. We often hear leaders say that diversity initiatives make a huge difference in the way they approach and engage with others, and that being part of a diverse workplace means employees are more comfortable meeting and interacting with people from all over the world. In today's global business

environment, the ability to connect with people from a variety of backgrounds and cultures is a huge advantage.


Jim Morris has 30 years of experience working and leading in purpose-driven consulting organizations. He is the chief consulting officer at WMFDP, a consulting firm that provides organizations and business leaders with the skills they need to establish inclusive work cultures.

Wonderland Express



HEAVY HAULING

FLATBED • HEAVY HAULING • BOAT HAULING • CONTAINER HAULING

Agent since 1993

MEMBER


*Specializing in Tanks, Pipes,
Heavy Equipment and Machinery,
and Over-Dimensional Boats*

Serving 48 States and Canada.

Call anytime!
If you're working, so are we.



7040 McDonald Road Irvington, AL 36544
Phone: 800-242-9212 or 251-653-7348 Fax: 251-653-1199
E-Mail: derekp@bellsouth.net www.wonderlandexpressinc.com

Join the Chamber for a Breathtaking Nine-Day Tour of *Ireland* April 2019

This spring, the Mobile Area Chamber will host a group people to explore Ireland on a nine-day excursion across the countryside. Only eight seats remain for this trip taking place April 10-19, 2019, with flights leaving from Mobile.

Cost of the trip is \$3,599 per person through Oct. 11, when the price increases by \$100 – based on double occupancy. Single-room rates are an additional \$450. The price includes roundtrip airfare from Mobile, all hotel accommodations, many meals, bus accommodations, tour manager, day guides, most tours and more. Highlights of the trip include: Dublin, Kilkenny, Waterford, Blarney Castle, Killarney, Ring of Kerry, Limerick, the Cliffs of Moher, Galway, and a one-night stay at Cabra Castle.

To learn more about the trip, or to register to join the group, contact **Leigh Perry-Herndon** at 251-431-8645 or lherndon@mobilechamber.com. The deposit is \$500 per person, and full-coverage travel insurance is available for an additional \$315. The trip balance will not be due until Feb. 9, 2019.

Trip Details

April 10: Leave Mobile on an overnight flight to Dublin

April 11: Arrive in Dublin. Tour Begins

Get a tour of Old Dublin. Tonight the group enjoys a traditional Irish evening including a regional dinner cruise.

April 12: Dublin

Ride with a local guide to see St. Patrick's Cathedral, St. Stephen's Green, Grafton Street and the historic Phoenix Park, or take a walking tour of the city's historic center, exploring O'Connell Street, the General Post Office and the River Liffey. In the afternoon, discover Dublin's charms on your own. *(Breakfast included)*

April 13: Dublin - Kilkenny

Begin the day in the medieval splendor of 12th Century Kilkenny on the River Nore. Then, in ancient Waterford, embark on a leisurely paced walking tour of Ireland's oldest city, and tour the Waterford Crystal

factory or visit the Medieval Museum for a guided tour and glass of wine in the 15th Century Mayor's Wine Vault. *(Breakfast and dinner included)*

April 14: Waterford - Blarney Stone - Killarney

Live the legend. The story goes that those who kiss the Blarney Stone gain the gift of eloquence. This morning, give it a shot at historic Blarney Castle. Cross into County Kerry and continue on to charming Killarney. In Killarney's stunning national park, board a traditional boat and sail through the breathtaking lakes in the company of an expert boatman. *(Breakfast and dinner included)*



April 14: Killarney - Ring of Kerry – Killarney

Take in the rugged coastline around the picturesque Ring of Kerry, past pristine beaches, quaint villages and majestic landscapes. At the Gap of Dunloe, shop for local artisan-made crafts. See border collies in action during a traditional sheepdog demonstration at a family-run farm. *(Breakfast included)*



April 16: Killarney – Adare – Limerick

Start with a traditional jaunting car ride through Killarney National Park to Adare, Ireland's prettiest village, for some time at leisure. Continue to Limerick, where a panoramic city tour showcases King John's Castle and the Treaty Stone. Delve into the fascinating history of the "city of the violated treaty." *(Breakfast included)*



April 17: Limerick – Cliffs of Moher – Galway – Limerick

Enjoy cinematic views of the mighty Atlantic from the 700-foot-high Cliffs of Moher. Pass through the windswept, limestone landscape of the Burren, known for its stark beauty and Neolithic tombs. Continue on to Galway where a brief tour showcases "The City of Tribes." *(Breakfast and lunch included)*

April 17: Limerick – Tullamore/ Killbeggan – Kingscourt

You don't have to be a connoisseur to appreciate the old-world heritage of Ireland's whiskey territory. Your journey brings you to Tullamore and Killbeggan in the heart of Ireland, where a distillery brings whiskey craftsmanship to life and gives you a taste of the final product. End your trip with an overnight stay on the regal grounds of Cabra Castle. *(Breakfast and dinner included)*

April 19: Return home to Mobile

Do you have a **true** financial partner, or just another bank?

Trustmark has been a true financial partner for countless businesses throughout the South for over 127 years. With a team of experienced professionals and diverse product and service offerings designed to meet a variety of financial needs, Trustmark can give you the power to achieve your goals and operate your business with confidence. Call or visit us today to learn more. **People you Trust. Advice that works.**



Trustmark

trustmark.com

Member FDIC





Gulf States Engineering is a multidisciplinary engineering firm with a wide variety of experience in heavy industrial, commercial and government projects. The firm is located at 600 Azalea Rd. in Mobile.

Gulf States Engineering

Company officials: Timothy G. Morris, president and CEO; John T. Wade, vice president; Karen L. Brown, vice president; S. Lane Sesi, vice president; Matthew C. Roberts, vice president

Years in business: 20 years

Brief company description: Gulf States Engineering (GSE) is a multi-discipline engineering firm with a wide variety of experience in heavy industrial, commercial and government projects. The employee-owned firm founded in 1998, has 60-plus employees including planners, multi-disciplinary

engineers (structural, civil, mechanical, chemical, electrical and fire protection), surveyors, and program/construction managers. With its headquarters in Mobile, GSE also has offices in Gulfport, Miss., and Nashville, Tenn.

Why are you located in Mobile?

"Our Mobile office, located at 600 Azalea Rd., is a regional base for our engineering business and also serves as our headquarters," said Morris. "It is a great central location for us to expand our services, to current and future clients along I-10 and I-65."

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

"Partners for Growth has been very successful for Mobile, as they strive to make our businesses stronger and our communities closer," said Morris. "GSE is proud to support that effort in new success for this city."

What do you see as Mobile's greatest potential?

"Mobile's potential can be measured by its many assets, including the close, yet diverse, community along with its natural geographical location," said Morris. "This stimulates

tourism, transportation, education, and entertainment throughout the city."

Length of continuous Chamber membership: Since 2001



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

Nick Sellers

Company: Alabama Power Co.

Title: Vice president, Mobile division

Hometown: Birmingham

Education: Sellers earned a bachelor's degree in communications from the University of the Pacific in Stockton, Calif., and a juris doctorate from the Birmingham School of Law.

First job: At age 15, Sellers was a dishwasher and cook at Pizzeria Classico in Folsom, Calif.

Previous experience: He began his career with Alabama Power in 2003 as the federal legislative relations director responsible for pricing, rate design, policy and planning, federal affairs and corporate relations. He also led federal and community relations, workforce development and volunteer services. Prior to being named vice president of the Mobile division, he was senior vice president of business origination at Southern Company. In Mobile, he is responsible for generation development, siting, construction and state and local affairs.

Prior to his work with Alabama Power and Southern Company, he worked for the Business Council of Alabama and as a policy advisor and special assistant for economic development for the state of Alabama in the governor's office.

Accomplishments: Sellers was quarterback and co-captain for the 1995 University of the Pacific Tigers football team. In 2014, he was named a Henry Crown Fellow at Aspen Institute. He says his most important accomplishment is being husband to Julie and father to Annie, Maria and Nicholas.

Secret to success: Work hard, and treat everyone with respect.

Brief company description:

Alabama Power is headquartered in Birmingham, providing electric service to 1.4 million customers in the southern two-thirds of Alabama, and is the second-largest electric utility within Southern Company. More than 84,000 miles of power lines carry electricity to customers throughout the company's 44,500-square-mile service territory. It also operates appliance stores.



Understanding Alabama's Infrastructure Needs

The community and governmental affairs department hosted The Alliance for Alabama's Infrastructure and the Alabama Transportation Institute's presentation and policy discussion on infrastructure enhancements as top policy issues across the state. More than 40 Chamber members and representatives from the Mobile-Baldwin legislative delegation attended.

Katrina Dewrell Retires from Chamber



After more than 30 years at the Chamber, Katrina Dewrell retired on June 30. For most of her

Chamber career, she worked as assistant to former Chamber President Win Hallett. Over the past five years, she worked as a liaison for the Chamber's Partners for Growth investors and Board of Advisors members and spearheaded the Chamber's reaccreditation process with the U.S. Chamber of Commerce, annual State of the Economy events and MobileConnect – a short-term immersion program for newcomers to Mobile.

Meeting with Counterparts to Discuss Workforce

Chamber President & CEO Bill Sisson and Cheryl Nicholls, the Chamber's director of workforce development, met with members of the North Baldwin Chamber of Commerce and the Eastern Shore Chamber of Commerce to discuss mutual collaboration efforts on workforce development. A reception will be held later this month. Call Nicholls at 251-431-8641 for more information.

Member Ribbon Cuttings and Grand Openings

Chamber staff and ambassadors helped cut ribbons and celebrate grand openings at Airport 1 Self Storage, Ascension Medical Group at Providence Park, Humana, Murphy USA, Raceway, The Ruby Slipper Café and Walk-On's Bistreaux & Bar. For information on Chamber assistance with your similar event, contact Dawn Rencher at 251-431-8649.

Interns Spend Summer Touring the State

The Chamber's economic development department hosted a group of college interns working with the Economic Development Alliance of Alabama this summer. Interns spent a full day in Mobile touring APM Terminals, Airbus and the Alabama State Port Authority.

Chamber Elects New Board of Director



Jennie Campbell
Stewart Lodges at Steelwood

Jennie Campbell is a graduate of Tulane University, Michigan State University, George Washington University and Babson College. She is the CEO/president of Stewart Steelwood Investments LLC. She currently or has recently served on several executive boards, boards and committees such as 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, Mobile Area Chamber Board of Advisors, Small Business Administration Emerging Leaders and Goldman Sachs 10KSB National Cohort 9 Program.



LAGNIAPPE

Thanks for supporting Mobile's only local newspaper

AMBASSADOR of the month



A Mobile Area Chamber ambassador since January, **Colleen Harrison** says she loves being involved in the process of creating a more vibrant Mobile. She is the Ambassador of the Month. She says her volunteer work with the Chamber gives her access to people positively impacting the area and lets her promote Parkside at Cottage Hill, the upscale apartment complex where she is the community director.

Ambassadors are volunteers who support the Mobile Area Chamber by visiting members and assisting with events and ribbon-cuttings. To learn more, contact Dawn Rencher at 251-431-8649 or drencher@mobilechamber.com.



Oak Hollow Farm

Oak Hollow Farm is a family-owned and operated banquet/rental facility located on more than 300 acres of beautiful countryside at 14210 Greeno Rd. in Fairhope. With 10 full-time employees and several part-time employees, Oak Hollow Farm offers both

indoor and outdoor accommodations for any event, from weddings to retreats and other activities. For more information, contact them at 251-928-4840 or visit www.oakhollowfarm.net.



Page & Jones, Inc.

EST. 1892

125 Years of Service

GLOBAL LOGISTICS • PROJECT CARGO • SUPPLY CHAIN MANAGEMENT

Office Locations



*** CORPORATE OFFICE**
52 N JACKSON ST.
MOBILE, AL 36602
251-287-8700
www.pagejones.com
info@pagejones.com

CHB License #2843
FMC License #1567

Strengthened by Our Network of Agents Worldwide

CUSTOM BROKERS • FREIGHT FORWARDERS • SHIP AGENTS

Stewart Lodges A Place Where ...



TEAMS CONNECT!

*Have you **INVESTED** in
your **Long-Term TEAM**?
Form lasting impressions with your senior
management team at Stewart Lodges!*

AMENITIES INCLUDE:

Two Fully Furnished Lodges • 20 Private Rooms and Baths
Expansive Porches • Lake & Golf Views • Fiber Optic Wi-Fi
Entertaining/Meeting Facilities • Recreation Rooms
Including: Billiards • Surround Sound Stereo System • DVD
Multiple Large, Flat Screen, Smart TV's • Dart Board
Walk-in Bar • Fully-furnished Kitchen with Appliances
Card Tables • Beautiful Fireplace
and More!

*(Catering and
Personal Chef's
ervices available)*



Jennie M. Campbell,
CMP, CMM, PMP
CEO, President Stewart
Lodges



Stewart Lodges

Steelwood

Private • Exclusive • Customized Experience

32311 Waterview Dr. E. • Loxley, AL • 251-602-1300

For more information, please give us a call or visit our website
www.StewartSteelwood.com

BOARD of advisors

Mike Brown is executive director of the Red Cross of South Alabama. He began his fundraising career with the Boy Scouts of America in Atlanta. In 2001, he joined the American Red Cross as a disaster fundraising officer, working more than 36 disaster relief operations in 17 states, and serving as head fundraising officer for hurricanes Charley, Frances, Ivan and Katrina. After almost three years with the United Service Organizations (USO), he returned to the Red Cross as senior development officer in Atlanta before taking his current post in 2014. Brown attended Auburn University, where he earned a bachelor's degree in economics with minors in management and marketing.



Jason Slinkard is site director for BASF in McIntosh. Prior to coming to Mobile, he served in management positions for BASF in Italy, Germany and Hannibal, Mo. He graduated from the University of Missouri-Columbia with a bachelor's degree in chemical engineering. BASF is a Partners for Growth investor.



Dr. John Valentine serves as executive director of the Dauphin Island Sea Lab (DISL), and previously served as chair of the organization's university programs. Since joining the DISL, he has written or co-authored more than 95 grant proposals for research and was lead or second author on more than 70 scientific articles. He also serves as an academic editor for the scientific journals *Marine Ecology Progress Series* and *PLoSOne*. Valentine serves on the boards of the Mississippi-Alabama Sea Grant Consortium, Mobile Bay National Estuary Program and Alabama's Forever Wild Program. He earned a doctorate from The University of Alabama and is a graduate of Leadership Alabama.



For more information about the Chamber's board of advisors, contact Shelly Mattingly at 251-431-8655 or smattingly@mobilechamber.com.

OCTOBER

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

16 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: "Digital Immortality: When Your Online Persona Outlives You"

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

No charge, but RSVP requested. Free parking.

Sponsor:



19 EAGLE AWARDS LUNCHEON

The annual awards luncheon, recognizes and celebrates the accomplishments of outstanding minority-owned businesses. Tom "The Fly Jock" Joyner will be the keynote speaker. Joyner is a renowned radio and TV host of the nationally syndicated "The Tom Joyner Morning Show" and founder of Reach Media Inc., the Tom Joyner Foundation and BlackAmericaWeb.com.

When: Business Exhibitor Forum 9 to 11 a.m.

Eagle Awards Luncheon 11:30 a.m. to 1 p.m.

Where: The Battle House Renaissance Mobile Hotel and Spa

Speaker: Tom Joyner, "The Tom Joyner Morning Show"

Cost: \$60 members and \$70 potential members (registration includes access to both the Business Exhibitor Forum and Eagle Awards Luncheon)

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

RSVP requested by Oct. 15. Payment must be received at registration.

PRESENTING SPONSOR



GOLD SPONSORS



SILVER SPONSORS



BRONZE SPONSORS



MEDIA SPONSORS



23-24 AIDT LEADERSHIP DEVELOPMENT TRAINING LSI

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

When: Oct. 23 from 8 a.m. to 4 p.m. and

Oct. 24 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: Natalie Franklin at 251-431-8636 or nfranklin@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.

CONNECT
with the Chamber >>



@MobileChamber

Mobile_Area_Chamber

Mobile Area Chamber

FOLLOW
the Chamber's Blog >>



www.mobilechamber.com/blog

ATTENTION ATTORNEYS

DO YOU HAVE CASES THAT WOULD BENEFIT FROM SMARTPHONE, TABLET, OR COMPUTER IMAGING?

Of course you do. Virtually every lawyer does these days. Legal Imaging can do that for you and more. We also perform extensive social media searches. And we perform these tasks inexpensively, quickly and locally.

Give us a call. We will pick up the devices, maintain proper chain of custody protocol and have the evidence back to you swiftly.



IN THE OFFICE • IN THE COURTROOM • IN THE CLOUD
251-433-2242 • Legal-Imaging.net • 209 N. Joachim Street

EVOCATEUR



Bold & Beautiful Bracelets
Under \$400

GOLDSTEIN'S
DIAMONDS AND JEWELRY SINCE 1879

887 HILLCREST ROAD • 460-9050 • GOLDSTEINSJEWELRY.COM

25 BUSINESS AFTER HOURS

When: 5:30 to 7 p.m.

Where: Ruth's Chris Steak House, 2058 Airport Blvd. at Glenwood Street

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

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

Reservations are not needed.

Sponsor: COMCAST BUSINESS

31 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: Marcy Zambo, registered dietitian

Topic: "How to Eat Healthy Through the Holidays"

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

No charge, but RSVP requested.

Sponsor:



The online, anytime way to schedule care.

Schedule online with Ascension care teams at Providence Medical Group



No matter where you are, what time it is, or what you're up to, you can quickly make an appointment to get the care you need at GetProvidenceMobileCare.com.

Who's New



Guy



Croom

Dr. Lori Guy was named a visiting assistant professor of music at the **University of Mobile**. Guy has served as an adjunct professor of music since 2015. She has a bachelor's degree in music from the University of Indianapolis, and a master's degree in voice performance and doctorate of musical arts in vocal performance and pedagogy, both from the University of Southern Mississippi.

In other news, **Rita Croom** joined the university as dean of the College of Health Professions and assistant vice president for academic partnerships. She leads the university's expanding healthcare program, including the new doctor of nursing

practice and a state-of-the-art Center for Excellence in Healthcare Practice.



Tate



Lewis



White



Miller

Berkshire Hathaway HomeServices Cooper & Co. Inc. REALTORS welcomed four new associates, **Frances Tate, Aundretta Lewis, Delpha White and Chris Miller**.



Wilkins Miller LLC announced **Rylee Ardis, Nikeith Guillory-Mukura, Drew Kitchens and Avril McRae**

joined the professional staff. **Shannon Phillips and Amanda Vaughn** joined the administrative staff.

Ardis earned a bachelor's degree of business administration from the University of South Alabama and works with the tax and audit teams. **Guillory-Mukura** received a bachelor's in business administration from the University of South Alabama and focuses on outsourced accounting services. **Kitchens** graduated from the University of South Alabama with a bachelor's degree in business administration and works with the tax and audit teams. **McRae** received a bachelor's degree in business administration from the University of South Alabama and focuses on tax and consulting work. **Vaughn** joined the administrative team to provide support to a variety of the professional staff. **Phillips** handles administrative duties and customer service.

Hallie Hollingsworth Croom was named director of development for **University of South**



Croom

Alabama Mitchell Cancer Institute (MCI). Croom, a cancer survivor, will be responsible for directing all aspects of fundraising activities at MCI. She earned a bachelor's degree in English and journalism from the University of Mississippi.



Bank of America-Merrill Lynch announced **S. Wesley Carpenter** was promoted to senior vice president.



Carpenter

Carpenter joined Merrill Lynch in 2007. He received a bachelor's degree in finance from The University of Alabama.

In business, dreams are powerful.



At Hancock Whitney, we believe in the power of dreams. For more than a century, we've helped businesses achieve financial goals and dreams that benefit owners, employees and communities. And our commitment to serving businesses in the Mobile area is as strong and powerful as those dreams.

Your Dream. Our Mission.

hancockwhitney.com

Hancock Whitney Bank, Member FDIC.

The Orthopaedic Group PC announced **Ryan Beale** as the organization's new CEO.



Beale

Beale, who recently served as the chief operating officer at Cardiology Associates, has a bachelor's degree in healthcare management from The University of Alabama, and a master's degree in health administration and master's degree in decision analytics from the University of Alabama at Birmingham.

*

Deanna Murphy was named executive director of **Via Health, Fitness and Enrichment Center**. Murphy previously served as executive manager, director of membership and



Murphy

center director. She has been the interim executive director since April 2017.

*



Zoghby



Sanders

Adams and Reese named **Garrett Zoghby** and **Bradley Sanders** to the firm's Mobile office. Zoghby is an associate in the firm's litigation practice. A former judicial law clerk to the Honorable Ben H. Brooks, 13th Judicial Circuit Court, Zoghby received a bachelor's degree in management marketing from the University of South Alabama and a juris doctorate from the Birmingham School of Law. Sanders is serving as special counsel. He received a bachelor's degree from Millsaps College and juris doctorate from the University of Mississippi School of Law.

Willis Towers Watson hired **Sloan Sandefur** as client advocate/producer.



Sandefur

Previously, he worked as a placement broker for the last five years. Sandefur received a bachelor's degree in political science from Valdosta State University in Georgia. His focus is on commercial property and casualty accounts, mainly in the areas of construction, hospitality and marine risks. He currently is a certified insurance counselor and certified marine insurance professional.

*



McLellan

Deb Becker, who retired.

The law firm of **Burr & Forman** hired office administrator **Holly McLellan** in its Mobile office, replacing

Legal Imaging LLC hired **Kyle Stewart** as computer forensics technician.



Stewart

Stewart graduated from the University of South Alabama with a bachelor's degree in information technology. He also holds an associate's degree in business from Enterprise State Community College.

*

Commonwealth National Bank named **Thomas Felder** as its CEO.



Felder

Felder previously worked for nearly two years with Tri-State Bank of Memphis. He earned a bachelor's degree from Voorhees College in Denmark, S.C., in business administration, and a master's degree in business administration from Atlanta University.

Support Mobile
SHOP
Local

We make it easy!

Browse Our Online Catalog
Call Or Chat With Us
Never Leave Your Office
Get Next Day Delivery &
Unbeatable *Local* Support

Lowest Prices on the Largest Selection
of New & Used Office Furniture In Mobile

Since 1979



mcaleers.com

McALEER'S OFFICE FURNITURE CO., INC. 3305 SPRINGHILL AVE. MOBILE, AL 251.476.8555



Sullivan



Servold



Haynes

Moffatt & Nichol announced **Mary Beth Sullivan, Kari Servold** and **Katherine Haynes** joined

the firm's Mobile office as members of the coastal engineering, environmental and water resource team and will support projects that enhance restoration and resilience throughout the Gulf Coast. Sullivan received both a bachelor's and a master's degree in civil engineering from The University of Alabama and is a registered professional engineer in Alabama and Mississippi. Servold graduated from the University of South Alabama,

receiving a master's degree in civil engineering. Haynes is a graduate of the University of South Alabama, where she earned a master's degree in civil engineering.

*

Merrill Lynch promoted **D. Austin Bradford** to resident director of the Mobile branch. Austin earned a bachelor's degree in business administration with a concentration in finance from Auburn University. He joined Merrill Lynch as a financial advisor in 2009.



Bradford

Business Endeavors

Bishop State Community College was awarded a contract by the Southwest Alabama Partnership for Training and Employment and the U.S. Department of Labor to train out-of-school youth for employment. The "Fix It" program

will serve 40 participants between the ages of 16 to 24 who will choose to train in either residential construction or automobile collision repair. To learn more, contact the workforce development department at **251-405-7082** or **workforce@bishop.edu**.

Well Done

University of Mobile's online master of arts in education was named No. 9 in the nation using a cost metric, academic metric and online metric by Early-Childhood-Education-Degrees.com. Also, the school was ranked No. 2 in Alabama based on reputation and quality, according to College Consensus. The online ranking site combines respected national and international college rankings with student reviews to identify the Best Colleges and Universities in Alabama for 2018.

*

Dr. William E. Barrick, executive director of **Bellingrath Gardens and Home**, was inducted

into the Alabama Tourism Hall of Fame at the Alabama Governor's Conference on Tourism.

Barrick manages the 65-acre historic estate and serves as a trustee for the Bellingrath Morse Foundation, the estate of Walter and Bessie Bellingrath. Under his direction, Bellingrath Gardens has become a major tourist destination on the Gulf Coast, attracting 110,000 visitors each year.

*

Lisa Bond was recently recognized for her service as a **Humana** sales agent at Humana's annual President's Club celebration. Bond, who covers Baldwin and Mobile counties, was among 150 Humana agents selected for the honor based on her leadership in sales and member customer service.



Bond

Revamping Academics. Restoring Tradition.



MURPHY
HIGH SCHOOL
EST. 1926

Apply today to experience Murphy!
www.murphyhigh.com



BE SUPER!

We can help you get it done right and on time —
making you look **SUPER** on paper.

- Full-Service Printing
- Direct Mail
- Design Services
- Signs & Banners
- Variable Data Printing
- Emboss & Diecutting



251.438.2226
 www.gwins.cc
 957 Springhill Ave., Mobile, AL 36604

<https://www.facebook.com/gwinsprinting>



Wilkins Miller LLC announced **Taylor Brown** successfully completed and passed the uniform

Brown certified public accountant (CPA) examination. Brown rejoined the Wilkins Miller team in 2017 after gaining experience as an auditor at a regional firm. She graduated from the University of South Alabama with a bachelor's degree in business administration.



The late **Mayer Mitchell**, his wife, **Arlene Mitchell**, and his brother, **Abraham "Abe" Mitchell**, were recognized with one of the highest honors given by the Council for Advancement and Support of Education (CASE) at an event in New York City. The annual Distinguished Friend of Education Award honors individuals whose volunteer service has advanced education even though he or she is not a

graduate of that institution. For more than 40 years, the Mitchells have served as trusted leaders, visionaries, advocates, advisers and benefactors of the **University of South Alabama**. Over the course of more than four decades, the Mitchells have made charitable contributions to USA totaling more than \$108 million.



Burr & Forman partner **Jeffrey Beaverstock** was appointed as a U.S. district judge for Alabama's Southern District. He joins other Burr & Forman alums who have gone on to become federal judges, including **Bess Creswell**, also from Mobile, appointed just a few months ago as the U.S. bankruptcy judge for the state's Middle District.



Adams and Reese celebrated the 30th anniversary of its HUGS (Hope, Understanding, Giving and Support) program across all its offices. Founded in 1988,

HUGS is an employee volunteer program that has provided charitable and philanthropic programs with financial resources, donations and countless hours of hands-on volunteer support.



The **Girl Scouts of Southern Alabama** presented 10 women in Mobile with its Leading Ladies Awards. Mobile Area Chamber member recipients were: **Chasity Byrd**, formerly with FOX10; **Casi Callaway**, **Mobile Baykeeper**; **Jill Chenoweth**, **United Way of Southwest Alabama**; **Ruby McCullough**, **Thriveway Consulting**; **Ashley Rich**, **Mobile County District Attorney's Office**; **Aimee Risser**, **Big**

Brothers Big Sisters of South Alabama; and **Elizabeth Stevens**, **Downtown Mobile Alliance**.



Kimberly Lyons, **The Grand Hotel Golf Resort & Spa's** pastry chef, was named one of the Top 25 Hotel Pastry Chefs to Watch by *Hotel F&B* magazine.

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.



BOO AT BELLINGRATH

OCTOBER 27 • 11 AM – 2 PM

Sign up as a treater!

Your organization, business or club can participate in the Halloween fun by distributing treats and trinkets to the thousands of trick-or-treaters that attend this family event. This is a wonderful opportunity to publicize your organization during one of Bellingrath's busiest seasons.

For details, contact Angela Strickland, Director of Special Events, at astrickland@bellingrath.org or 251.459.8868.

Bellingrath
Gardens and Home

bellingrath.org • 251.973.2217
12401 Bellingrath Gardens Road • Theodore, AL

interstate
printing & graphics, inc.

1135 Corporate Drive North,
Mobile, AL 36607

251.476.3302

"Make an Impression"

www.interstateprinting.net

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

35 years

AltaPointe Health
Bradford Health Services

20 years

Norfolk Southern Corp.

15 years

Nichols Financial Services
The Kullman Firm
The Original HoneyBaked
Ham Co.

10 years

Ashley's Florist
Beaird Organization
Elements Therapeutic Massage
Hank's Fine Furniture
Horn Truck Rebuilders LLC
JADE Consulting LLC
Kensington Health and
Rehabilitation Center
Mamun Real Estate
The Sessions Team -
Roberts Brothers Inc.
Walmart Supercenter -
Dawes Rd. #4581

5 years

Cleveland the Florist
EcoSouth Services LLC
Pioneer Pool Products Inc.

1-4 years

Alabama Baptist Children's
Homes
Alabama Pipe Welders
Academy
Azalea Manor
Baumhower's Victory Grille
Bay Area Printing & Graphics
Solutions Inc.
Bay Images Trophies, Awards
& Personalized Gifts
Bonefish Grill
Caraustar's Mobile Paperboard
Chamber Discoveries
Coastal Neurological Institute
Colonial Life-Mobile District
EcoView Windows, Doors
and Siding
Exchange 202 LLC
General Dynamics
(Mission Systems)
HeroMan Services Plant Co. LLC
Hollon Dental

Jameson Suites
LandrumHR
MapuSoft Technologies Inc.
Marine Equipment Supply LLC
Metal Roofing Center & Supply
Metropolitan Glass Co. Inc.
Mid-Western Commercial
Roofers Inc.
Oakworth Capital Bank
Onin Staffing
Praxair Inc.
Prestige Event & Entertainment
Center
Robert Dueitt Construction LLC

Seapac Inc.
Sonovision USA Inc.
Southeast Asset Advisors Inc.
SpringHill Suites Mobile
Strojny Financial Services
Texican Natural Gas Co.
The Arlington Leasing Office
at Eastern Shore Centre
UniFirst Corp.
VisionSpot Consulting
Group LLC
Walmart-Midtown
Supercenter #991
Yates Construction

ADVERTISERS' INDEX

Altaworx	33	Lagniappe	24
Ascension/Providence Medical Group	28	Legal Imaging	27
BancorpSouth	11	McAleer's Office Furniture Co.	30
Bellingrath Gardens & Home	32	Mediacom Business	10
Blue Fish	15	Mobile Airport Authority	35
C Spire	2	Mobile Symphony Orchestra	11
Coast Safe and Lock	6	Murphy High School	31
Coastal Alabama Community College	7	Page & Jones	25
Community Bank	8	PNC Bank	4
G.A. West	14	Regions Bank	6
Goldstein's Jewelers	28	Stewart Lodges	26
Gwin's Commercial Printing	31	Trustmark	21
Hancock Whitney	29	Wilkins Miller	5
Interstate Printing & Graphics Inc. 32		Willis Towers Watson	8
		Wonderland Express	19

WIRELESS LTE FAILOVER ZERO USAGE PLAN

Zero Usage Plans give your business an edge
over the competition with the data plan your
customers can't get anywhere else.



altaworx.com ■ 844.875.8920

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.members.mobilechamber.com.

5 Rivers Group at Morgan Stanley

Hunt Griffith
11 N. Water St., Ste. 16290
Mobile, AL 36602
251-470-1091
<https://fa.morganstanley.com/5riversgroup/index.htm>
Financial Advisors

Bojangles #1290 d/b/a Angle Inc.

Satishkumar Patel
3271 Dauphin St.
Mobile, AL 36606
251-378-5303
www.bojangles.com
Restaurants

Brixmor Property Group

Ron Buckley
1003 Holcomb Woods Pkwy.
Roswell, GA 30076
404-291-0111
www.Brixmor.com
Real Estate-Investment

First Class Arms Training (FCAT)

Gary Mozingo
1 Defenders Way
Coden, AL 36523
251-824-1776
www.firstclassarmstraining.org
Guns & Gunsmiths

The Hair Connection

Donna Furrow
2723 Dawes Rd.
Mobile, AL 36695
251-633-6332
Hair Salon

HealthSource of West Mobile

Quinn Kennedy
740 S. Schillinger Rd.
Mobile, AL 36695-8931
251-633-3839
www.healthsourcechiro.com/mobile-west/#gref
Chiropractors, DC & Medical

Home2 Suites by Hilton

Liz Burdick
5460 Inn Road
Mobile, AL 36619
251-345-1234
www.mobilewest10tillmanscorner.home2suitesbyhilton.com
Hotel - Extended Stay

Jani King of Mobile/Pensacola

Michael Fillingim
28980 US Hwy. 98 Suite A
Daphne, AL 36526
251-414-5560
www.janiking.com
Janitorial Service

Kaishan Compressor USA

Carl Stokley
7650-A Stanton St.
Daphne, AL 36526
251-202-7577
www.kaishanUSA.com
Manufacturers

Knollwood Dental Group

Katie Stacey
5612 Cottage Hill Road
Mobile, AL 36609
251-666-3982
www.knollwooddentalgroup.com
Dentists

La Quinta Inn & Suites

Liz Burdick
3650 Airport Blvd
Mobile, AL 36608
251-239-9300
www.lq.com
Hotels

Landshark Promotions

Chrissy Robinson
8750 Three Notch Rd.
Mobile, AL 36619
251-259-5432
www.landsharkpromos.com
Promotional Products

M.O.V.E. Gulf Coast CDC

Vickii Howell
1177 Elmira St.
Mobile, AL 36604
251-307-6707
www.movegulfcoastcdc.org
Nonprofit Organization

Mid-Towne Works LLC

April Sexton
1850 Airport Blvd.
Mobile, AL 36606
251-460-1124
www.Mid-TowneWorks.com
Office Leasing-Business Service

Mobile Bay Veterans Day Commission

Steve Carey
P.O. Box 321
Daphne, AL 36526
251-406-9799
Nonprofit Organization

Navair

Carmarys Molina
8400 Airport Blvd., Bldg. 31
Mobile, AL 36695
251-525-8771
Aviation Technology

Pathway Healthcare

Anita Giannaris
580 Providence Park Dr. E., Ste. 125
Mobile, AL 36695
844-728-4929
Medical Clinics

Primerica

Ailin Garcia-Roman
8895 Spring Grove N.
Mobile, AL 36695
251-622-3810
Financial Services

Regional Steel Products Inc.

Frank Terrell
P.O. Box 47
Semmes, AL 36575
251-645-6776
www.regionalsteelproducts.com
Steel Fabricators

Reney's Honey Butter

Meredith Simmerman
2453 Commercial Park Dr.
Mobile, AL 36606
251-545-3840
www.reneyshoneybutter.com
Food Service Distributors

Russell Cellular

Candice Ford
5624 S FF Hwy
Battlefield, MO 65619
520-780-9775
www.russellcellular.com
Cellular Telephone Sales & Service

Sheila Yarborough, Keller Williams Realty Mobile

Sheila Yarborough
1565 Hillcrest Rd.
Mobile, AL 36695
251-753-2826
Real Estate

Tetra Tech Inc.

Derrick Rogers
11 N. Water St., Ste. 10290
Mobile, AL 36602
251-423-3627
www.tetrattech.com
Engineering Services

University of West Alabama Online

Bill Hughes
5122 Windsor Parc Dr.
Bessemer, AL 35022
205-960-8388
www.legacy.uwa.edu/Online_Education/School-Academic-Colleges/University

CreditRepairAlert.com

Kevin Davis
3929 Airport Blvd., Bldg. 2, Ste. 300
Mobile, AL 36609
866-599-0888
www.creditrepairalert.com
Business Brokers

2018 Statement of Ownership, Management & Circulation

(1) Publication Title: The Business View (2) Publication Number: 952-7000 (3) Filing Date: 9/1/2018 (4) Issue Frequency: Monthly Except Combined Issue of December/January (5) Number of Issues Published Annually: 11 (6) Annual Subscription Price: \$24 (7) Complete Mailing Address of Known Office of Publication: P.O. Box 2187, Mobile, AL, 36652-2187, Mobile County (8) Complete Mailing Address of Headquarters of General Business Office of Publisher: 451 Government Street, Mobile, AL, 36602 (9) Full Names and Complete Mailing Addresses of Publisher, Editor and Managing Editor: (Publisher) William B. Sisson; (Editor) Leigh Perry-Herndon; (Business Manager) Susan Rak-Blanchard; P.O. Box 2187, Mobile, AL, 36652-2187 (10) Owner: Mobile Area Chamber of Commerce, P.O. Box 2187, Mobile, AL 36652-2187 (11) Known Bondholder, Mortgagees or Other Securities: None (12) For completion by nonprofit organizations authorized to mail special rates. The purpose, function and nonprofit status of this organization and the exempt status for federal income tax purposes: Has Not Changed During Preceding 12 Months (13) Publication Name: The Business View (14) Issue Date for Circulation Data Below: September 2018 (15) Extent and Nature of the Circulation

	Average No. Copies Each Issue During Preceding 12 Months	Actual No. Copies of Single Issue Published Nearest to Filing Date
a. Total No. of Copies	11,072	9,300
b. (1) Paid/requested outside-county mail subscriptions	none	none
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	none	none
d. (1) Free distribution by mail outside county	300	300
d. (2) Free distribution by mail in county	2,755	2,699
d. (3) Free distribution - other classes mailed by U.S.P.S.	7,885	6,194
d. (4) Free distribution - outside the mail	100	100
e. Free distribution	11,060	9,293
f. Total distribution	11,060	9,293
g. Copies not distributed	12	7
h. Total	11,072	9,300
i. Percent paid and/or requested circulation	none	none

(16) This Statement of Ownership will be printed in the October 2018 issue of this publication.

(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).

William B. Sisson 9/1/2018

As of 7/31/18

New Service to
ORLANDO / SANFORD



Mobile Regional Airport
Connecting The Gulf Coast To The World

Flights starting at

\$99

each way

VIA AIR

BOOK YOUR TICKETS NOW
FLYVIAAIR.COM

believe in **mobile** belong to the **chamber**

value

... we provide value in the services,
opportunities and recognition we give
to our members

