

Mobile Area Chamber of Commerce


NOVEMBER 2019

the businessview



Austal Set
to Launch *USS Mobile*
Global Supply Chain
Summit – Nov. 12-13

MAWSS Named
Minority Business Advocate



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USS MOBILE CHRISTENING

HISTORY IN THE MAKING

December 2019



Rebecca Byrne, Ship Sponsor

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www.AustalJobs.com

From the Publisher - Bill Sisson

NOVEMBER 2019 | In this issue

ON THE COVER: Austal's new LCS – USS Mobile – is nearing completion. Learn about this special ship, and its commissioning taking place in December on pg. 12. Photo by LA Fotographee.

Census Critical to Alabama's Future

Every 10 years the census bureau gathers information on the population of the United States to determine how many representatives each state will get in Congress and how tax dollars will be distributed. The 2020 census is underway, and it's critical to Alabama and here locally on the Gulf Coast that there is an accurate account of every person living in the area, including the homeless.

Participation is key to an accurate count, and estimates show unless Alabama is successful at increasing its participation rate in the 2020 count, we could lose one or even two representatives in Congress. Furthermore, there are more than 55 federal programs which rely on census data to gauge how to allocate federal funds to state and local governments. These funds are



used to pay for critical public funding such as healthcare, education, housing, and infrastructure such as roads and bridges.

As business leaders, we should be doubly concerned that every citizen is counted. Census data is continually used for economic development projects,

providing a detailed demographic picture of workforce and future potential customers, and is used by new businesses to determine where to open new locations.

Let's work together to get the word out by sharing information about the upcoming census, being personally committed to completing the census forms for our own families, and by encouraging our employees, business associates, and neighbors to do the same. Read more in the article on page 5.



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Census Count Coming in 2020

Not taking 10 minutes to complete a U.S. Census form could have a dire impact on the state of Alabama, according to Alabama Counts, an advisory group composed of public and private statewide organizations committed to working together to ensure each Alabamian is counted in the 2020 Census.

The opportunity to say “I Count” is coming in spring 2020. Between now and the official count dates, the Mobile Area Chamber is committed to sharing information to help its members and employees understand what’s at stake.

Not sure how it affects you? Here are just a couple of the ways:

Funding for Programs that Impact You, Your Family and Our Communities

Funding to Alabama for programs that affect healthcare, education, housing assistance, infrastructure development and more is tied in some form to census data. A recent study by George Washington University indicates in 2015, the U.S. government returned almost \$1,600 to the state for every Alabamian counted in the census, and \$13 billion was allocated to Alabama in 2016 from 55 programs guided in some part by data derived from the census.

Congressional Representation

The population count taken in the 2020 census will determine the allocation of the 435 seats in the U.S. House of Representatives. States with

the most population gains are projected to get additional seats, while states with decreases in population or slow growth are at risk of losing seats.

Not taking 10 minutes to complete a U.S. census form could have a dire impact on the state of Alabama.

Alabama Counts


A projected slowed population growth in Alabama has put the state in danger of losing one of seven congressional seats after the 2020 census. These are the voices that


represent citizens and stand up for their needs on the federal level. The loss of a congressional representative would mean one less critical voice advocating for Alabama on the national stage.

Economic Development

The Chamber considers U.S. Census data as valuable and unbiased information collected by a neutral third party. An improvement in a community’s census data could mean additional retail and restaurant growth as well as more consideration from companies wishing to expand or relocate, creating job opportunities. The Chamber’s economic development team uses census data regularly as it works to recruit companies and assist with existing industry expansion projects.

As a business owner, it is important to start talking with your employees about the upcoming census count, educating and encouraging them to participate.

For more information about the U.S. Census, visit 2020census.gov. 

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



A few people who use Mobile Arc services show off the organization’s new name as AltaPointe Intellectual Disabilities. The merger will allow more resources to be dedicated to programs, staff and community partnerships.

A New Name for Mobile Arc

Following a national trend fairly new to the social services industry, Mobile Arc recently became AltaPointe Intellectual Disabilities.

“We’re using business principles to run social services more efficiently, enhance service delivery and provide better employment opportunities,” said **Tuerk Schlesinger**, CEO of Mobile-headquartered AltaPointe Health.

The merger will allow more resources to be focused on programs, staff and community partnerships, according to **Jeff Zoghby**, the former executive director of Mobile Arc, who now is an associate executive director at AltaPointe. “With the strength of the two organizations, we are better positioned to provide comprehensive mental health services that

we did not have prior to this,” he said.

Approximately 150 of Mobile Arc’s employees are joining the AltaPointe team, with the administrative staff moving to AltaPointe corporate offices on Southland Drive in west Mobile. Program locations remain in place, including the Fred Delchamps Center and Moorier Learning Center on Gordon Smith Drive.

Established in 1957 in Mobile, AltaPointe Health is one of the state’s largest regional community comprehensive behavioral health providers. Services include inpatient, outpatient and resident treatment to more than 30,000 children, adolescents and adults annually in Mobile, Baldwin, Washington, Clay, Coosa, Randolph and Talladega counties.

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Get to Know the Chamber's New Research Tool

The Mobile Area Chamber recently launched a new research tool on its website under the economic development section. Headlight Data is an award-winning online tool that provides members, partners and prospects with in-depth, real-time information and custom reports pertaining to the local and surrounding areas. Headlight updates information within 24 hours of its release from federal sources such as the U.S. Census and the Bureau of Labor Statistics.

"Headlight impressed me with its user-friendly workbooks that allow our members to download data in a few clicks. It was evident that we needed an up-to-date and interactive tool and Headlight gives us just that," said **Kayla Morgan**, the Chamber's marketing and research manager.

Data is housed in customizable "workbooks," offering a snapshot of various

data sets in Mobile County as well as the ability to compare statistics to surrounding counties. Users can change the way data is presented by choosing from the drop-down menus to create specialized, downloadable reports – no password required. Popular requests now accessible online include employment by industry, labor force statistics, demographics and degree cluster completions.

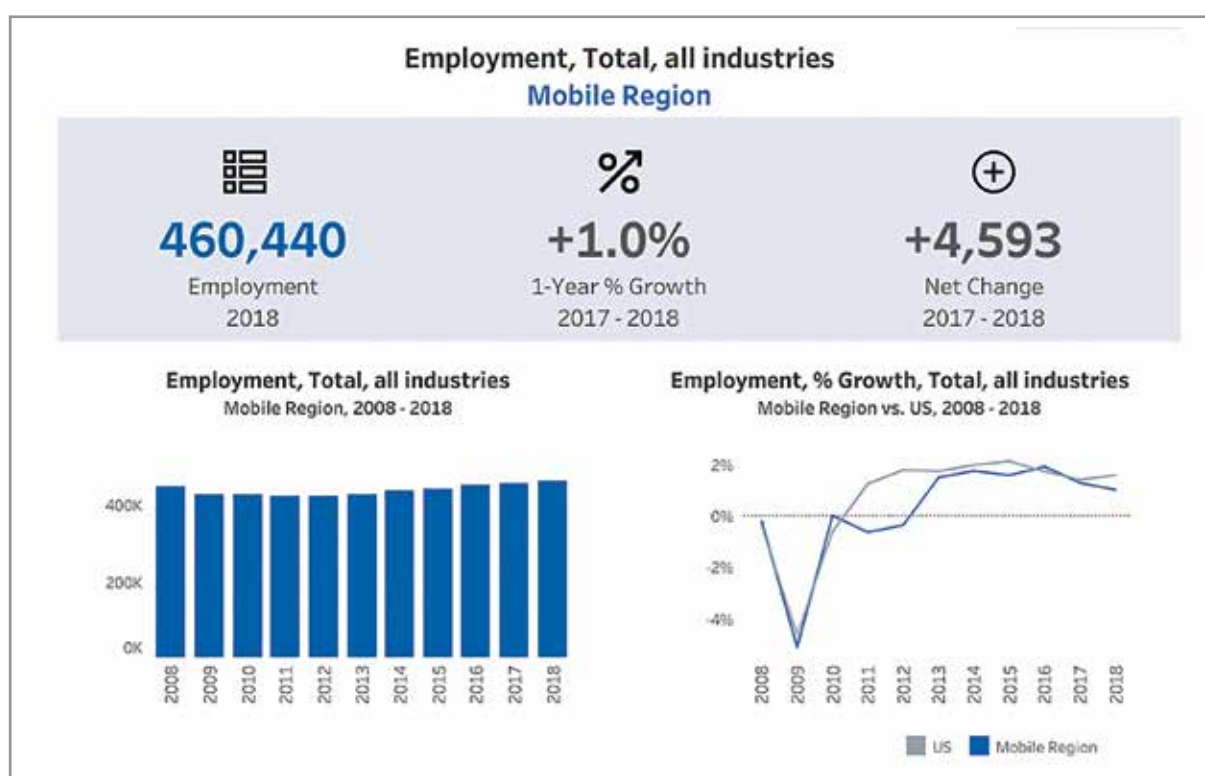
"This tool gives us access to employment trends across business sectors in our county and region, helping our company validate the trends we see in our business and assists with strategic decisions. This data is also helpful in the work that I do with several local nonprofits in identifying community needs as well as making marketing decisions," said **Liz Freeman** with Long's Human Resource Services.



Here is what Kayla Morgan says are some of the cool features of Headlight:

1. The interactive data tool at mobilechamber.com/economicdevelopment is user friendly.
2. New data is updated in real time.
3. Users can customize reports and save them in PDF, Excel and other formats to import into presentations, white papers, etc.
4. Workbooks can be accessed anywhere with an internet connection.
5. The tool is mobile-friendly.

A Sample Report from Headlight



Discover the *bank* with a *heart* for Mobile!



Todd Henderson,
Market President

Preston Reeder,
VP, Commercial Lender

John Erwin,
VP, Commercial Lender

Sam Jeffcoat,
VP, Commercial Lender

Parrish Tatum,
VP, Commercial Lender

Sam Davis,
SVP, Senior Lender

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big enough to meet your financial
needs yet small enough to know you
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Momentum IT Services works with small and medium-sized businesses to provide various IT services. They are the Mobile Area Chamber's Small Business of the Month. Pictured above are company employees (from left to right): Ed Felty, Walton Matthews, Jennifer Allen, Marc Allen, Chris Dow and Matthew Lollar.

Having the Momentum to Grow Mobile's IT Sector

With a vision that cloud services for information technology would be a game changer in that sector, **Marc Allen** founded Momentum IT Services in 2010. It's this driving force that has enabled his company to continue to grow, delivering cost-effective and reliable service to clients.

Allen said it is the company's goal to serve as a client's outsourced IT department. "We have the skills and talents necessary to remove technological difficulties, increase productivity and improve efficiency for businesses," he added.

To accomplish this, Momentum IT Services focuses on four key characteristics Allen says are the company's identity, culture and constant ambition. They are: People Smart (P), Attention

to Detail (A), Teamwork (T) and Hungry (H).

For their work, Momentum IT Services was named the Mobile Area Chamber's Small Business of the Month. Both Allen and **Matthew Lollar**, sales consultant, are involved with the Chamber with Allen serving on the board of directors and Lollar as an ambassador.

It's through this work with the Chamber and networking at various events as well as volunteering for organizations such as Dumas Wesley Community Center, Fellowship of Christian Athletes and Compassion International that gives the company's six employees an opportunity to market the business.

"The IT industry can be a dangerous unknown and we

believe in providing IT tranquility to all of our customers so they can focus on the core of their business with minimal disruption and down time," said Lollar. "We keep our clients safe from cybercrime, and are trusted with the most sensitive data our customers hold and are asked to manage it without a mistake."

Momentum IT offers data backup and disaster recovery, email management using Microsoft 365, cybersecurity and protecting networks from cyber threats, VoIP (cloud-based) telephone service, relocation and projects.

Allen says the company takes a proactive approach to all of the services offered, not just IT support.

"So while we monitor, maintain and update networks daily to avoid potential problems; we also communicate clearly and timely throughout the process, giving clients the peace of mind that a technician is working to resolve an issue."

"We've never had a customer complain because we've over communicated, and we don't think they ever will."

Momentum IT Services is located at 3050 Dauphin Square Connector in midtown Mobile, and they can be reached at momentumitservices.com or 251-289-1078.

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.



MAWSS Named the Chamber's 2019 Minority Business Advocate

Commitment to supplier diversity and procurement goals of 15 percent participation for small and minority-owned businesses are just a few initiatives Mobile Area Water and Sewer System (MAWSS) has implemented to make its diversity and inclusion program successful.

At the Mobile Area Chamber's Eagle Awards in October, MAWSS was recognized as the Chamber's 2019 Rev. Wesley A. James Minority Business Advocate.

Three years ago, MAWSS implemented the requirement that all bids are reviewed by its supplier diversity manager to


ensure policies are followed and service providers are representative of Mobile's population. In addition, expanding the channels for procuring goods from small and disadvantaged businesses and women- and veteran-owned companies encourages competitive bids, providing value to MAWSS and its customers.

MAWSS' professional development programs also show its commitment to the community, and include a mentor-protégé program, next-level training for entrepreneurs, leadership bootcamps and a supplier diversity fair. The

mentor-protégé program requires participants to dedicate one year to attending classes and other community events and has proven to be successful, with several companies obtaining six-figure contracts as a direct result of their participation, according to **Felicia Thomas**, supplier diversity manager.

"MAWSS continues to increase its commitment to supplier diversity and minority business development, making them more than deserving of this recognition," said **Darrell Randle**, the Chamber's vice president for small business development.

MAWSS also was the recipient of the inaugural Minority Business Advocate or MBA Award in 2004, now known as the Rev. Wesley A. James Minority Business Advocate Award, honoring the former MAWSS board member who was a champion of minority-owned businesses.

MAWSS has also been recognized locally and in other venues and has received the Distinguished Community Service Award from Mobile Arc and an award for its outstanding supplier diversity practices from *Diversity* magazine. 

Veterans Day Activities Planned for Nov. 11 in Mobile

The Mobile Bay Area Veterans Day Commission begins its 2019 Veterans Day Celebration on Monday, Nov. 11, at 10 a.m. with its annual parade through downtown Mobile. The procession includes high school JROTC students, marching bands, veterans associations, the USS ALABAMA crewmates, U.S. Coast Guard flyovers and more.

Following the morning festivities, the Patriot of the Year and Veteran of the Year will be recognized at the annual Veterans Day Luncheon held at Fort Whiting, beginning at noon. Then, at 3 p.m., the Parade of Flags at USS ALABAMA Battleship Memorial Park will include local fourth-grade students participating in a flag ceremony and essay contest.

The day concludes with a patriotic concert by the Mobile Symphonic Pops Band at 7 p.m., also at Battleship Memorial Park.

The cost to attend the luncheon is \$20 per person. Advance reservations are required. Register online at events.mobilechamber.com or call 251-431-8656 with payment information. All other events are free and open to the public.

For more information on any of the Veterans Day events, contact **Teresa Taylor** at 251-431-8656 or VetsDayCommission@gmail.com.

Veterans Day Events Monday, Nov. 11

- 10 a.m.: Parade through downtown Mobile
- Noon: Luncheon at Fort Whiting
\$20 per person
(Tickets required)
- 3 p.m.: Parade of Flags at USS ALABAMA Battleship Memorial Park (free)
- 7 p.m.: Patriotic Concert by Mobile Symphonic Pops Band at USS ALABAMA Battleship Memorial Park (free)

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Photos by LA Fotographie

A Decade in the Making – An LCS Named After the Port City

Over the last decade, 12 Austal-built Littoral Combat Ships (LCS) have been built and christened in Mobile. And now one is being named after the headquarters for Austal's U.S. operations – the *USS Mobile*.

The ship's christening takes place in December, and will include a community celebration. Sponsored by **Rebecca Byrne**, president of The Community Foundation of South Alabama and wife of Rep. Bradley Byrne, the *USS Mobile* is the 13th Independence-variant LCS built and christened here.

According to **Michelle Bowden**, manager of media and marketing with Austal USA, a ship's christening is just

one step where the sponsor has the opportunity to further "infuse her spirit" into the ship.

It begins with the keel laying ceremony where, on the *USS Mobile*, Byrne welded her initials onto a keel plate that was then welded into the hull. In December, she will break a champagne bottle on the bow, officially naming the ship and finally calling the crew to officially board during the commissioning, "bringing the ship to life."

During the traditional mast stepping ceremony held before the christening, Byrne will place a souvenir into the mast box – similar to a time capsule – that gets welded into the mast of the ship before she sails.

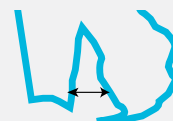
Facts About an Austal-Built LCS

Weight of aluminum on the ship =  **63 million** recycled aluminum cans

Total power of the engines on the ship = **202**  F150 V8 pickup trucks

Electrical power on the ship would power =  **53,333** household 60w bulbs

If the pipe installed in the ship were laid out end to end, it would be enough to cross the Bayway.



If you laid out the electrical cable from end to end, it would stretch from Mobile to Montgomery.



Source: Austal

Sailing with the Mobile Name

Prior to the commission of the *USS Mobile* (LCS-26), four other U.S. Navy ships have been named after Alabama's Port City.

Name: *USS Mobile*

(originally named *Tennessee*)

Launched: 1854, Baltimore, Md.

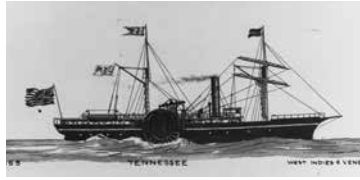
Type: Side-Wheel Steamer

Stats: 210 ft. long and 33 ft. wide

Fate: Lost in a hurricane on

Oct. 25, 1865

Details: This steamer became the *USS Tennessee* in 1862. Renamed *Mobile* in September 1864, she remained in Navy service until sold in March 1865. She was renamed *Republic* upon her return to civilian ownership.



Name: *USS Mobile*

(originally named *Cleveland*)

Launched: 1908,

Hamburg, Germany

Type: Passenger Liner

Stats: 588 ft. long and 65 ft. wide

Fate: Scrapped in 1933

Details: Part of the Hamburg-Amerika Line, this ship was seized by the U.S. during WWI and renamed *Mobile* in 1919. Here, she is in the New York Harbor, with her decks crowded with U.S. troops returning from Europe in 1919.



Name: *USS Mobile*

(CL-63 and the first originally named *Mobile*)

Launched: 1942,

Newport News, Va.

Type: Cleveland-class light cruiser

Stats: 610 ft. long and 66 ft. wide

Motto: "Mow 'em down, Mobile!"

Fate: Sold for scrap in 1959

Details: The WWII warship is underway in the Pacific with a bomber aircraft flying overhead. The photo was taken during combat operations in October 1943. She earned 11 battle stars.



Name: *USS Mobile* (LKA-115 and originally named *Mobile*)

Launched: 1968,

Newport News, Va.

Type: Charleston-class amphibious cargo ship

Stats: 575 ft. long and 82 ft. wide

Nickname: "Mighty Mo"

Fate: Decommissioned in 1994 and berthed at the naval Inactive Ship Maintenance Facility in Philadelphia

Details: Serving during the Vietnam and Gulf wars, this vessel was part of the Gator Navy, amphibious ships employed to land and support ground forces. The photo was taken in the Pacific in April 1979. She earned 15 awards and campaign ribbons.



Editor's note: The USS Mobile Bay, built by Ingalls Shipbuilding and launched in 1985, is named after the Battle of Mobile Bay. She is a CG-52, Ticonderoga class guided missile cruiser.

Sources: Encyclopedia of Alabama & U.S. Naval History and Heritage Command



MOBILE AREA
CHAMBER OF COMMERCE



Mobile Area
Chamber of Commerce
Annual Meeting

2.5.20 | 5 to 8:30 pm
Mobile Convention Center

Presented by



Trustmark

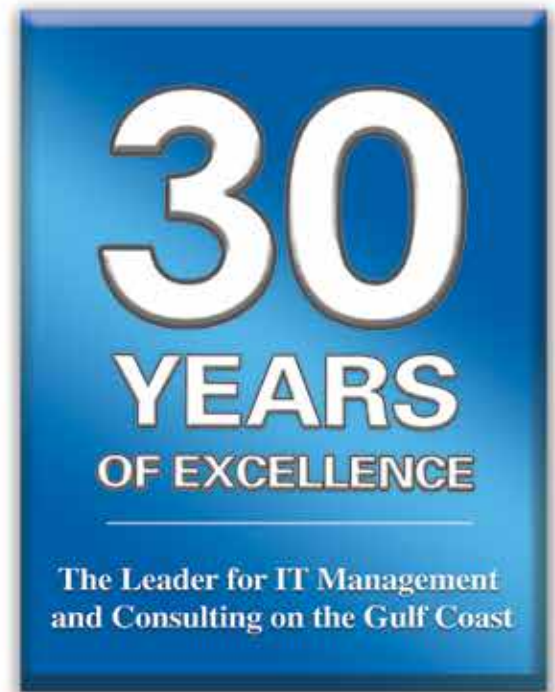
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TOP PRODUCERS

TOP VOLUNTEERS Overall

Bernadette Windle, Roberts Brothers
Linda Faulkner, Evonik Corp.
Sherry Coker, ServisFirst Bank

Category One

Bernadette Windle, Roberts Brothers
Sherry Coker, ServisFirst Bank
James Alexander, BancorpSouth

Category Two

Linda Faulkner, Evonik Corp.
Elissa Tesney, Jeff Tesney Photography
Julye Jenkins, Regions Bank

Top Rookie

Melissa Cross, McAleer's Office Furniture

Most New Members

Melissa Cross – 8
Bernadette Windle – 7
Rachel New, Marcus Neto &
Samantha Westbrook – 5

TOP TEAMS Overall

Regions Bank
The Stewart Lodges
Trustmark Bank

Category One

Regions Bank
Trustmark Bank
Alabama Power

Category Two

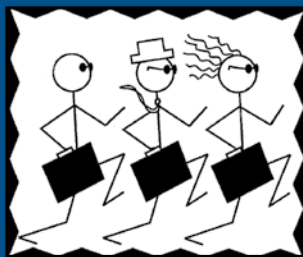
The Stewart Lodges
Evonik Corp.
BancorpSouth

Most New Members:

Trustmark Bank – 11
Roberts Brothers – 10
McAleer's Office Furniture – 9

Teams Over Goal

Alabama Power
BancorpSouth
Blue Cross & Blue Shield of Alabama
Crow Shields Bailey
Evonik Corp.
Hancock Whitney Bank
LLB&B Inc. Real Estate
Mobile Area Chamber Board of Directors
McAleer's Office Furniture
Regions Bank
Renasant Bank
Roberts Brothers
ServisFirst Bank
The Stewart Lodges
Trustmark Bank



Chamber Chase '19 Wraps Up



Photo by Jeff Tesney

Campaign Chairman Jennie Campbell
president & CEO, The Stewart Lodges

This year's annual Chamber Chase campaign kicked off in April with a goal of raising \$1.45 million through memberships, sponsorships, advertisements and in-kind sponsorships for goods and services. Under the leadership of campaign chair **Jennie Campbell**, president and CEO of The Stewart Lodges, an enthusiastic group of 47 volunteers, representing 29 member companies, once again exceeded goal.

To learn how your company can get involved in Chamber Chase, contact **Carolyn Golson** at 251-431-8622 or cgolson@mobilechamber.com.

Why Get Involved with Chamber Chase?

Here is what our volunteers said:

- Being around energetic people and supporting the Chamber
- Helps me grow professionally
- Networking
- Connecting with new folks
- Access to business leaders
- Great camaraderie

How can you participate?

- Sponsor an event. Visit the campaign website, ChamberChase/Sponsorship.com, to see the variety of options available.
- Register a team to represent your company. This gives your company great exposure and provides your staff with fun opportunities to meet others in our business community.
- Participate as a volunteer.

Want to Volunteer with the Chamber? Try Chamber Chase

While the annual campaign runs May through August each year, volunteers are active year-round seeking new members, securing sponsors for Chamber events, selling ads in Chamber publications and obtaining in-kind goods and services.

Call the membership department at 251-431-8622 today for details.


Alabama Power
\$69,464

Nick Sellers
Vice President
Mobile Division

Ryan Allenbach.....\$22,611
 Valencia Chaney.....\$39,885
 Team.....\$6,968


Valencia Chaney
Captain
Arkema Inc.
\$47,433

David Price
Plant Manager

Terri Owler.....\$34,458
 Judy Smith.....\$12,975


Judy Smith
Captain
BancorpSouth
\$75,669

Terry Harbin
Market President

James Alexander.....\$38,704
 Elizabeth Bailey.....\$8,665
 Team.....\$28,300


James Alexander
Captain
BB&T Bank
\$16,150

Edward H. O'Gwynn III
Market President

Mark Spivey.....\$10,176
 Team.....\$5,974


Mark Spivey
Captain
Blue Cross & Blue Shield of Alabama
\$29,473

Clay Walden
District Manager

Nichole Edwards.....\$13,305
 Kay Williams.....\$16,168


Kay Williams
Captain
C Spire
\$29,507

Philip McKibbin
Local Sales Manager

Team.....\$29,507

Century Bank
\$22,755

Peter vanLingen II
President

Janet Johnson.....\$22,755


Janet Johnson
Captain
Crow Shields Bailey PC
\$17,905

J. Kenny Crow Jr.
Managing Partner

Kenny Crow III.....\$420
 Jay Crowley.....\$440
 Allie Parker.....\$435
 Frank Schottgen.....\$1,210
 John Shields.....\$1,320
 Team.....\$14,080


Frank Schottgen
Captain
Evonik Corp.
\$48,921

Kel Boisvert
Vice President
& Site Manager

Linda Faulkner.....\$48,921


Linda Faulkner
Captain



Hancock Whitney Bank \$45,545



Guy Helmsing
Senior Vice President
and Market President

Sheila Huntzinger\$410
Ross Seifert\$7,395
Spencer Wiggins.....\$21,755
Team\$15,985



Spencer Wiggins
Captain

Hargrove Engineers + Constructors \$8,158



Vicki Studstill
Vice President
Relationship Building

Ashley McKeithan\$8,158



Ashley McKeithan
Captain

iBERIABANK \$5,955



Ken Brown
Executive Vice President
and Market President

Virginia Knight\$3,925
Samantha Westbrook\$2,030



Virginia Knight
Captain

Jeff Tesney Photography \$6,925



Jeff Tesney
Owner

Elissa Tesney.....\$6,925



Elissa Tesney
Captain

Mobile Area Chamber Ambassadors \$4,682

Donna Turner\$900
Team\$3,792

Mobile Area Chamber Board \$57,491



Jennie Campbell
Captain

Marcus Neto\$22,506
Team.....\$34,985

LLB&B Inc. Real Estate \$17,054



Melissa Morrisette
Captain

Melissa Morrisette\$17,054

Mobile Area Chamber Growth Alliance Task Force \$15,915



Nate Patterson
Captain

Carita Koen\$795
Nate Patterson.....\$3,220
Team\$11,900

McAlee's Office Furniture \$46,663



Melissa Cross
President

Melissa Cross\$36,088
Sarah McAlee\$10,575

Regions Bank \$108,560



Brian R. Willman
South Alabama Area
President



Stephen Schlautman
Captain

Trish Banker\$10,896
Julye Jenkins.....\$34,455
Megan Owens.....\$3,445
Stephen Schlautman\$30,510
Team.....\$29,254



Renasant Bank
\$21,167



Mark Fillers
*South Alabama Market
President*



Ryan New
Captain

Ryan New \$21,167

Roberts Brothers
\$57,028



Daniel A. Dennis IV
President



Ann Akridge
Captain

Ann Akridge \$735
Rachel Burton \$2,895
Bernadette Windle \$50,348
Team \$3,050

CHAMBER CHASE 2019

Chamber Chase volunteers help recruit much-needed resources in support of the Chamber's core programs.

\$866,890
Sponsorships of
Projects/Events
and In-Kind

\$374,584
Board of Advisors

\$169,774
Member Investments

\$79,610
Advertising in
Chamber Publications

ServisFirst Bank
\$48,159



Bibb Lamar
Chairman & CEO



Sherry Coker
Captain

Sherry Coker \$42,854
Team \$5,305

Spire
\$19,098



Karl Ficken
General Manager



Harris Oswald
Captain

Harris Oswald.....\$19,098

The Stewart Lodges
\$95,565



Jennie Campbell
President & CEO



Danny Spybey
Captain

Tammy Hollenkamp \$12,450
Jessica Lipscomb \$10,650
Danny Spybey \$10,300
Team \$62,195

Trustmark Bank
\$90,501

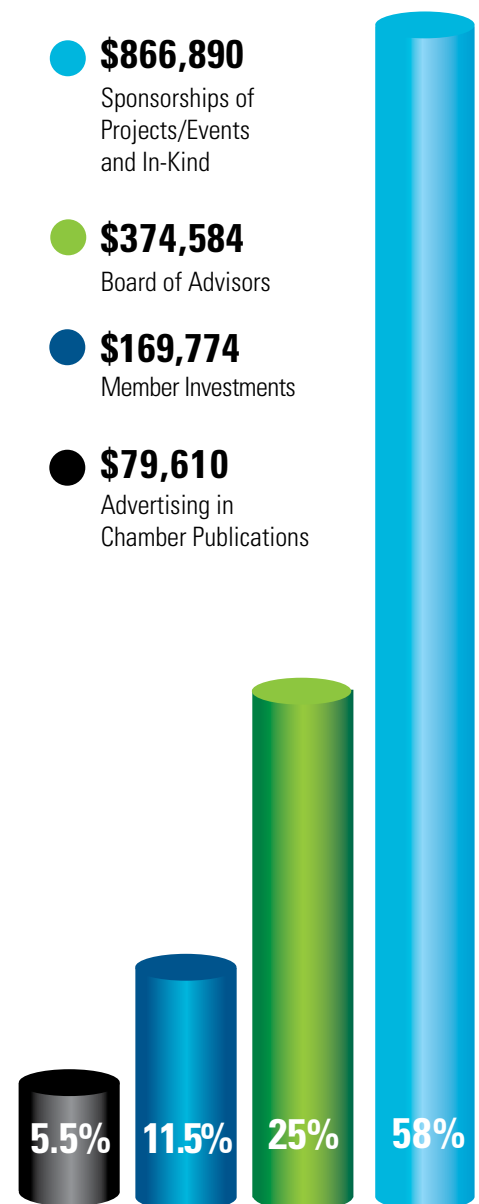


Mike Fitzhugh
*South Alabama
Regional President*



Rachel New
Captain

Dawn Finch \$33,136
Rachel New \$36,512
Melanie Suiter \$7,290
Team \$13,563



FINAL TOTAL:
\$1,490,858

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Cox Media
Creative Catering
Crow Shields Bailey
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Dick Russell's Bar-B-Q
DMG Design+Build
Dream Builders of Mobile
Easy Heating & Cooling
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Equity Valuation Partners
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JESCO
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Keep Mobile Beautiful
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From left to right: SPIRE employees Danny Ford, Karl Ficken, Joe Hampton, Derrick Bryant, George Hunter, Sharon Moffat, Mark Miller and Kesshia Davis.

SPIRE

Company officials: Joe Hampton, president, Spire Alabama; Karl Ficken, general manager, operations; Sharon Moffatt, manager, operations; Danny Ford, manager, regulatory planning; Kesshia Davis, manager, governmental affairs; Monica Garsed, manager, economic development.

Years in Business: 183

Brief company description: As the fifth largest publicly traded natural gas company, SPIRE helps 1.7 million families and business owners throughout Alabama, Mississippi and Missouri fuel their daily lives.

Why are you located in Mobile?

"We have delivered energy to the citizens of Mobile for more than 170 years – from lighting the streets to heating homes and businesses," said Hampton. "Mobile is a wonderfully unique place, and we are honored to have been part of the community for so many years."

Why do you support the Mobile Area Chamber of Commerce's Partners for Growth initiative? "The Chamber does an excellent job of recruiting new businesses and industries to our area, as well as providing support and services which help retain and

grow businesses and add jobs locally," said Hampton. "As a Partners for Growth member, Spire is committed to supporting the Chamber's efforts both financially and through employee engagement in Chamber initiatives, programs and activities."

What do you see as Mobile's greatest potential? "Mobile is a city on the move, with many growing industry sectors, a great location and a wonderful quality of life," said Hampton. "Our port contributes to our business and cultural diversity."

Length of continuous Chamber membership: Since 1960



Partners for Growth (PFG) is the Mobile Area Chamber's long-term economic and community development program. For more information, contact David Rodgers the Chamber's vice president, economic development, at 251-431-8657 or drodgers@mobilechamber.com.



ALABAMA GLOBAL SUPPLY CHAIN & LOGISTICS SUMMIT

NOVEMBER 12 & 13 | THE BATTLE HOUSE HOTEL

On behalf of the Alabama Department of Commerce, the Mobile Area Chamber of Commerce will host the 8th annual Alabama Global Supply Chain & Logistics Summit. The Summit will bring together industry experts and government leaders to address future trends, infrastructure updates; and impacts to Alabama's global supply chain network.

Tours offered of the Alabama State Port Authority, APM Terminals and the Airbus U.S. Manufacturing Facility

Tour availability is based on first come, first served upon registering for the Summit.

An Opening Reception at The Steeple

Registration Fee: \$135 | Registration Deadline: November 6

Register at 251-431-8629 or at events.mobilechamber.com

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APM TERMINALS





Melissa Varnadore

Company: Vail Rubber Works Inc.
– Mobile Service Center

Title: Plant Manager

Hometown: Mobile

Education: Bachelor's degree
in chemical engineering from
Auburn University

First job: Student aide at the
Auburn University School of
Pharmacy

Previous experience: After
graduating from college, Varnadore
began her career in engineering
with the U.S. Army Corps of
Engineers before making the switch
to manufacturing. Her work has
included production engineering
positions with Courtaulds Fibers
Ltd. (now Lenzing Fibers), McNeil
Specialty Products Co. (Tate & Lyle/
Splenda) and ThyssenKrupp Steel
(now AM/NS Calvert).

Accomplishments: Greenfield,
or previously undeveloped, startups
at two major manufacturing
facilities in the Mobile area: lead
production engineer for
commissioning and startup of the
acetylation and chlorination areas
of the first ever full-scale Splenda
manufacturing plant; and as a
ChemTreat field engineer for startup

of the hot strip mill's cooling water
systems at ThyssenKrupp Steel.

Secret to success: "Ralph
Waldo Emerson said, 'There is no
limit to what can be accomplished
if it doesn't matter who gets the
credit.' I believe this to be true,
which has led me to be a person
not afraid to roll up my sleeves
and throw myself into projects
in whatever capacity is needed.
My titles as engineer or manager
have never prevented me from
working side by side with my team
to perform both menial tasks and
monumental ones," she said.

Brief company description:
The company started in 1892,
originally as Vail, when William A.
Vail began manufacturing rubber
railroad ties with the hopes of
making rail travel quieter and
softer. In 1920, the company was
renamed Vail Rubber Works Inc.
Today, the company operates from
three locations: two in St. Joseph,
Mich. – the Langley headquarters
and the M-139 Surface Technology
Center that specializes in HVOF
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center in Axis. The family-owned
business has been in operation
for more than 125 years.



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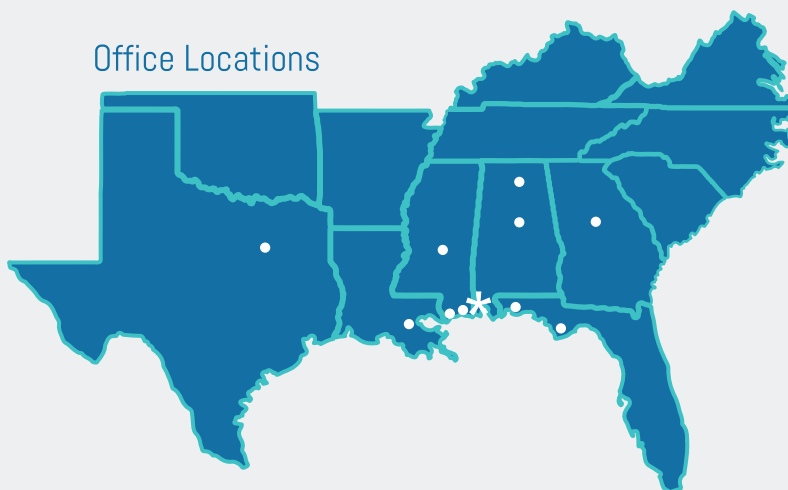
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Support for Japan

The Mobile Area Chamber hosted the Japan External Trade Organization (JETRO) of Atlanta’s Chief Executive Director Takuya Takahashi to discuss Mobile’s economic growth and JETRO’s objectives in Alabama. JETRO is a nonprofit organization that provides business support services to companies expanding to Japan. More than 15 people were in attendance.

Quarterly Small Business Council Meeting

Mobile’s Small Business Council provides a means to consolidate and coordinate services, promote referrals and joint sponsorship of educational programs focusing on development and growth of small businesses. The Chamber hosts this group, and at the most recent meeting there were 20 resource providers in attendance, including eight new partners.

Scorecard for Legislators

The Chamber’s community and governmental affairs department worked with its contract lobbyist Beth Marietta Lyons on a Chamber legislative scorecard, which was given to members of the Mobile-Baldwin delegation. It included a ranking on legislative actions supported by the Chamber.

Successful Business Expo

In August, more than 2,500 people attended Mobile’s largest business-to-business trade show hosted by the Chamber – Business Expo. More than 200 exhibitors were on hand to promote their goods and services. In advance of the expo, 40 Chamber members took advantage of free training on how to be a successful exhibitor at the show.

New Board of Advisors Named

The Chamber announced several new Board of Advisors members, bringing the number to 260. They are BXS Insurance, a subsidiary of BancorpSouth; Blue Water Yacht Sales; Cart Dr.; Mobile Bay Harley-Davidson; and River Bank & Trust. To learn more about this group of influential members, contact Shelly Mattingly at 251-431-8655 or smattingly@mobilechamber.com.

Member Ribbon Cuttings and Grand Openings

Chamber staff and ambassadors helped cut ribbons and celebrate grand openings at American Esoteric Laboratories, Container Yard, Glazed Doughnuts, LaQuinta Inn & Suites, Little Tokyo, 1031 Meals and The Salad Station. For more information, contact Dawn Rencher at 251-431-8649 or drencher@mobilechamber.com.

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28 the business view NOVEMBER 2019

AMBASSADOR of the month



Photo by Jeff Tesney

Laura Williams, an ambassador at the Mobile Area Chamber for the past three years, says she continues to be amazed at the pride and passion people have for the city of Mobile as it continues to grow. For the second time, Williams is the Ambassador of the Month. She works as a professional assistant at APM Terminals and is a graduate of the University of South Alabama, where she earned a bachelor's degree in foreign language and literature with a focus on French.

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.



Dauphin Island Heritage and Arts Council

Dauphin Island Heritage and Arts Council, a charitable nonprofit organization located on Dauphin Island, creates and maintains a network of visual, literary and performing artists and patrons, providing venues for educational arts programs, exhibits, shows and performances. The group also provides opportunities for participating in the arts and presents educational programs to celebrate and showcase the heritage and history of south Mobile County. For more information, visit dauphinislandarts.org.

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Valent Group welcomes 24-year insurance veteran Paul Elliott to our Mobile team. Paul has been with Valent Group since 2016 and serves a variety of industries, including construction and automotive. We are excited to be growing in Mobile!

"My family has roots in the Mobile Bay area and I'm looking forward to serving our businesses and raising my family here." -Paul Elliott

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A Familiar Face Joins Economic Development Department

The Mobile Area Chamber hired **Vanessa Washington** as economic development assistant. Washington previously worked for more than 24 years at Visit Mobile, where she was an executive coordinator and assistant to the president and served as board liaison to the organization's board of directors.

In her new role at the Chamber, Washington is responsible for the coordination and administrative tasks of the economic development department and assisting with the Chamber's Partners for Growth initiative.

"Because of her experience at Visit Mobile, it made perfect



Washington

sense for her to use her skills here," said **David Rodgers**, the Chamber's vice president of economic development.

"I believe the work of the Chamber is important to the growth and

development of Mobile," said Washington. "The Chamber helps increase visibility to Mobile by attracting corporations and businesses – large and small – and helping them to migrate and settle in Mobile and Mobile County."

Washington is also a certified notary public at large for the state of Alabama. She can be reached at **251-431-8636** or vwashington@mobilechamber.com.

BOARD of advisors

James K. Lyons has served as director/CEO of the Alabama State Port Authority since 1999. His 40-plus-year professional maritime industry career encompasses marketing, financial management, transportation, stevedoring and terminal operations. Lyons serves on the board of directors for the Mobile Bay National Estuary Program and is vice chair of the Alabama Gulf Coast Recovery Council. He is a former member of the board of directors for the Birmingham branch of the Federal Reserve Bank of Atlanta. Lyons holds a bachelor's degree in political science and economics from The University of Alabama and completed the executive management program at the University of Tennessee. The Alabama State Port Authority is a Partners for Growth investor.



Christopher Baldwin is the commercial manager with Seabulk Towing. He was born in New Orleans to a shipping family – his great-grandfather, grandfather and great-uncle founded Central Gulf Lines in New Orleans in 1947, and the company grew into International Shipholding Corp. (ISH). Baldwin graduated from the University of Mississippi with bachelor's degrees in finance and French. Upon graduation, he spent two years in Europe training in marine chartering and marine insurance. He worked for ISH as operations manager before joining Seabulk Tankers as a vessel operator in Fort Lauderdale. Seabulk Towing is a Partners for Growth investor.



Mark B. Bush is general manager of Mobile operations and head of the southern business unit for SSAB. He holds an associate's degree in electrical engineering. He began his career with Gallatin Steel in 1994, and joined IPSCO (now SSAB) in 1999. Bush is a member of the Alabama Iron and Steel Council, Manufacture Alabama and the Association for Iron and Steel Technology. He volunteers with Junior Achievement and Big Brothers Big Sisters. SSAB is a Partners for Growth Investor.



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



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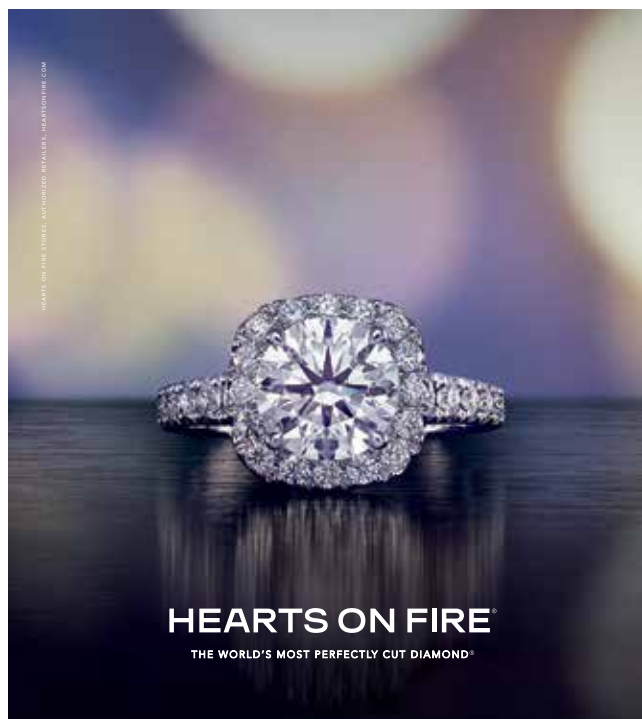
7

NONPROFIT AND SMALL BUSINESS PUBLIC RELATIONS AND MARKETING FORUM **Members Only**The Public Relations Council of Alabama – Mobile Chapter (PRCA) will lead a nonprofit and small business discussion about public relations and marketing and its importance in your organization. The forum will also feature experts in the field presenting on why metrics matter as well as community relations and social media.***When:** 8:30 to 11:30 a.m.**Where:** Mobile Area Chamber, 451 Government St.**Cost:** \$10 per person**Contact:** Brenda Rembert at 251-431-8607 orbrembert@mobilechamber.com*Reservations are required by Nov. 4 and payment is due at time of registration. No refunds after that date.***Presented by:**

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VETERANS DAY LUNCH*The Mobile Area Veterans Day Commission will host its annual Veterans Day Lunch on Nov. 11, beginning at noon at Fort Whiting, 1630 S. Broad St., following a parade down Government Street at 10 a.m. (See story on pg. 11.)***When:** Noon to 1:30 p.m.**Where:** Fort Whiting Auditorium, 1630 S. Broad St.**Cost:** \$20 per person**Contact:** Teresa Taylor at 251-431-8656 orvetsdaycommission@gmail.com*Reservations required.*

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NONPROFIT ROUNDTABLE*The Mobile Area Chamber's Nonprofit Roundtable is a forum exclusively for Chamber-member nonprofit organizations. In this session, Marcus Neto will help us understand the changing social media landscape and how nonprofits can use social media to increase giving, share their story and engage their audience.***When:** 8 to 9 a.m.**Where:** Mobile Area Chamber, 451 Government St.**Speaker:** Marcus Neto, creative director, Blue Fish**Topic:** "Navigating Your Way Through the Social Landscape"**Contact:** Carolyn Golson at 251-431-8622or cgolson@mobilechamber.com*No charge to attend, but seating is limited and registration is required.***12&13 2019 ALABAMA GLOBAL SUPPLY CHAIN AND LOGISTICS SUMMIT***The summit will bring together industry experts and government leaders to address future trends, provide updates on Alabama's infrastructure and discuss other impacts to Alabama's global supply chain network. The event will feature an opening reception at The Steeple, as well as tours of the Alabama State Port Authority, APM Terminals and the Airbus Final Assembly Line.***When:** 8 a.m. to 3 p.m.**Where:** The Battle House Hotel and Spa**Cost:** \$135**Contact:** Kayley Shepard at 251-431-8629 orkshepard@mobilechamber.com*Reservations required.***Premier Sponsor:****Supporting Sponsors:** Adams and Reese, Export Alabama Alliance, Airbus, Mississippi Export Railroad, Merchants Transfer Company, Norton Lilly International, PowerSouth, Alabama International Trade Center, and The University of Alabama Transportation Institute**Reception Sponsors:** Alabama State Port Authority, APM Terminals and Page & Jones.**GOLDSTEIN'S**
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AIDT Leadership Development training programs introduce team leaders, supervisors and managers to effective leadership responsibilities, communication skills, team work and motivation techniques.

When: Wednesday or Thursday, 8 a.m. to 4 p.m.

Where: Mobile Area Chamber, 451 Government St.

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

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

Reservations are required and no cancellations after Nov. 18.

Participation in LSI and LCSII is recommended, but not required for an LSIII course. Class size is limited to 25 per day.

19 EXECUTIVE ROUNDTABLE **Members Only*

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

When: 8 to 9 a.m.

Where: Mobile Area Chamber, 451 Government St.

Speaker: Chris Curry, president, Mobile Airport Authority

Topic: Update on the Mobile Aeroplex and Airport Projects

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

*No charge, but RSVP requested. Free parking.
(Rescheduled from September.)*

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13 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: Panera Bread, 3691 Airport Blvd.

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

No charge.

Sponsor:



28&29 CHAMBER CLOSED – THANKSGIVING HOLIDAYS



During this magical time of year, full of hope and love, we're reflecting on all the reasons why we're thankful to be a part of your community. We extend tidings of comfort and joy to you and your loved ones this holiday season and look forward to a new year of serving you.

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Who's New



Sansom



Ratcliff



Strenth



Hughes



Jones



Wilson



Earnest



Greer

The University of Mobile (UM) announced several promotions and new staff members:



Dunning

Mel Sansom CPA was named vice president for business and financial affairs. Sansom has a doctorate in higher education administration from the University of Arkansas at Little Rock and a master's degree in accounting and a bachelor's degree in business administration, both from Harding University.

Allie Normand Ratcliff is the new director of alumni programs. She graduated from the University of Mobile with a bachelor's degree in communication, with concentrations in marketing and public relations.

Dr. Kendra Strenth and **Julie Hughes** joined the faculty as assistant professors of

nursing. Strenth has a bachelor's degree in nursing from the University of South Alabama, a master's degree in nursing from the University of Mobile and a doctorate in nursing administration and education from Samford University. Hughes will also serve as assistant professor of nursing and simulation coordinator. She earned a bachelor's degree in nursing from the University of Mobile and a master's degree in nursing from the University of South Alabama.

Dr. Wanda Jones joined the faculty as assistant professor of chemistry. She holds a doctorate in materials science and engineering from Tuskegee University and a bachelor's degree in chemistry from Miles College.

Dr. Doug Wilson is now dean of the school of Christian studies. He also serves as director of UM's Global Engagement Office focusing on international students, studies and support. He has a bachelor's degree in church music from Toccoa Falls College; a master's degree in pastoral ministry; and a doctorate in Semitic literature, religions and culture from Mid-America Baptist Theological Seminary.

Dr. Bruce Earnest was promoted to vice president for advancement. Earnest has a doctorate in musical arts from the University of Southern Mississippi, a master's degree in performance from the University of Miami and a bachelor's degree in music administration from Westfield State University.

Dr. Todd Greer was promoted to vice president for academic affairs. Greer has 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 studies from Defiance College in Defiance, Ohio.

Dr. Kathy Dunning was promoted to dean of the school

of business. Dunning has a doctorate in accounting from Northcentral University in San Diego, Calif.; a master's degree in accounting from the University of South Alabama; and a bachelor's degree in biology from The University of Alabama. (CSCA).

EXIT Realty Lyon added **Lawrencia Ratcliff** and **Whitney Dunn** to its team of real estate sales professionals.



Lee



Menger



Waren

USA Health added three new staff members: **Dr. Larry Lee** is an assistant professor in USA's department of surgery and works in the hospital's division of trauma and acute care surgery. Lee earned a bachelor's degree in biomedical engineering and a master's degree in biotechnology from Johns Hopkins University and a medical degree at the University of South Alabama.

Dr. Richard Menger is a new neurosurgeon at USA Health. Menger earned a medical degree from Georgetown University. He completed a residency in neurosurgery at Louisiana State University in Shreveport, La., followed by a formal orthopedic spinal deformity fellowship at Columbia University Medical Center in New York. He received a master's degree in public administration from Harvard.

Kim Waren was named director of patient relations. She received a bachelor's degree in public relations from the University of West Florida and a master's degree in human resource management from Troy University.



Siegel



Johnson

Roberts Brothers welcomed three new agents: **Anne Siegel**, **Michael Johnson** and **Abby Beckloff**.



Beckloff

Dr. Kevin R. Macaluso joined the University of South Alabama College of Medicine as a professor and Locke Distinguished Chair of Microbiology and Immunology. Macaluso earned a bachelor's degree in biological science from Colorado State University; a master's degree in biology from Sul Ross State University in Alpine, Texas; and a doctorate in entomology from Oklahoma State University.



Wade

active member of the Society for Human Resources Management, brings 26 years of related experience.

Wilkins Miller LLC accounting and advisory firm hired **Collier Smith** as a staff accountant. Smith graduated with a bachelor's degree of business administration with a concentration in finance from the University of South Alabama.

The **Mobile County Commission** selected **Glenn L. Hodge** to serve as its new administrator. Hodge is a graduate of the University of Pittsburgh, where he earned a bachelor's degree in economics. He completed a certificate in county administration from the Association of County

Commissions of Alabama. He is a retired U.S. Coast Guard Reserve petty officer, having served from 1984 to 2004.

Business Endeavors

BL Harbert International LLC was selected by the Alabama Farmers Federation (ALFA) Insurance Corp. to construct a new Alabama Farm Center at ALFA Centennial Park in Chilton County.



McDonald's restaurants in Mobile are launching **McDelivery**, a partnership with **DoorDash**, an on-demand delivery service, and included in **DashPass**, its nationwide subscription program. Customers are now able to place orders through the **DoorDash** mobile app or online at mcdonalds.com.



USA Health Children's & Women's Hospital announced South Baldwin Regional Medical Center's tiniest patients now will have access to the clinical expertise of the neonatology providers at USA Children's & Women's Hospital.



A new podcast created by **USA Health Mitchell Cancer Institute**, *The Cancering Show*, aims to demystify cancer. On the show, cancer survivors, family members, physicians and scientists share their stories, provide insight and offer hope. The first season is on Spotify, YouTube, iTunes and wherever podcasts can be found.

Listeners can subscribe to receive new episodes in their inbox and find the show on Facebook.



OWA opened **Clash eSports Center**, a high-end gaming facility located in Downtown OWA. The center has more than 50 games, with new ones on the horizon. Daily hours are 2 to 10 p.m. For more information, go to visitowa.com.

Well Done



Graham



Waldrop



Franklin



Miller

Armbricht Jackson LLP announced 14 of its attorneys were listed in *The Best Lawyers in America 2020*, with four selected as 2020 "Lawyers of the Year." Lawyers of the Year are: **Duane A. Graham, M. Kathleen Miller, Norman E. Waldrop Jr. and Richard W. Franklin.** Listed as Best Lawyers in America are: **Conrad P. Armbricht, Scott G. Brown, Gregory P. Bru, Edward A. Dean, Tamela E. Esham, Richard W. Franklin, Duane A. Graham, Broox G. Holmes, M. Kathleen Miller, Thomas P. Oldweiler, E.B. Peebles III, Kirk C. Shaw, James D. Smith and Norman E. Waldrop Jr.**

In other news attorney, **Kathleen Miller** of **Armbricht Jackson** was appointed Norway's Honorary Consul for the state of Alabama.



LeGrone

Merrill, a Bank of America Co., announced **Archie J. LeGrone** of the Mobile office earned the certified plan fiduciary advisor (CPFA) credential from The National Association of Plan Advisors, an affiliate organization of the American Retirement Association. LeGrone received a bachelor's degree in finance from the University of South Alabama.

Through a partnership with **AM/NS Calvert**, the College of Engineering at The University of Alabama opened **The Cube**, an active space where students learn, share, think, fail, succeed and create by designing, devising and constructing. The steel mill's support helps supplement supplies and components for the laboratories and develop a new **Subtractive Manufacturing Lab**, a shop area housing laser cutters, water jet, plasma cutter, lathe and more.



Grand Hotel Golf Resort & Spa was recently named one of *USA Today's* Top 5 Historic Hotels. A national panel of hotel experts reviewed industry awards and guest reviews to nominate 20 historic hotels. The public voted online to select the Top 10. The Grand placed No. 4 on the top 10 list.

Spring Hill College was honored as one of the renowned Colleges of Distinction – and one of only four schools to be recognized in the state of Alabama. The national recognition highlights the college's individualized and engaging education. In addition, Spring Hill received distinction awards for the business and nursing departments as well as the career development program.

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

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

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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.



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

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