

Mobile Area Chamber of Commerce

FEBRUARY 2017

# the **business**VIEW



Mobile's Economic  
Overview for 2016

New Downtown Hotel to  
Open Before Mardi Gras

**Lenzing  
Announces  
Mobile  
for \$293M  
Expansion**

# INSIGHT

It takes **insight** to help you win.

## So we show up in person.

That's how we push our technology further and take your solution from 'good enough' to greatness. You'll see our competitors walk away as soon as something works. But we stay present in a way only a local leader can.

Our consultation, training, and support teams collaborate with you face to face to deliver a custom technology solution designed specifically to drive your bottom line— not the average bottom line. By being customer inspired we achieve the insight necessary to take your solution from 'works fine' to 'secures victory'.



CLOUD



WIRELESS



DATA



VOICE

Official Provider of Telecommunication Solutions  
to the Mobile Area Chamber of Commerce

We've got [what it takes] to help you win.

[cspire.com/business](http://cspire.com/business) | 855.CSPIRE2 | [enterprisesales@cspire.com](mailto:enterprisesales@cspire.com)



**cspire**  
business solutions™



# WHEN LOSING IS NOT AN OPTION.



## CUNNINGHAM BOUNDS LLC

### DON'T SETTLE FOR LESS.

For more than 50 years, we have represented businesses in high-stakes litigation on a contingent fee basis. Our client list includes thousands of local, regional, and national businesses ranging in size from small family-owned businesses to multinational corporations. We regularly take on the world's largest and most well-funded companies – and we win.

**Learn more about our successes at [www.cunninghambounds.com/our-successes](http://www.cunninghambounds.com/our-successes).**

No representation is made that the quality of the legal services to be performed is greater than the quality of legal services performed by other lawyers.

# MOBILE AREA CHAMBER OF COMMERCE 2016 ANNUAL REPORT

## From the Chairman

Just over a year ago, I stepped into the role as chairman of the Mobile Area Chamber of Commerce, and to say I hit the ground running is an understatement. It's been a whirlwind year, and on the pages that follow in this issue of *The Business View*, you'll have a chance to read some of the past year's most significant activities.

As a staunch advocate for pro-business legislative policies, and aggressively recruiting additional capital and jobs here, we've had our work cut out for us this year. Yet over the past year we've announced 230 jobs; led a charge in the legislature to update the state's antiquated economic development incentives package; created an active minority business networking and counseling program; and added more new members than in the previous two years.

A passion project of mine over the past year has been to challenge employees and employers to rally around projects and agencies that focus on serving Mobile's neediest. As I mentioned during the 2016 annual meeting, taking this challenge on will not only benefit our community, but companies and employees as well. It's been great to hear members share their stories – be it at board meetings, in *The Business View* or on social media – of what they've taken on, and how they're impacting Mobile.

To the 2,000 members of the Mobile Area Chamber, thank you for your investment in this organization, and for supporting the work it does to keep business and industry growing. It's not an easy job, and it requires a tremendous amount of patience, persistence and trust. But the work that's being done by the Chamber staff, board and volunteers will have a positive impact on Mobile for many years to come.

This organization is in great hands in 2017 with Liz Freeman with Long's Human Resource Services as the chair. Please continue to support her this year as you did for me in 2016.

Mark Nix, Infirmary Health  
2016 Mobile Area Chamber Board Chairman



the Mobile Area Chamber of Commerce  
**businessview**

February 2017 | Also in this issue

**ON THE COVER** As the time for revelry is upon us, the City of Mobile's new Mardi Gras park is ready for parade-goers, and there is a new downtown hotel ready to accommodate visitors. See the story on page 27. *Photo by Jeff Tesney.*

- 4 2016 Annual Report & 2017 Plan of Action
- 24 News You Can Use
- 29 Small Business of the Month: Hunter Limousines
- 30 2017 Mobile Area Chamber of Commerce Legislative Agenda
- 33 Investor Focus: Brown & Root Industrial Services
- 34 Business Spotlights of the Month: Friedman's Fine Jewelry and Residence Inn Marriott
- 35 Ambassadors of the Month: Megan Murdock and Lisa Kavanagh
- 36 Calendar
- 38 Member News
- 42 Anniversaries
- 43 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](http://www.mobilechamber.com) ©2017

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



## STRATEGIC GOAL

# JOBS

RETAIN, EXPAND AND RECRUIT BUSINESSES, INVESTMENT AND JOBS IN THE MOBILE AREA.

Whether recruiting businesses, helping existing companies – both large and small – or developing entrepreneurial resources, the Mobile Area Chamber works to increase jobs, commerce and capital investments in our community.

### Team Mobile

The Mobile Area Chamber of Commerce is the lead economic developer for the City of Mobile, Mobile County and Washington County.

In 2016, Chamber-led project announcements included \$350.5 million in capital investments and 324 new and retained jobs.

Six local operations planned expansions – BASF Corp., Evonik Industries, Canfor Southern Pine, Lenzing Group, Millard Maritime and Threaded Fasteners; two others made new investments – Broetje Automation and Danby Products; one, Serda, was a start-up; and another, Worthington Industries, was aimed at retaining 61 jobs and bringing new jobs to Mobile, after the company acquired the global CryoScience business of Taylor Wharton, including a manufacturing facility in Theodore.

Funded and directed by Partners for Growth (PFG), a public-private partnership, we are working to achieve the following five-year goals from 2013 through 2017: recruit 4,000 jobs with a \$40,000 average annual salary and reach \$1.5 billion in capital investments.

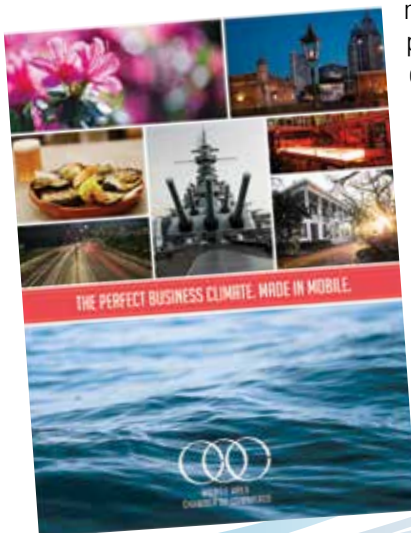
Program results to date are 1,155 new jobs created, with wages averaging \$53,641 and investments of \$1.1 billion.

### Made in Mobile

Capitalizing on recent industry announcements and company expansions, the Chamber launched a new branding campaign for its economic development efforts. The campaign includes more infographics, crisp copy, a

new template for prospect presentations and data downloads for prospects and industry.

The effort was designed by Lewis Communications, and includes the tagline The Perfect Business Climate. Made in Mobile.



Canfor moved its U.S. headquarters to Mobile in 2016. Pictured here are city and county leaders at the announcement. Photo by Jeff Tesney

### Added Investment

Evonik Industries announced another expansion – the fifth in the last decade. The \$2.75 million project created 13 new jobs with an average salary of \$67,000, and will increase capacity at its Theodore site.

Late in 2016, BASF Corp. announced the local facility would be part of a \$200 million company-wide expansion, increasing its production of plastic additives used to filter out harmful UV radiation from plastics and coatings.

Millard Maritime announced it was expanding its conveyance system for salt used to de-ice roads and parking lots. The company will invest \$13.5 million in new equipment.

Lenzing Group announced its expansion in December at the Mobile Area Chamber. The company is investing \$293 million and will more than double production of TENCEL at its Axis facility. When complete, in 2019, Lenzing will add 163 jobs.

Also in December, Threaded Fasteners expanded its galvanizing facility, investing \$1.5 million and adding eight jobs with an average salary of \$50,000.

### New U.S. Headquarters + Keeping Jobs in Mobile

Canfor, headquartered in Canada, announced it would locate its U.S. headquarters in Mobile in 2016. The company plans to hire 20 additional employees in Mobile. Canfor purchased Alabama-based Scotch Gulf Lumber, including lumber mills in Mobile, Fulton and Jackson, three years ago.





*Members of the Chamber's Growth Alliance Task Force helped redefine the Chamber's minority business strategy in 2016.*

## Investing in Mobile

Canada-based appliance manufacturer Danby Products opened a 125,000-square-foot distribution warehouse in Saraland to serve its Southeastern U.S. customers. The facility will employ up to 25 full-time workers and includes a factory outlet retail store. NAI Mobile facilitated the company's site location.

## Flying High

The first plane assembled in the U.S. by the Airbus U.S. Manufacturing Facility in Mobile had its test flight on March 21. Assembled for JetBlue and appropriately named the BluesMobile, by year end, Airbus had assembled and delivered a total of 17 A321s to American Airlines, Delta Airlines, JetBlue Airways and Spirit Airlines.

To date, 24 companies set up or announced new operations at Mobile Aeroplex at Brookley to serve Airbus. There were six in 2016: Broetje Automation's M-Technologie division, Panasonic Avionics, Recaro Aircraft Seating Co., Thales, VPS-Vartan Aviation Group and Zodiac Aerospace.

Chamber delegations attended three international air shows in 2016 to promote Mobile's logistical and infrastructure assets – Singapore Air Show, Farnborough Air Show and Hamburg Aviation Forum.

## Redefining Minority Business Strategies

The Chamber redefined its efforts to assist and strengthen small- and minority-owned businesses. The Growth Alliance Task Force added three subcommittees to address issues preventing or impeding growth by focusing on business development, mentoring, finance, job creation and outreach.

Volunteers helped the Chamber produce an online minority business directory, hold a faith-based outreach meeting with local churches and host a community boot camp training initiative.

During a decade of operating the Mobile Minority Business Development Agency Business Center, a program of the U.S. Department of Commerce, the Chamber assisted

more than 1,700 minority-owned business clients statewide, helping them secure more than \$2 billion in contracts and financial assistance, and creating more than 1,100 jobs. The center closed in 2016.

## Entrepreneurial Excellence

After a successful inaugural class in 2015, 1702 began its second class of networking, counseling and training among a group of Mobile area chief executive officers and business leaders. Designed to foster a thriving entrepreneurial community similar to that in Silicon Valley, the 2016 class of 12 executives spent eight months learning from experts in various subjects including product strategy, marketing and aligning your management team.



*April 25 was a long-awaited day for Mobilians, as Airbus delivered its first U.S. aircraft to JetBlue, named the BluesMobile. The company later ordered 30 additional planes. Photo by Airbus.*





Following the media announcement, U.S. Deputy Assistant Secretary of Commerce for Economic Development Matt Erskine (center) and other government officials met with area organizations focused on workforce development and entrepreneurial innovation.

## Innovation Sensation

A new Mobile-based innovation and entrepreneurial center has its eye on boosting the Gulf Coast business community. Innovation PortAL, a program of the Mobile Area Chamber Foundation, is designed to connect entrepreneurs with the tools, equipment and resources they need to be successful, including intensive mentoring, specialized curriculum and access to networks and capital.

In September, U.S. Deputy Assistant Secretary of Commerce for Economic Development Matt Erskine visited Mobile to announce the foundation would receive a \$2.9 million grant to renovate the building that will house Innovation PortAL in downtown Mobile. In addition, local private foundations, private industry, the City of Mobile, Mobile County and private donors committed \$1.9 million in matching funds.

In less than 60 days following the grant announcement, the Chamber purchased the Threaded Fasteners building at 358 St. Louis St. for Innovation PortAL, kicked-off the inaugural entrepreneur class and secured an entrepreneur-in-residence to provide hands-on support to its clients.

The center will be designed to foster manufacturing technologies and compatible businesses in a modern facility with plans including a prototyping lab, classroom, offices and a conference suite once the renovations are complete.

The inaugural entrepreneur client class completed its session, and one new company launched. CigarClub.com is an online monthly subscription service customized to fit each customer's unique taste.

## StartUp Weekend

The Mobile Area Chamber and Innovation PortAL helped sponsor, support and organize Mobile's first StartUp Weekend. Part business pitch competition, part educational experience, the event is a program of Techstars and powered by Google for Entrepreneurs.

The sold-out event drew 75 participants, including entrepreneurs, web and software developers, students, designers, marketing gurus, business development specialists and more. Other organizing partners were One Mobile Inc. and the University of South Alabama's Office of Research and Economic Development.



Innovation PortAL had several key accomplishments in 2016 – with this graduating class of entrepreneurs who completed instruction as one of the most significant. From the group, one new business began operations in December and three more are on target to launch in 2017.



## Round 2

The U.S. Department of Commerce redesignated the region as a Manufacturing Community, extending the time frame until 2018. The region received its first designation in 2014 – one of the first 12 communities in the nation and operates as Advancing Southwest Alabama. The program's goals are to accelerate the resurgence of manufacturing and increase international trade and exports.

With it came preferential scoring on a number of economic development grants, resulting in \$20 million coming to the area. Funded projects include:

- Building renovations for Innovation PortAL, a program of the Mobile Area Chamber of Commerce Foundation;
- The ACT Work Ready Communities designation, certifying the region has the workforce qualified to support new and expanding businesses;
- The City of Mobile's Bring Back Broad initiative, intended to rebuild aging infrastructure, connect citizens to jobs and revitalize historic neighborhoods;
- A new industrial access road for Atmore's Rivercane Industrial Park; and
- A new office and tech park in Daphne.

## Advancing Southwest Alabama

Prior to the redesignation, the Chamber hosted Jay Williams, administrator of the Economic Development Administration (EDA) and assistant secretary of Commerce for Economic Development. He visited Mobile to review Southwest Alabama's Investing in Manufacturing Communities Partnership (IMCP) effort.



*Jay Williams, administrator of the U.S. Economic Development Administration and assistant secretary of Commerce for Economic Development, visited Mobile to learn about southwest Alabama's Investing in Manufacturing Communities Partnership effort. He met with regional leaders, including Chamber and University of South Alabama representatives, pictured here.*

## Stronger Together

To help coordinate small business assistance resources and prevent duplication of services, the Chamber convenes the Small Business Council quarterly. Consisting of 37 community partners, the group also advocates for small and disadvantaged businesses to be considered as suppliers and service providers to larger companies.

## Expanding Your Reach

Assisting companies in finding customers in world markets is the focus of the Chamber's international trade efforts. In 2016, activities included hosting a number of dignitaries from Belgium, Canada, Colombia, Costa Rica, Cuba and France; coordinating a presence at the BIO International Convention in California and the Aircraft Interiors Expo in Germany; and trade missions to Spain and Morocco, Mexico and Chile, and Cuba.

The Chamber and the American Chamber of Commerce in Morocco signed a memorandum of understanding to promote trade and business between the two organizations.

As a result of the 2016 missions, \$24.3 million in export sales at state and local companies is anticipated during the next two years.

Trade mission participants reported export sales of \$291 million, supporting the creation of 5,240 jobs, as a result of Chamber trade missions from 2006 through 2016.

## Part of Your Team

The Chamber's economic development efforts include helping local companies win corporate expansions or launch new endeavors. The focus in 2016 revolved around the manufacturing sector – specifically, how technological advancements in robotics, automation and software are transforming the industry.

One way the Chamber keeps its finger on the pulse of the business community is through three committees: the Business Retention and Expansion Committee, consisting of 110 large and small businesses and entrepreneurs; the Gulf Coast Technology Council, comprised of 203 companies; and OffshoreAlabama.com, a partnership of 220 oil and gas producers, service providers, suppliers and associated companies.

Thirty representatives teamed up from OffshoreAlabama.com to promote Mobile's oil and gas industry at the world's largest global oil and gas trade show held in Houston.

## TechHire Designation

In 2016, the Chamber's Gulf Coast Technology Council and Innovation PortAL assisted the University of South Alabama and City of Mobile with the application to become a TechHire city. The designation was awarded in mid-December, and is another outcome resulting from the Mobile-led manufacturing community designation.

TechHire is aimed at training, recruiting and retaining skilled technology professionals in our community. Additional collaborating partners included Mobile County and Depot/U, a Birmingham-based coding training program.





*This is the 10<sup>th</sup> year the Chamber's Gulf Coast Technology Council presented scholarships to area college students. Monies are donated by area companies and this year's scholarship winners include students from the University of South Alabama, University of Mobile and Remington College. A total of \$58,000 was given to 56 students over the past decade.*

## Eye on the Future

Through partnerships, training and initiatives, the Chamber works to improve Mobile's ability to respond to workforce needs.

With donations from area companies, the Gulf Coast Technology Council annually awards scholarships to local college students pursuing technology-related careers. In 2016, the 10<sup>th</sup> year, the council awarded a total of \$7,000 to nine students.

In June, more than 50 leaders of industry, education, workforce development, economic development and government, including the Chamber, participated in the public launch of the ACT Work Ready Communities initiative. It is one of several high-profile outcomes resulting from the Mobile-led manufacturing community designation.

The assessment tool, given by the same organization offering the ACT college prep test, is expected to help employers screen and hire as well as develop specific training.

In its support of the Bay Area Healthcare Coalition, the Chamber hosted the 13<sup>th</sup> annual Health Occupations Career Fair, offering more than 600 Mobile and Baldwin county high school sophomores 16 hands-on activities in health-related fields; and Summer Scrubs, provided 125 regional high schools students the opportunity to participate in a week-long job shadowing program at area hospitals, clinics and doctor's offices.

## Student to Business Owner

The inaugural Young Entrepreneurs Academy (YEA) kicked-off with 13 Alabama School of Math and Science (ASMS) students participating in 30 weeks of after-school instruction at the University of South Alabama. The program ended with business pitches, similar to those seen on ABC's *Shark Tank*, competing for \$5,500 in start-up monies donated by local companies. The winner, Shoe Boo, created a customizable shield to avoid new shoe blisters and advanced to the regional competition.



*Five minutes. That's the amount of time students in the Mobile Area Chamber's inaugural Young Entrepreneurs Academy (YEA) had to pitch the businesses they have envisioned, developed and nurtured to an investor panel for funding. Thirteen Alabama School of Math and Science (ASMS) students made up the pilot group.*

## STRATEGIC GOAL

# ADVOCACY

CREATE AN  
ENVIRONMENT  
THAT PROMOTES  
BUSINESS AND  
COMMUNITY  
GROWTH.

The Mobile Area Chamber speaks up for the needs of businesses at the local, state and federal levels to promote a balanced, business-friendly climate that encourages economic growth.



*In January, the Chamber presented its 2016 Legislative Agenda defining the organization's annual advocacy efforts to more than 200 elected officials and business leaders.*

### Speaking on Your Behalf

The Mobile Area Chamber's governmental affairs team of volunteers and staff stays in contact with members of the Mobile-Baldwin-Washington County state legislative delegations, engaging them year-round in key legislative issues affecting Alabama's business climate.

Key in 2016 were the passage of a bill establishing tax credits for increased usage of the state's port facilities, a small business jobs act offering tax credits for those employing fewer than 75 people when hiring a new worker at a salary of at least \$40,000, and a tax credit to employers hiring an apprentice.

The Chamber played an essential role in advocating for a fair allocation of the BP fine monies from the Deepwater Horizon Oil Spill of 2010. At the end of a special legislative session, a compromise on state spending of the BP fines included \$120 million for roads in Mobile and Baldwin counties, including U.S. Hwy. 98.

Helping guide the Chamber's legislative efforts are the Governmental Affairs and Energy committees, with input from regional economic development partners along with an annual member survey. The Chamber also has a contract lobbyist advocating for Mobile priorities in Montgomery.

### Chamber Board Takes Action

While the Chamber is a non-political entity when it comes to candidates, the organization takes positions on issues impacting the business community. In October, the Chamber's board of directors voted to actively support

three statewide amendments – Amendment 8, relating to the state's right-to-work status; Amendment 11, clearing up uncertainties around manufacturing zones; and Amendment 14, ensuring the legality of previous local laws passed; as well as the Mobile County "Pay-As-You-Go" road program – all on the Nov. 8, 2016 ballot. All the measures passed.

### Economic Impact

After more than two years of study and debate, the Mobile City Planning Commission passed a compromise amendment to the city's zoning code regulating the location and construction of certain above-ground oil storage tanks in industrial-zoned areas. The measure was later approved by the Mobile City Council.

Chamber leadership and members of the Chamber's energy committee participated in this important discussion to ensure all parties understood how energy products – and critical infrastructure such as these tanks – help drive Mobile's economy and continued economic development in the region.

### Statewide View

The Chamber held an inaugural Governor's Forum, created to give the sitting governor the opportunity to talk to Mobile's business community about his/her agenda and the current legislative session.

Gov. Robert Bentley covered the Restore Act, prison reform, economic development and his perspective on Alabama's economy. More than 250 people attended.





*The Chamber's 2016 Leaders Exchange took 69 Mobile business leaders to Greenville, S.C., to study the progressive mid-sized city.*

## Issues + Connections

A number of forums, receptions and lunch meetings offered Chamber members the opportunity to connect with city, state and federal officials.

The 2016 events included the annual Legislative Lunch, where the Chamber presented its annual legislative agenda; State of the City & County, showcasing the accomplishments of the City of Mobile and Mobile County; Forum Alabama, held twice in 2016, featuring Sen. Richard Shelby and Rep. Bradley Byrne; the political mixer Pork & Politics in the Park; an annual reception held in Montgomery to thank the Mobile and Baldwin legislative delegations for their work during the session and promoting Mobile's agenda; and the annual Champagne and Oysters reception, honoring newly-elected and re-elected officials in 2016. In addition, the Chamber hosted its annual Washington D.C. Fly-In to address federal issues.



*On May 25, the Mobile Area Chamber hosted its 19<sup>th</sup> annual State of the City and County featuring remarks from (pictured from left to right) Chamber President and CEO Bill Sisson, City of Mobile Mayor Sandy Stimpson, Chamber Chairman and President and CEO of Infirmity Health Mark Nix and Mobile County Commission President Jerry Carl.*

## From Greenville to Mobile

The 29<sup>th</sup> annual Leaders Exchange took 69 Mobile business leaders to Greenville, S.C., in November to learn best practices of another mid-sized city. The Chamber-hosted, three-day event focused on urban development; training and research for advanced manufacturing; innovation and entrepreneurial centers; parks, trails and sports recreation as an economic engine; neighborhood revitalization through public-private partnerships; and diversity and inclusion business initiatives.

## Bridge Update

As the narrative continues on how to get a bridge over Mobile Bay to relieve what has been identified as one of the primary bottlenecks along I-10, the focus moved to funding in 2016. It is the next hurdle in the region's quest for the I-10 Mobile River Bridge and Bayway widening project.

The project was among the topics discussed when members of the Alabama Legislature's Joint Transportation committee held their southwest region meeting in Mobile in February. The event included updates on area infrastructure and featured Alabama Department of Transportation Director John Cooper.

## Spreading the Word

The Chamber and WKRG completed a television commercial aimed at building awareness for Chamber membership. In addition, Lamar Advertising continued to support the Chamber's general marketing message – Believe in Mobile. Belong to the Chamber.

Followers of the Chamber's social media channels continued to increase, despite changing formats and algorithms. The Chamber has nearly 6,000 Facebook likes, more than 7,500 followers on Twitter and approximately 1,900 members in the LinkedIn group. New initiatives in 2016 included video messaging through the Chamber's YouTube page and engaging users on Instagram.



## Chamber Efforts Spur Recognition

Mobile garnered several accolades in 2016 as a result of Chamber efforts via media coverage and rankings.

The most in-depth coverage came from an eight-page story in the July issue of Smithsonian's *Air & Space* magazine that follows Mobile's pursuit of the Airbus U.S. Manufacturing facility from start to finish.

Just in time for the Farnborough Air Show, *Foreign Direct Investment (fDi)* magazine published its 2016 Aerospace Cities of the Future. In the

accompanying article, the magazine named Mobile as one of eight cities getting it right when it comes to top-quality education and training programs as well as logistical excellence. Chamber staff met with magazine editors while in London for the Farnborough Air Show.



Mobile's manufacturing growth continues to draw attention. New Geography, a website covering demographic, social and economic trends, ranked Mobile No. 4 on its 2016 list of Best Cities for Job Growth in the mid-sized cities category.

GoodCall.com released a report listing Mobile No. 37 out of 338 metro areas as one of the best places in the U.S. for women entrepreneurs. The news came on American Business Women's Day, Sept. 22.



## A Viable Source for Business News

An increased effort was placed on the Chamber generating its own news stories and media in 2016. The Chamber continued to share business headlines through its monthly magazine, *The Business View*, circulation 22,100; and its electronic newsletter, *The Business View Weekly*, circulation approximately 9,600.

To get significant news out fast, the Chamber continued to use its blog, at [www.mobilechamber.com](http://www.mobilechamber.com), and cross-promoted posts electronically and through social media.

The largest following surrounded a series of blog stories based on the activities of business and community leaders from Mobile and Baldwin counties at the Farnborough Airshow. While there, staff touted the area's logistical and infrastructure assets and assisted local media in setting up live and taped interviews.



## Making the Cash Register Ring

Just in time for Mother's Day and right before Christmas, the Chamber hosted a CashMOB at the Ivy Cottage in May and Big City Toys in December. Attendees enjoyed a reception and committed to spending \$20 at these local retailers.

## Bon Voyage

The Chamber had its best year for leisure travel in 2016, offering trips to Costa Rica, Scotland and a cruise along the Rhine River. These excursions continue to provide members and their guests with opportunities to network while traveling socially, and are a source of non-dues revenue for the Chamber. A total of 149 passengers participated in all three trips.



The Chamber held two CashMOBs in 2016 to promote shopping at local small businesses. The December event was at Big City Toys. Participants committed to spend \$20 at this festive event and enjoyed hors d'oeuvres and cocktails while shopping.

Photo by Jeff Tesney



## STRATEGIC GOAL

# VALUE

PROVIDE VALUE,  
SERVICES,  
OPPORTUNITIES  
AND RECOGNITION  
FOR OUR  
MEMBERS.



*One of many seminars and workshops offered by the Chamber in 2016 was geared toward helping participating companies make the most of Business Expo.*

**We have a goal to consistently exceed member expectations and deliver member value. It's more than customer service. We strive to offer relevant professional development, frequent and consequential networking formats, and opportunities to help our members succeed and grow.**

### Business-to-Business

A free event led to at least one new client for one Chamber member who attended the contracting and supplier opportunity meeting with W.G. Yates and Sons Construction. It's just one example of how the Chamber helps small businesses grow and thrive.

Throughout the year, the Chamber offered professional development workshops and seminars, and supported the Small Business Executive Roundtable. Thirty-seven workshops and seminars drew more than 2,000 attendees throughout the year.

To coincide with its Small Business of the Year Awards luncheon in June, the Chamber presented its third annual Small Business and Innovation Conference featuring subject matter experts on financing, innovation and law.

Prior to the Chamber's Eagle Award luncheon, the Gulf Coast Business Diversity Conference included a panel of minority business owners who offered their personal experiences and advice on how to run a successful business.

In May, the Chamber's Growth Alliance Task Force led a series of free business training workshops at Bishop State Community College drawing more than 200 participants. Topics for the inaugural Entrepreneurs Boot Camp included finance, marketing and leadership.

Additional topics in 2016 included writing proposals for federal contracts, small business certifications, social media and email marketing.

### Be Present. Be Seen.

The largest event coordinated by the Chamber is Business Expo, a vendor-rich trade show featuring more than 220 companies and organizations and 2,500-plus attendees. The annual event included 20 business resource partners.

In 2016, the Chamber worked to transform its second-largest event – its annual meeting – to make it more appealing to event-goers. The new format, scheduled for Feb. 9, 2017, features a new location and live music, in addition to the traditional transition between the 2016 and 2017 board chairs.

Additional networking events in 2016 included Business After Hours, Coffee with the Chamber, Networking@Noon, Membership 101, Member Appreciation Day, Women's Roundtable, Nonprofit Roundtable and the Chamber Classic annual golf tournament.

This past year, the Mobile Area Chamber and Eastern Shore Chamber teamed up with business sponsors and caterers to offer Regional Business After Hours. The event drew nearly 550 people.

Combined, there were more than 60 events and 5,200-plus attendees in 2016.



*Nichelle Nix visited Mobile after being appointed as the first director of the Governor's Office of Minority Affairs. The office was created to advise on issues affecting minorities, including women, and focus on improving the overall quality of life of minorities, specifically in the areas of education, health, economics, political participation and empowerment, housing, employment, civil rights, criminal justice and race relations.*





*Chamber Chase volunteers help recruit new members and secure Chamber sponsorships and advertising contracts.*

## Chamber Chase

Mark Hieronymus of Hieronymus CPAs served as the 2016 Chamber Chase chairman, a total resource development campaign. Twenty-five teams comprised of 50 volunteers raised \$1.167 million, a 1 percent increase over goal, through member dues, sponsorships and advertising contracts during the 13-week effort.

Top sponsorship producers were Harris Oswalt, Mobile Gas; Terri Owler, Arkema; and Sharon Murrill, Alabama Power. Top producers of in-kind goods and services were Linda Faulkner, Evonik Industries; Elissa Tesney, Jeff Tesney Photography; and Ross Seifert, Hancock Bank.

The campaign's top sponsorship producing teams were Regions Bank, Arkema and Alabama Power, followed by the top producing teams of donated goods and services – Evonik Industries, Hancock Bank and Jeff Tesney Photography.

## We're Here to Cheer

Chamber staff and volunteer ambassadors assisted 49 businesses with grand openings and ribbon cutting celebrations in 2016.

## Going Global

A first-time event for Mobile was the annual Alabama Global Supply Chain & Logistics Summit. National experts and global business executives covered supply chain issues, company efficiency and economic competitiveness needed to succeed in international markets. More than 160 people attended the event.

For the third time, the Chamber hosted a series of workshops to help local companies earn the International Trade Training Certificate from the U.S. Department of Commerce.

Workshop topics included international business basics, international tax strategies, overseas business opportunities and financing with the U.S. Export-Import Bank.



*Alabama's Secretary of Commerce Greg Canfield was in Mobile for the annual Global Supply Chain & Logistics Summit. It was the first time Mobile hosted the event. Canfield is pictured with Chamber President and CEO Bill Sisson.*

## Employee Focused

The Chamber helped plan and implement the South Alabama Region STEM (science, technology, engineering and math) Forum in April, connecting business and education professionals. More than 100 leaders from industry, education, after school programs, community and government attended the event, held in April.

In 2016, the Chamber also hosted AIDT Leadership Skills Development Training courses to provide professional development on topics such as communication, conflict management, ethics and teamwork. More than 130 participants attended the six courses.

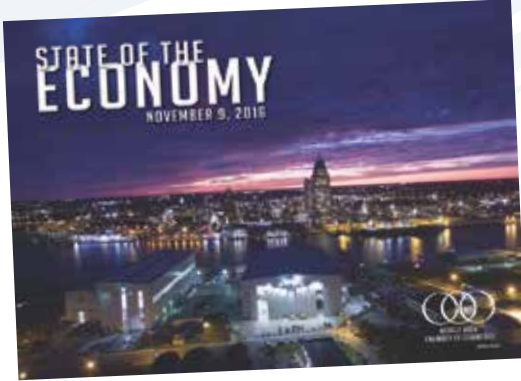


*The Chamber assists members with ribbon cutting events like this one at Altitude Trampoline Park.*



## Taking a Deeper Look

After a successful inaugural event in 2015, the Chamber held its State of the Economy forum and luncheon in November. The industry forum highlighted the area's aerospace, chemical, real estate and shipbuilding sectors. The luncheon featured Chamber-member survey results, including anticipated growth at local companies, and



keynote speaker Adrienne Slack, regional executive at the New Orleans Branch, Federal Reserve Bank of Atlanta.

The Chamber produced an accompanying booklet highlighting a variety of

statistics, fast facts by industry and results from the economic survey. The publication can be found on the Chamber's website: [www.mobilechamber.com/in-the-news/chamber-publications](http://www.mobilechamber.com/in-the-news/chamber-publications). More than 220 people attended.

## Outside the Box

To learn more about the Chamber's brand, influence and impact, a research firm conducted several focus groups with members and non-members. Staff continues to implement findings in organizational messaging, event promotions and enhancing the annual plan of action.

## Another Level of Membership

Representing the organization's largest dues-paying members – some by sheer employment numbers and others voluntarily – the board of advisors meets twice a year with the Chamber's governing board of directors. This group enjoys higher visibility, and is often called upon for input on Chamber programs. In 2016, there were 260 members.

## Mentoring Entrepreneurs

Chamber staff helped more than 90 entrepreneurs and business professionals start, manage or expand their companies in 2016 through small business counseling, technical assistance and supporting efforts of the Economic Development Partnership of Alabama's Launchpad competition.

## The Chamber Guarantee

A no-risk offer helped Chamber staff and volunteers recruit new members with a money-back guarantee if new members didn't find value. The deal's conditions included attending a Membership 101 orientation, reading *The Business View* and taking advantage of member discounts.

## Welcome, New Leaders

Designed to acquaint new-to-Mobile senior-level executives and their spouses with the community, the Chamber offered its MobileConnect series twice in 2016.

## For Those Who Serve(d)

In April, the Chamber's Military Affairs Committee hosted its annual Military Appreciation Lunch, recognizing ROTC and JROTC cadets from area schools with awards for exceptional service. In addition, VT MAE's Bill Hafner was honored for the company's employment of military-trained employees.

The Chamber continued its support of the Mobile Bay Veterans Day Commission. This year, the commission honored three Mobile-based U.S. Coast Guard units – Aviation Training Center, Sector Mobile and the Full Strike Teams – as joint 2016 Patriots of the Year and Lt. Col. (Ret.) Lou Lartigue as Veteran of the Year. More than 400 people attended.

Additional Veterans Day activities included a parade prior to the luncheon and a concert following the luncheon at the USS Alabama Battleship Park.



Among the honorees at the Chamber's Military Appreciation Lunch, were ROTC and JROTC cadets from area schools.

# 2016 AWARD WINNERS

The Chamber presented several awards to member companies to highlight their success and community impact. Award winners were featured in the Chamber's magazine, *The Business View*, the e-newsletter *The Business View Weekly*, and was cross promoted on the Chamber's blog and social media channels.

## Manufacturer of the Year

BASF Corp.'s McIntosh facility was recognized with the Chamber's 2016 Manufacturer of the Year Award for maintaining its local employee base, increasing production and significantly investing in the site. The award was presented at a Partners for Growth investor event in October.

## Innovator of the Year

Mobile-based Prism Systems was named the Chamber's 2016 Innovator of the Year. Earlier this year, Prism opened a new research and development lab, generating additional new hires. The award was presented at a Partners for Growth investor event in October.

## Corporate Community Service Award

Willis Towers Watson's Mobile office was named the 2016 Corporate Community Service Award winner. This award recognizes companies for their service to the community and is jointly presented annually by the Chamber and the Junior League of Mobile. The award will be presented at the Chamber's annual meeting on Feb. 9, 2017.

## Small Business of the Year

B&B Pet Stop was named the Chamber's Small Business of the Year for innovative marketing efforts by the family-owned business in the face of increasing Internet competitors. The award was presented at the Small Business Awards lunch in June.

The other finalists recognized were FusionPoint Media and Karen C. Simmons PC.

## Small Businesses of the Month

These Chamber-member companies were featured in *The Business View*. The stories were then cross-promoted on the Chamber's blog and social media channels. Each company received its award at a Chamber board of directors meeting.

- Air-Specialty of South Alabama
- Altaworx
- Elegant Knight, Limo Party Bus
- e-worc Web & New Media
- Nichols Financial Services
- Noble Events
- Old Shell Road Small Animal Hospital
- Phoenix Restoration Services
- Professional Electrical Services
- Roberts Brothers
- Sam Winter & Co. Real Estate

## Outstanding Entrepreneur

Also at the Small Business Awards luncheon, the Chamber honored Grace Pilot of Pilot Catastrophe Services, as Outstanding Entrepreneur. Since founding the company with her late husband Walter 33 years ago in their kitchen, the company's adjusters have worked every major disaster, including Hurricane Katrina. While the direct employee number is tied to the number of adjusters in the field and fluctuates, Pilot consistently employs hundreds locally and thousands nationwide.

## Eagle Award Recipients

The Chamber honored two companies during its annual Eagle Awards luncheon in October. Nichols Financial Services and Perfecting That Cleaning Service were presented with Eagle Awards, recognizing the growth and success of minority-owned companies.

## Minority Business Advocate

Muskogee Technology was the recipient of the Rev. Wesley A. James Minority Business Advocate award. The company's outreach, supplier diversity programs and community involvement, specifically geared to help minority-owned companies, were highlighted during the awards ceremony. The award was presented at the Chamber's Eagle Awards luncheon.

## Ambassador of the Year

Torrian Davis with Army Aviation Center Federal Credit Union was named the 2016 Ambassador of the Year. The award was presented during the Chamber's November board of directors meeting.

Ambassadors are volunteers from member companies who assist the Chamber by visiting members and serving at various Chamber events.

## Ambassadors of the Month

Recognized for their involvement, these Chamber volunteers were featured in *The Business View*.

- Trish Banker, retired
- Megan Murdock, Hilton Garden Inn - Mobile Downtown
- Peggy Folz, BriFolz Enterprises
- Dale Hall, Dale Hall Agency
- Debbie Hunter, The Retreat at Schillinger Apartments
- Lisa Kavanagh, Junior League of Mobile
- Dorothy May, The Gathering of Jewels
- Phillip Moore, AHI Properties
- Kristlyn Robinson, Sirius Technical Services
- Kasie Tanley, New Horizons Credit Union
- Mary Dean Wilbur
- Kathy Williams, JW Legacy Group



STRATEGIC GOAL

EXCELLENCE

OPERATE THE CHAMBER WITH EXCELLENCE, INNOVATION AND EFFICIENCY.

We believe our programs, economic development successes, advocacy efforts and high standards make us one of the nation's best Chambers of Commerce.

Five Stars

The Mobile Area Chamber remains five-star accredited, the highest designation given by the U.S. Chamber of Commerce. The ranking places us in the top 1 percent of the country's nearly 7,000 Chambers.



Fiscally Fit

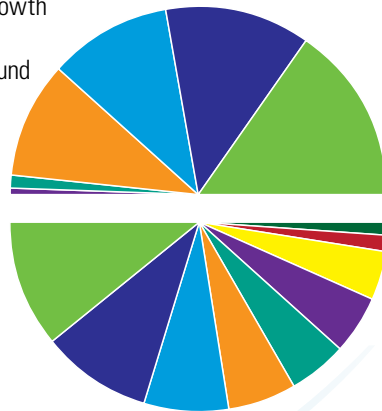
The Chamber remains strong financially with a positive bottom line. In addition to membership and board of advisor dues, the Chamber's revenue streams include performance contracts, grants, Partners for Growth pledges, advertising sales and Chamber Chase-recruited sponsorships and in-kind contributions.

In addition to the Chamber's finances, the staff manages the finances of the Industrial Development Authority of Mobile County, Industrial Development Board of the City of Mobile, Industrial Park Board of Mobile County and the Mobile Area Chamber of Commerce Foundation.

The Chamber's finances, as well as those of the four boards the organization manages, are audited annually to ensure adherence to accounting standards.

REVENUE

- 31% - Membership
- 25% - Events, Programs, Sponsorships and Donations
- 21% - Service Grants and Contracts
- 20% - Partners for Growth Economic Development Fund
- 2% - Publications
- 1% - Other



EXPENSES

- 22% - Economic Development
- 19% - Membership
- 14% - Administration
- 12% - Communications and Marketing
- 10% - Community and Governmental Affairs
- 10% - Finance and Operations
- 8% - Small Business Development\*
- 3% - Workforce Development
- 2% - Advancing Southwest Alabama (Manufacturing Community)

\* Includes Innovation PortAL

Leaders Among Us



Alston McGrath Soffronoff Wilson

LeMaris "L.A." Alston, the Chamber's IT manager, was named one of *Mobile Bay* magazine's "40 Under 40."

Emily McGrath, the Chamber's director of education and workforce development, graduated in 2016 from Leadership Mobile, a program of Mobile United.

Cesny Soffronoff, the Chamber's economic development coordinator of administrative services, graduated from Connect Mobile, a young leader development program of Mobile United.

Carolyn Wilson, the Chamber's communications and marketing assistant, graduated from Visit Mobile's inaugural community ambassador program.

2016 Membership

In 2016, more than 300 businesses joined the Chamber, and our membership renewals continue to be above industry average.

Giving Blood & Volunteer Hours

The Chamber staff continues to give outside the organization, serving on numerous boards and committees, participating in community events such as United Way's Day of Caring, hosting a LifeSouth blood drive and supply resource drive for Ronald McDonald House.



In April, 13 members of the Chamber staff participated in the United Way of Southwest Alabama's annual Day of Caring. The group spent the day at Penelope's Closet sorting donations within the store and staging the nonprofit retail shop. The Chamber has actively participated in Day of Caring since the program's inception.

# BOARD LEADERSHIP

## 2016 EXECUTIVE COMMITTEE



**Mark Nix**  
*Infirmary Health*  
Chairman of the Board



**Britton Bonner**  
*Adams & Reese LLP*  
Vice Chair Economic Development



**Col. Steven D. Carey, USAF (Ret.)**  
*CertaPro Painters of Mobile and Baldwin Counties*  
Vice Chair Military Affairs



**Lynne Chronister**  
*University of South Alabama*  
Vice Chair Small Business Development



**Elizabeth "Liz" Damson Freeman**  
*Long's Human Resource Service*  
Chair-Elect/Vice Chair Finance and Operations



**Terry Harbin**  
*Bancorp South*  
Vice Chair Governmental Affairs



**Mark Heironymus**  
*Hieronymus CPAs LLC*  
Vice Chair Membership/ Chamber Chase



**Jennifer Jenkins**  
*JJPR*  
Vice Chair Communications and Marketing



**Clarence Johnson Jr.**  
*Bama Pest Control*  
Vice Chair Minority Business Development



**Frank Lott III**  
*Heritage Homes*  
Immediate Past Chair



**William B. Sisson**  
*Mobile Area Chamber of Commerce*  
President & CEO



**Jill Stork**  
*Alabama Power*  
Vice Chair Workforce Development



**James F. Watkins**  
*Maynard Cooper & Gale PC*  
Legal Counsel

### Also Serving on the 2016 Board of Directors are:

**Damian Bell**  
*Rock Bridge Wealth Management*

**Robert Bender**  
*Springdale Travel*

**Robert Bryant**  
*Leaf & Petal Florist and Gift Shop*

**Mark Bunting**  
*WKRG-TV*

**Kevin Carey**  
*Trustmark National Bank*

**Beverly Cooper**  
*Christian Benevolent Funeral Home*

**W. Lance Covan**  
*Mittentight Inc.*

**C.W. "Bill" Daniels Jr.**  
*Burr & Forman LLP*

**Jason Gregory**  
*Willis Towers Watson*

**Guy Helmsing**  
*Hancock Bank*

**Charles Hyland**  
*Mobile Area Water & Sewer System*

**Brad Israel**  
*Elcan & Associates Inc.*

**Robin Luce**  
*JubileeScape Inc.*

**Janice Malone**  
*Business Resource Design and Print*

**Jenny McCall**  
*Wesco Gas & Welding Supply Inc.*

**Latitia McCane**  
*Bishop State Community College*

**Clint McFerrin**  
*Cintas Corp.*

**Henry Morrisette**  
*Hand Arendall LLC*

**Laurie Owen**  
*University of South Alabama Mitchell Cancer Institute*

**Craig Perciavalle**  
*Austal*

**W. Davis Pilot Jr.**  
*Pilot Catastrophe Services Inc.*

**Stephen Potts**  
*PMT Publishing*

**Jacquitta Powell-Green**  
*Commonwealth National Bank*

**Chris Richards**  
*AM/NS Calvert*

**Rhett Ross**  
*Continental Motors Inc.*

**Mike Rogers**  
*Rogers & Willard Inc.*

**Scott Rothermel**  
*Performance Contractors*

**Vicki Studstill**  
*Hargrove Engineers + Constructors*

**John P. Vallas Jr.**  
*Vallas Realty*

**George Vann Jr.**  
*BASF Corp.*

**Roger Wehner**  
*Mobile Airport Authority*



# 2016 BY THE NUMBERS

## Economic Development

**238**

**New Jobs  
RECRUITED**

**\$58,163**  
**Average Salary**  
of Jobs Created



**157** **International Appointments**  
Made to Help Alabama Companies  
Expand into Foreign Sales

**\$350.5 M**  
**Capital Investment**  
OF 2016 PROJECTS

**9**  
**New Projects/  
Expansions**

## Small Business Development

**37** **Small Business-Focused**  
Workshops and Seminars

Chamber Professional  
Development  
Seminars Attendees

**2,159**

**128**  
**EMPLOYEES**  
of Highlighted Small  
Businesses of the Month

**ENTREPRENEURS** Receiving  
Business Counseling and Advice **97**

## Communications & Marketing



CIRCULATION  
**22,100**

**f** **5,809**  
LIKES

**t** **7,659**  
FOLLOWERS



**9,621**  
SUBSCRIBERS



**105,810**  
Unique Website Hits

## Community and Governmental Affairs

**1,301**  
Legislative Bills  
Monitored

**Political  
Networking  
Events** **10**

**7,153** **Build the I-10 Bridge**  
Facebook Followers

## Finance & Administration



MOBILE AREA  
CHAMBER OF COMMERCE  
ESTABLISHED  
**1836**



YEARS  
ACCREDITED  
**50**

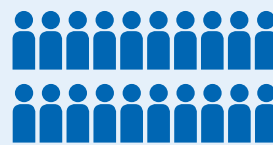


**39**  
MOBILE AREA  
CHAMBER EMPLOYEES

**6** **BOARDS**  
MANAGED  
BY THE  
CHAMBER

**217**  
Outside Meetings Held  
at the Chamber Building

## Membership



**1,970**  
Current Chamber  
MEMBERS

**110,000** People Employed by  
Chamber Member Companies



**49**  
**Ribbon Cuttings &  
Grand Openings**  
Held at Member  
Companies

**60** Membership  
Networking  
EVENTS

**1,419**  
**Individuals Serving**  
on Chamber Committees  
and Task Forces

**Membership Networking**  
Event Attendees

**5,255**



# STRATEGIC PLAN

## STRATEGIC GOAL JOBS

RETAIN, EXPAND AND RECRUIT BUSINESSES,  
INVESTMENT AND JOBS IN THE MOBILE AREA.

**VISION:** By year-end 2018, the Mobile area will have steadily increased jobs, business and capital investments in our community. The Chamber will also lead business engagement in more efficient workforce development initiatives.

### SUCCESS INDICATORS:

1. Median income growth for the combined statistical area.
2. Primary jobs gained.
3. Average salary of jobs increased.
4. Total capital invested.

## STRATEGIC GOAL VALUE

PROVIDE VALUE, SERVICES, OPPORTUNITIES  
AND RECOGNITION FOR MEMBERS.

**VISION:** By year-end 2018, the Chamber will be nationally recognized for consistently exceeding member expectations and delivering the value of membership.

### SUCCESS INDICATORS:

1. Exceed 2,200 members and the national average in membership retention.
2. Board of Advisors engagement and growth.
3. Increased member satisfaction.
4. Increased usage of member rewards and benefits.

## STRATEGIC GOAL ADVOCACY

CREATE AN ENVIRONMENT THAT PROMOTES  
BUSINESS AND COMMUNITY GROWTH.

**VISION:** By year-end 2018, Mobile will have a stronger, more diversified business climate. Chamber-led efforts will have secured a more business-friendly environment and needed infrastructure improvements, balancing sustainable growth and ongoing development. Chamber programs and events will have encouraged diversity and fostered community growth.

### SUCCESS INDICATORS:

1. Legislative accomplishments.
2. Progress in realizing the I-10 Mobile River bridge.
3. Progress in economic recovery from the 2010 oil spill in the Gulf of Mexico.

## STRATEGIC GOAL EXCELLENCE

OPERATE THE CHAMBER WITH EXCELLENCE,  
INNOVATION AND EFFICIENCY.

**VISION:** By year-end 2018, the Chamber will be recognized as one of the nation's best through accreditation by the U.S. Chamber of Commerce. The Chamber will be an effective, credible and vital organization known for its high standards, ethical behavior and responsive service.

### SUCCESS INDICATORS:

1. Five-star accreditation by the U.S. Chamber of Commerce.
2. Certification by the Chamber of Commerce Association of Alabama.
3. Healthy Chamber finances.
4. Membership growth and retention.



# 2017 PLAN OF ACTION SUMMARY

Each year the Mobile Area Chamber staff writes its Plan of Action, including a list of tactics to achieve the goals of the Chamber's 2016-2018 strategic plan. Below are each department's goals for 2017.

## Communications & Marketing

- Provide a constant, proactive and interactive communications program to Mobile Area Chamber members to encourage and maintain an interest in the Chamber and support of our efforts. *(Supports strategic goal - Value)*
- Improve the Mobile Area Chamber's image in the minds of the public and make them better aware of who we are and our mission. *(Supports strategic goal: Advocacy)*
- Promote the Chamber and the Mobile area via the Chamber's websites, electronic publications and social media outlets. *(Supports strategic goal: Advocacy)*
- Improve dialogue with media outlets and promote Chamber activities and issues more heavily in the local media. *(Supports strategic goal: Advocacy)*
- Assist the Economic Development department with implementing the national marketing campaign. *(Supports strategic goal: Advocacy)*

## Community and Governmental Affairs

- Develop and obtain passage of the Mobile Area Chamber Community Legislative Agenda. *(Supports strategic goal: Advocacy)*
- Recognize and promote the importance of transportation infrastructure to continuing business growth. *(Supports strategic goal: Advocacy)*
- Promote a local, business-friendly political and legislative climate that encourages economic growth, is responsive to business needs and supportive of business success. *(Supports strategic goal: Advocacy)*
- Convene key groups and organizations to identify and work on vital community issues. *(Supports strategic goal: Advocacy)*
- Improve communication with the membership, elected officials and Chamber staff on key community issues. *(Supports strategic goal: Advocacy)*
- Implement the Leaders Exchange with a focus on workable solutions to regional and local issues. *(Supports strategic goal: Advocacy)*
- Encourage positive military and civilian relationships. *(Supports strategic goal: Advocacy)*

## Economic Development

- Aggressively market the Mobile region for business locations and expansions based on community strengths, unique strategic advantages and governed by community quality of life objectives. Support the five-year Partners for Growth goal of creating an average of 800 new jobs per year. *(Supports strategic goals: Jobs and Advocacy)*
- Staff economic development services for the Washington County Economic Development Initiative (WCedi). *(Supports strategic goal: Jobs)*
- Provide staff support and expertise to the Industrial Development Board (IDB), the Industrial Development Authority (IDA) and the Industrial Park Board (IPB). *(Supports strategic goals: Jobs and Value)*
- Involve Chamber volunteer leadership, city and county elected leadership and local agency allies in current Plan of Action implementation, as well as long-term economic development planning and funding. *(Supports strategic goals: Jobs and Value)*
- Generate, collect, organize, provide and publish information to support economic development activities that service the needs of prospects, global consultants, existing industries and members. *(Supports strategic goal: Value)*
- Further develop the Mobile region as a center for international trade and transportation to enhance the foreign sales of area products and services. *(Supports strategic goals: Jobs and Advocacy)*
- Improve Mobile's ability to respond to workforce needs. *(Supports strategic goal: Jobs)*

## Finance & Operations

- Provide and maintain financial control and related services. *(Supports strategic goal: Excellence)*
- Develop and maintain all records, forms and reports relating to human resource management. *(Supports strategic goal: Excellence)*
- Coordinate maintenance of the Chamber building, grounds, fixtures and equipment. *(Supports strategic goal: Excellence)*
- Enhance Chamber and Chamber Foundation operations through improvement of processes and procedures. *(Supports strategic goal: Excellence)*
- Continue to enhance the Chamber's information technology assets. *(Supports strategic goal: Excellence)*

# 2017 PLAN OF ACTION SUMMARY

## Membership

- Exceed budgeted goals for dues and non-dues income to support Chamber operations. *(Supports strategic goal: Value)*
- Provide innovative programs and services that our members desire and value. *(Supports strategic goal: Value)*
- Ensure awesome customer service to improve member retention and development. *(Supports strategic goal: Value)*

## Small Business Development

- Market and provide technical assistance to area small businesses to help stimulate their development and foster job creation. *(Supports strategic goals: Jobs and Value)*
- Provide business assistance to minority-owned businesses and encourage their participation in all Chamber activities. *(Supports strategic goals: Jobs and Value)*

- Coordinate task force activities of select programs, products and services benefiting small businesses. *(Supports strategic goal: Value)*
- Create a system to share local funding sources with interested businesses. *(Supports strategic goals: Jobs and Value)*
- Provide continuing education, training and business development opportunities for small businesses. *(Supports strategic goal: Value)*
- Serve as an advocate on issues of concern to the small business community. *(Supports strategic goal: Advocacy)*
- Facilitate assistance provided by other small business resources in the Mobile/Baldwin area. *(Supports strategic goals: Advocacy and Value)*

## How to Reach Your Chamber Staff

### Administration

**Bill Sisson**, President and CEO: 251-431-8610  
**Shelly Mattingly**, Executive Assistant: 251-431-8655  
**Bob Chappelle**, Chief Operating Officer: 251-431-8644  
**Katrina Dewrell**, Executive Coordinator: 251-431-8611

### Advancing Southwest Alabama

**Laura O'Connor**, IMCP Coordinator, 251-431-8647

### Communications and Marketing

**Leigh Perry-Herndon**, Vice President: 251-431-8645  
**Ashley Horn**, Director of Digital Media & Design:  
251-431-8623  
**Susan Rak-Blanchard**, Director of Communications  
& Marketing: 251-431-8641  
**Marion Randall**, Events Manager: 251-431-8640  
**René Eiland**, Account Executive, Advertising:  
251-431-8635  
**Carolyn Wilson**, Administrative Assistant: 251-431-8606

### Community and Governmental Affairs

**Patty Howell**, Director of Regional Affairs: 251-431-8601

### Economic Development

**Troy Wayman**, Vice President: 251-431-8650  
**Cesny Soffronoff**, Coordinator Administrative Services:  
251-431-8636

### Economic Development Divisions:

#### Business Development

**David Rodgers**, Senior Project Manager: 251-431-8657  
**Shelby Glover**, Project Manager: 251-431-8616

### Business Retention and Expansion

**Steve Russell**, Director: 251-431-8654  
**Emily Jerkins**, Research Manager: 251-431-8602

### Education and Workforce Development

**Emily McGrath**, Director: 251-431-8651

### International Trade

**Christina Stimpson**, Director: 251-431-8648

### Finance and Operations

**Matt Hariel**, Vice President: 251-431-8625  
**LeMaris Alston**, IT Manager: 251-431-8626  
**Chani Johnson**, Senior Finance Assistant: 251-431-8627  
**Donna Ikner**, Finance Assistant: 251-461-8609  
**Jackie Davidson**, Administrative Assistant: 251-431-8605  
**Grant Carrera**, Security: 251-431-8658  
**Hope Bush-Collins**, Custodian: 251-431-8634

### Innovation PortAL

**Hayley Van Antwerp**, Executive Director: 251-431-8628  
**Joe Mareno**, Manager, Finance & Operations:  
251-431-8624

### Membership

**Carolyn Golson**, Vice President: 251-431-8622  
**Dawn Rencher**, Director: 251-431-8649  
**Jackie Livingston**, Account Executive: 251-431-8642  
**Emily Hatcher**, Account Executive: 251-431-8619  
**Alison Unger**, Administrative Assistant: 251-431-8617  
**Odetta Stutts**, Help Desk Receptionist: 251-433-6951

### Small Business Development

**Darrell Randle**, Vice President: 251-431-8615  
**Danette Richards**, Director: 251-431-8652  
**Brenda Rembert**, Administrative Assistant: 251-431-8607



A SMALL CHANGE CAN MAKE A BIG IMPACT

Now With  
**FREE**  
Alterations

## CASH FLOW INSIGHT<sup>SM</sup> IS ANOTHER SMALL CHANGE THAT CAN HELP GROW YOUR BUSINESS INTO WHAT YOU WANT IT TO BE.

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 INSIGHT<sup>SM</sup>**

[PNC.COM/BIGIMPACT](http://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](http://pnc.com/cashflowinsight).

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

©2016 The PNC Financial Services Group, Inc. All rights reserved. PNC Bank, National Association. Member FDIC

# Lenzing Group Announces \$293 Million Expansion

## Axis Plant to Become Largest TENCEL® Fiber Production Site in the World

In late December Lenzing Group approved an expansion of its production facility in Axis that, when complete in 2019, will increase its workforce with 163 new jobs. Company officials expect construction on the new plant to begin in 2017, and hiring for these new positions to take place in 2018.

“This expansion in TENCEL® fiber capacity represents a unique milestone in the history of the Axis facility and for the Lenzing Group. It underscores our commitment to all customers and consumers who want to make a positive impact as our TENCEL® fiber is recognized as world’s most sustainable botanic fiber for fashion and nonwoven products,” explained Lenzing Chief Commercial Officer **Robert van de Kerkhof**.

“This type of foreign direct investment and the addition of these high-wage jobs is yet another example of our manufacturing growth that continues to outpace the national rate. The commitment from Lenzing to locate the facility at the Mobile site demonstrates our area’s success in locating large economic development projects,” said **Troy Wayman**, vice president of economic development for the Mobile Area Chamber.

Lenzing aims to increase the share of specialty fibers as a percentage of revenue to 50 percent by 2020 and the fiber plant in




*Pictured from left to right at the Lenzing announcement were: Troy Wayman, Mobile Area Chamber of Commerce; Hollie Pegg, Alabama Department of Commerce; Shelby Glover, Mobile Area Chamber of Commerce; Kevin Allen, Lenzing Group; Merceria Ludgood, Mobile County Commission; Robert van de Kerkhof, Lenzing Group; Liz Freeman, Mobile Area Chamber chair with Long’s Human Resources; and Bill Sisson, Mobile Area Chamber of Commerce.*

Axis will have a production capacity of 90,000 tons per year, making it the largest TENCEL® fiber plant in the world. Company officials said the decision to build this plant in the U.S. was supported by the good infrastructure at the Mobile site and attractive energy costs.

“The expansion will more than double current TENCEL® production in Axis. We are very proud to have in Axis the first generation production site and now the most advanced, state-of-the-art facility in the same location,” said **Kevin Allen**, site manager.

**Merceria Ludgood**, president of the Mobile County Commission, and whose district is where Lenzing is located, said, “The county has experienced a 31 percent boost in manufacturing from 2010 to 2015. Our high schools and community colleges offer specialized advanced manufacturing training. This announcement means jobs will be available right here in our county, keeping our best and brightest right here at home.”

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

## Facts & Figures about Mobile’s Manufacturing & Chemical Sectors

- The average salary in Mobile’s manufacturing sector is \$68,146 - more than 50 percent higher than Mobile’s private sector average salary of \$44,458.
- The manufacturing sector in Mobile has experienced 16 percent wage growth from 2010 to 2015. More importantly, it experienced a 7 percent increase in real wages – greater than increases experienced at the state (+3 percent) and national levels (+2 percent).
- In August 2016, manufacturing employment in Mobile reached 20,500 employees – the highest point of employment since 1998, when manufacturing employment reached 20,700.
- Manufacturing jobs in Mobile increased by 31 percent from 2010 to 2015, compared to 9 percent in Alabama and 7 percent at the national level.
- 4,640 new manufacturing jobs were added to the Mobile economy between 2010 and 2015, representing 1 in every 5 (22 percent) new manufacturing jobs in Alabama (21,514) during this same period.
- Chemical manufacturing employment in Mobile is expected to increase by 8.5 percent between 2015 and 2020 – compared to an expected national decline of 2.2 percent during the same period.  
*(Source: Economic Modeling (EMSI))*
- The average wage in chemical manufacturing in Mobile is \$98,567, an increase of 34 percent from 2005 to 2015 (\$73,492), and a real increase of 11 percent.
- Over half (18) of Mobile’s chemical manufacturing companies are basic chemical manufacturers - those who produce the foundational components of more complex products such as fertilizers, paints and synthetics.
- 30 companies along a 60-mile corridor of Mobile employ nearly 2,500 skilled workers.

*Source: Mobile Area Chamber of Commerce’s Research Division*



# BASF Expands Operations at McIntosh Site

In response to the low price of natural gas and the need to expand its operations in North America, BASF announced plans to invest more than \$200 million in its plastic additives business worldwide. According to the company, part of this investment focuses on strengthening its manufacturing footprint in North America by investing in the McIntosh site, located in Washington County just north of Mobile, to support market growth.


BASF's investment in McIntosh will expand the production capacity of light stabilizers, namely the Tinuvin product line. Tinuvin UV absorbers (UVAs) prevent degradation of both plastics and coatings by filtering out harmful UV radiation.

"To us, this is a clear signal of our customers' commitment to growth in the region," said **Anup Kothari**, senior vice president, BASF Performance Chemicals. "The close proximity of our McIntosh site to our customers' plants places us in an ideal position to fuel their growth."

"This investment marks another successful BASF partnership," said **David Rodgers**, senior project manager for the Mobile Area Chamber. "The McIntosh plant is vital

for future growth of Mobile County's chemical industry."

The Chamber's economic development team provides new business and existing industry expansion support to the Washington County Economic Development Alliance.

In addition to its U.S. locations, BASF's plastic additives business has manufacturing sites in Mexico, Germany, Italy, Switzerland, Bahrain, China and Singapore. 

**The close proximity of our McIntosh site to our customer's plants places us in an ideal position to fuel their growth.**

**Anup Kothari**  
senior vice president  
BASF Performance Chemicals



## 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](http://BancorpSouth.com/find-a-location)*



[BancorpSouth.com/Business](http://BancorpSouth.com/Business)

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.



# Saad Breaks Ground on Hospice Facility

In late 2016, Saad Healthcare broke ground on a 34,000-square-foot inpatient hospice facility behind Saad's existing office at 1515 University Blvd. The secluded five-acre campus includes nature trails, gardens and a lake.

Expected to open in the fourth quarter of this year, the facility will include 21 patient

rooms, communal living and a kitchen and dining area. Patients will live independently in their own apartment-style rooms, coming and going as they are able, but with access to skilled nursing care and other components of Saad's hospice care.

"Our goal is to make the patient's life as home-like and comforting as possible.

This facility, and its model of care, will be family friendly, connected to nature, and spiritually centered," said **Phillip Fulgham**, director of hospice services for Saad Healthcare.



Proven Service  
Unique Banking

Left to Right: Rusty Allman, Chandler Gordon, Alex Arendall, Bruce Finley, Sherry Coker, Faith Webb, Jay Weber, Julie Tucker, Beth Cazalas, Domonic Gable, Jaye B Patterson, Mike Johnson, Lyn Peterson, Scott Patterson, Anita Chapman, Randy Adams, Becky Minto, Anna Maria Mazzarella, Walter Brand, Bryan Neth, Bibb Lamar

*Our name is our mission.* ServisFirst Bank is a top-ranked bank in its class.\* With more than 400 years of combined local banking experience in the Mobile area, our formula blends financial expertise with excellent customer service. We have a proven track record of offering financial solutions to our clients and we will do the same for you.

\*Ranked 8th among mid-tier banks in 2016 by American Banker

2 North Royal Street  
Mobile, AL 36602  
251.544.6950  
www.servisfirstbank.com



OUR NAME IS OUR MISSION.

ATLANTA • BIRMINGHAM • CHARLESTON • DOTHAN • HUNTSVILLE • MOBILE • MONTGOMERY • NASHVILLE • PENSACOLA • TAMPA BAY

Member FDIC | Equal Housing Lender



# Hilton Garden Inn on Bienville Square Opening

Downtown Mobile visitors will have a new place to stay starting this month – and a new place to watch the Mardi Gras parades.

A Hilton Garden Inn opened in mid-January at the corner of St. Francis and Conception, across from Bienville Square.

The five-story hotel, a concrete structure finished with brick and stucco, includes 93 rooms and has been custom-designed for the site. Amenities include a 32-person conference room, a 10-person board room, a restaurant and lounge, a sidewalk café, an oversized fitness center, a media room and business center, and on-site parking with card-key access.

The \$16 million hotel fills a niche in downtown Mobile, according to **Mike Cowart**, president of Cowart Hospitality Services.

“We see urban hotels as the future of the hotel industry – custom, boutique-like hotels,” said Cowart. “When we first started looking at Mobile, we felt like there were

three missing components to the market, and that was a mid-scale hotel, an extended-stay hotel and a good upscale hotel.”

Two other hotels Cowart’s company helped bring to downtown, the Hampton Inn and Candlewood Suites, filled the mid-scale and extended-stay roles, respectively.

About 50 people will be employed at the roughly 69,000-square-foot facility, featuring suites with balconies on the corner facing St. Francis and Conception streets, along the Mardi Gras parade

route. Guests can also take advantage of a reviewing stand attached to the sidewalk café during festival season.

“Downtowns are resurging everywhere,” Cowart said. “We just saw that trend started and kind of wanted to be ahead of that curve. To see all the stuff going on in Mobile – it just looked like a good opportunity.”

**We see urban hotels as the future of the hotel industry – custom, boutique-like hotels.**

**Mike Cowart**  
president  
Cowart Hospitality Services



Copyright owned by DESSO Hospitality

A large, custom designed area carpet featuring Mobile Bay will anchor the new hotel lobby.

## Groundbreaking Held for New Emergency Operations Center in Mobile County



Construction of Mobile County’s new Emergency Operations Center (EOC), located on Zeigler Boulevard adjacent to the Mobile County 911 Communications Center and the NOAA Gulf of Mexico Disaster Response Center, is underway following a ground breaking in December.

Replacing a 60-year-old structure in Spring Hill, the EOC houses the Mobile County Emergency Management Agency staff year-round. During emergencies, such as a hurricane, an additional 100-plus people report to the EOC to manage responses and mitigate damages. The new facility will have 78 work stations.

The project is funded with \$8.1 million reserved toward an estimated \$10 million project by the County, the city of Mobile’s contribution of 8.3 acres and \$500,000 and federal grants of \$2.1 million.

# Need A Doctor?

Connect with a local, compassionate physician near you!

**Providence Medical Group** can connect you to a doctor – **Fast** – as a new patient scheduling a first appointment or a current patient returning to see your Providence physician.

As the area's largest non-profit network of primary care and specialty physicians with locations in South Alabama and Southern Mississippi, Providence Medical Group makes it easy to find a physician available when it fits your busy schedule.

**Choose one of our convenient locations near you.**

#### Located on Providence Hospital Campus:

##### **Providence Medical Group – Mobile Diagnostic Center**

6701 Airport Blvd. Suite A-101  
Mobile, AL 36608 • (251) 633-8880

Specialties: Endocrinology, Gastroenterology, Internal Medicine, Lipid Disorders, Rheumatology

##### **Providence Medical Group – Airport**

610 Providence Park Drive  
Building 1, Suite 102  
Mobile, AL 36608 • (251) 639-5070

Specialties: Family Practice, Internal Medicine, Pediatrics

##### **Providence Medical Group – West Mobile**

610 Providence Park Drive  
Building 1, Suite 101  
Mobile, AL 36695 • (251) 378-3900

Specialties: Internal Medicine, Geriatrics

##### **Providence Medical Group – Surgical Services**

6701 Airport Blvd. Suite B-329  
Mobile, AL 36608  
(251) 631-3544 • (251)633-4064  
Specialty: General Surgery

##### **Providence Medical Group – Surgical Specialties**

6701 Airport Blvd. Suite B-222  
Mobile, AL 36608 • (251) 633-1981  
Specialty: Colorectal Surgery

#### Located in the surrounding area:

##### **Providence Medical Group – Cottage Hill**

5621 Cottage Hill Road  
Mobile, AL 36609 • (251) 666-2439  
Specialty: Internal Medicine

##### **Providence Medical Group – Snow Road**

9971 Airport Blvd.  
Mobile, AL 36608 • (251) 660-3500  
Specialties: Family Practice, Podiatry

##### **Providence Medical Group – Citronelle**

19140 South 3rd. Street  
Citronelle, AL 36522 • (251) 866-0086  
Specialties: Family Practice, Internal Medicine

##### **Providence Medical Group – Dawes**

(Cottage Hill at Dawes)  
8833 Cottage Hill Road  
Mobile, AL 36695 • (251) 544-5420  
Specialties: Internal Medicine, Family Practice

##### **Providence Medical Group – Saraland**

18 CM Rambo Drive  
Saraland, AL 36571 • (251) 675-7433  
Specialty: Family Practice

##### **Providence Medical Group – Semmes**

8010 Moffett Road  
Semmes, AL 36575 • (251) 645-8946  
Specialties: Family Practice, Geriatrics

##### **Providence Medical Group – Tillmans Corner**

5100 Rangeline Service Road  
Mobile, AL 36522 • (251) 661-4454  
Specialty: Family Practice

★ Citronelle

ALABAMA

★ Saraland

★ Semmes

**Providence Hospital**

Snow Road ★ Cottage Hill  
Dawes ★ Hill

Tillman's Corner

MISS.

★ South Coast

Mobile Bay

**COMING SOON**

★ Providence Medical Group - Fairhope  
Specialties: Family Practice

*A quality network  
of physicians in  
your neighborhood.*

*New patients are  
always welcome.*



# PROVIDENCE Medical Group

Go to [www.providencemedical.org](http://www.providencemedical.org) to schedule your doctor appointments. Click "request an appointment" at the top of the page to connect with one of our highly-skilled physicians.





*Pictured from left to right are Hunter Limousine employees Jeffrey Fadalla, COO; William Hunter, CEO and Jessica Boyd, office manager and with several cars in their fleet.*

# Hunter Limousines

## Going the Extra Mile for First-Class Service

As a U.S. Army veteran who served three tours in Iraq, **William T. Hunter** learned the value of being on time. So when he decided to start a limousine service after retiring from the military, he made punctuality a bedrock component of his business.

In business since 2008, **Hunter Limousines** employs a staff of four and operates a fleet of two limousines, three SUVs, two vans and a vintage car – a 1950s Chevrolet. All feature GPS tracking devices and free wi-fi, while other available features include DirecTV and minibars or coolers with ice for customers who wish to bring their own beverages. Hunter Limousines is the Chamber's Small Business of the Month.

Office manager **Jessica Boyd** said timely arrival and departure is "paramount" to a successful limousine business. What sets Hunter limousines apart, she added, are the quality and cleanliness of its vehicles and the credentials of drivers.

"We believe we consistently provide the three essential elements of superb first-class car service – on time performance in a safe, comfortable and meticulously clean vehicle, driven by a polite, well-dressed and knowledgeable chauffeur," Boyd said.

Hunter Limousines' chauffeurs are thoroughly screened and undergo quarterly screening and annual re-certification. Many are current or previous members of the military or law enforcement.

"As the face of our company when driving our clients, our chauffeurs are professionally attired, considerate and skilled at providing appropriate courtesies when servicing your luxury transportation needs," Boyd said. "When selecting a premium service, one expects a premium product. Hunter Limousines takes pride in the professional appearance, detailed cleanliness and thoughtful amenities of our entire fleet of vehicles. We go the extra mile to create the first-class experience our clients prefer."

Hunter Limousines has also been active in charitable work, donating limousine service to Goodwill Easter Seals for special-needs children and to two Mobile County children with terminal cancer. The staff also has donated its time, location and tools to assemble donated bicycles for the Mobile County Sheriff's Department to distribute at Christmas.

Want to be featured here?  
Go to [mobilechamber.com](http://mobilechamber.com)  
to submit an application, or  
contact Danette Richards  
at 251-431-8652 or  
[drichards@mobilechamber.com](mailto:drichards@mobilechamber.com).

# MOBILE AREA CHAMBER OF COMMERCE

# 2017 Legislative Agenda

The core focus of the Mobile Area Chamber's advocacy work is in the areas of economic development and taxes; education and workforce development; energy, environment and infrastructure; small business; and healthcare. Specifically in 2017, federal advocacy will call for the reining in of costly regulations of business and industry as well as the securing of critical infrastructure funding, with a key focus on the I-10 Mobile River Bridge. State legislative advocacy will center on keeping Alabama competitive in economic development through a fair tax structure, smart incentive programs and a continued focus of improvements in education and preparation of the workforce.

Serving as a guiding tool for the Chamber's advocacy work, the Legislative Agenda is crafted and approved annually. To develop it, issues are followed closely by business leaders, industry representatives and policy experts that serve on the Chamber's governmental affairs committee. In addition, new issues are often

brought to the Chamber for consideration by area economic development partners, local businesses and other community organizations. Finally, member input and survey feedback serves as the cornerstone to the annual agenda.

The Chamber actively advocates for these legislative priorities through member engagement, connecting with elected officials at legislative events, and scheduling member visits to Washington D.C., Montgomery, the regional state legislative delegation and Mobile City Council and Mobile County Commission meetings.

These are changing, sometimes challenging and often exciting times for the region and Alabama. Working together, business voices are louder and efforts are stronger. If you are interested in learning more about the Chamber's advocacy program or joining a Governmental Affairs Committee, contact **Patty Howell** at [phowell@mobilechamber.com](mailto:phowell@mobilechamber.com).

Below is the board-approved agenda for 2017.

## Economic Development & Taxes

- In order to keep Alabama more competitive with other Southern states and continue business investment and job growth, enact proven and accountable economic development incentives:
  - **Renew the proven Alabama Historic Tax Credit** program
  - **Expand the New Markets Development Tax Credit** program by increasing the individual project cap (currently \$10 million) and the aggregate cap (currently \$20 million).
  - Create **Research-and-Development Tax Credits (R&D)** modeled after the federal R&D credit but with an enhanced credit if the research is conducted by Alabama-based academic or nonprofit research institutions.
  - Provide an avenue of access to capital for small business, enact **Small Business Investment Company Tax Credit** for taxpayers that make capital contributions to an eligible Alabama small business investment fund.
- Maintain **federal military contracts** with Mobile-area based companies, particularly for the construction of Austal USA's Littoral Combat Ships and Expeditionary Fast Transport vessels and the future small Surface Combatant ships for the U.S. Navy, as well as Ingalls Shipbuilding's LHA/LPD Amphibious Assault Ships and Coast Guard cutters.
- **Increase access to global markets** through fair **trade initiatives and agreements**, including the continued funding of the Ex-Im Bank, the Trans Pacific Partnership (TPP), the Transatlantic Trade and Investment Partnership (TTIP), and the continued reduction of trade and tourism restrictions with Cuba.
- Support **federal immigration reform** that will secure our borders, establish reasonable and effective visa policies/procedures, and recognize the need to attract professional and highly-valued workers to the U.S.

- Preserve jobs and economic growth in all sectors through the **reduction of overly burdensome regulations** that increase the cost of doing business, create uncertainty and have the potential to stifle growth.

## Education & Workforce Development

- Continue to **adequately fund Alabama's Education budget**, including Alabama's First Class pre-kindergarten, career tech, dual enrollment and other innovative programs, in order to ensure a competitive increase in student scoring, higher graduation rates and competitive college- and career-ready graduates; **maintain high academic standards** and expectations for all Alabama students such as those found in the Alabama College and Career Ready Standards.
- Seek a fiscal year **2018 Alabama budget appropriation for the University of South Alabama** that reflects the institution's successful enrollment growth and additional funding to support the implementation of a much-needed emergency medicine residency at USA Medical Center.

## Energy, Environment & Infrastructure

- Support the design phase of the **proposed I-10 Mobile River Bridge and Bayway widening project** and partner with the Alabama Department of Transportation and the Federal Highway Administration to actively seek construction funding.
- Increase the supply of energy in a manner that is safe and protective of the environment through a **comprehensive energy policy** that promotes energy conservation and encourages research and development of clean and alternative energy sources.



- Continue to fund the U.S. Army Corps of Engineers Mobile District Civil Works program in support of the **deepening and widening and the annual operations and maintenance dredging of the Mobile Ship Channel**; maintain necessary funding for the operation and maintenance of Alabama's commerce waterways, including the Bayou la Batre and Coden ship channels.

## Small Business

- Continue to enact recommended action steps identified by the Governor's Hurricane Homeowners workgroup in order to encourage more affordable and readily available **coastal homeowners insurance**.
- Protect an **employer's right to provide a safe workplace** by opposing any legislation that would keep an employer or property owner from restricting firearm possession on company or private property.
- Support all efforts to **decrease workers' compensation medical costs** in Alabama by decreasing fraud in unemployment and workers' compensation claims with stronger statutes:
  - Maintain current Alabama laws that **support an employer's right to choose the treating physician** and second physician in workers' compensation claims.
  - Enact statutes that allow businesses to perform the **Workman's Compensation claim checks prior to hire**.

- In order to avoid excessive and frivolous lawsuits and ensure fully-accessible public buildings and spaces, **close the loophole in Title III of the Americans with Disabilities Act (ADA)**, by providing clearer rules for identifying and correcting ADA access violations and allowing business and property owners the opportunity to address and correct minor ADA infractions in a defined period of time, prior to an allowable civil law suit.

## Healthcare

- Explore existing and future **options for funding Medicaid** in Alabama in a way that provides sustainable funding and allows Alabama providers the ability to manage the cost, efficiency, and quality of healthcare provided.
- Seek a permanent funding source for Mobile's **Programs for All-inclusive Care for the Elderly (PACE)** and the expansion of such programs across the state in order to draw down increased federal funds for the medical care of the state's growing nursing home population at a cost savings to Medicaid.
- Seek an equitable resolution on the **Medicare wage index** issue so that hospitals in the region will be fairly reimbursed for the services they provide to the Medicare population.



**Excellence**  
leads to  
opportunity.



Hancock Bank has earned a record  
**19 NATIONAL AND REGIONAL  
2015 GREENWICH EXCELLENCE AWARDS**  
for small business and middle market banking.

Excellence is not something you claim. It's something you prove. Our company has won a total of 83 Greenwich Excellence designations for small business and middle market banking since 2009. Adhering to our founding principles of commitment to service and teamwork, we work hard every day to provide the financial solutions that can help your business grow and succeed. **Put Hancock Bank to work for you.**

 **Hancock Bank.**

251-665-1700 | [hancockwhitney.com](http://hancockwhitney.com)

*Whitney Bank uses these trade names: Hancock, Hancock Bank and Whitney.  
Whitney Bank, Member FDIC.*

The perfect Pairing

Chocolates



Champagne



and much MORE!

# DOMKE MARKET

720 Schillinger Rd. S, Unit 8, Mobile, AL 36695  
 251.287.1851 facebook: Domke Market  
[www.domkemarket.com](http://www.domkemarket.com)

## NOTHING SAYS LOVE LIKE A CLEAN HOME.

Everyone can appreciate a thorough clean from The Maids.

Proudly keeping homes cleaner and healthier since 1987

344-6626

[www.MAIDS.com](http://www.MAIDS.com)



Referred for a reason.

Our IRA for 2017 is so easy to love.



15 MONTH IRA

**3.00%**<sup>APY</sup>

FOR ACCOUNT HOLDERS\*\*

**2.00%**<sup>APY</sup>

FOR NON-ACCOUNT HOLDERS

- The high interest rate makes our IRA one of the best options to plan for the future.
- It's a safe way to save for retirement.
- Plus, the returns are guaranteed.



## COMMUNITY BANK

AIRPORT BLVD / 251-338-6200 • SPRINGHILL / 251-338-7707  
 DAPHNE / 251-338-8200 • FAIRHOPE / 251-341-2760

\*Annual Percentage Yield. Both APYs as of 01/01/2017. Minimum deposit of \$500. Applies to new contributions only. Substantial penalty for early withdrawal. Limited time offer. Rate does not apply to rollovers and transfers. \*\*The special 3.00% APY is available for existing Community Bank personal checking account holders. Customers without such an account may open a new Direct Checking or Guaranteed Checking account in order to receive the special 3.00% APY. No financial institutions or brokers.



COMMUNITYBANK.NET • 2017 COMMUNITY BANK • MEMBER FDIC





Pictured are members of Brown & Root's 200-person on-site team at Evonik Corporation's Theodore plant, including Doug Saucier, site manager; and Luis Vasquez, general manager/Mobile Area (far left). Also pictured (from left to right) are Adam Porter, Sam Pollock, Arne Webb, Darrel Adams, Vieva Battiste, Traci Collins, Dave Wesson, Suanna Kendrick, Suzanna Atkins, Charles Huggins, David Parker, Allan Collums and Scott Hadley.

# Brown & Root Industrial Services

**Local company officials:** **Andy Dupuy**, president/CEO; **Fred McManus**, chief operating officer; **Jonathan Batarseh**, chief financial officer; **Bob Roberts**, vice president/ports and marine engineering; and **Luis Vasquez**, general manager/maintenance, Mobile area

**Years in business:** 97

**Brief company description:**

"Brown and Root is a comprehensive industrial services organization providing engineering, maintenance, construction, turnaround/specialty welding and industrial specialty (insulation, scaffolding and painting) services. We also have a construction division (on-call construction) that provides maintenance and

construction services to governmental and municipal agencies," said McManus.

**Why are you located in Mobile?**

"The Mobile area is home to many of our major industrial maintenance clients, including Evonik Corp. specialty chemicals manufacturing facility in Theodore," said Roberts. "We also have on-site maintenance teams at IneosPhenol in Theodore; BASF McIntosh; Dupont Mobile Works in Axis; and Boise Paper in Jackson.

"Our office, located at 455 St. Louis St. in downtown Mobile, is a regional base for our engineering business and the headquarters of our ports and marine engineering operations. It affords a central location for us to expand our service offerings, with local talent, to

current and future clients along the I-10 and I-65 corridors."

**Why do you support the Mobile Area Chamber of Commerce's Partners for Growth initiative?** "Partners for Growth has been a great success for Mobile, as evidenced by the growth in the manufacturing, aerospace, shipbuilding and industrial sectors," said Roberts. "We believe it will continue to be the driving force behind Mobile's economic growth on a global level, and we want to be a part of that effort."

**What do you see as Mobile's greatest potential?** "Our greatest natural resource is our people," said Vasquez, who recently relocated to Mobile. "Add to this a deep-draft port, north-south and east-west

highway systems, five major rail lines, two airports, three major universities and a great quality of life – and you have the foundation for a future of great promise."

**Length of continuous Chamber membership:** Since 1976



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



These winners were randomly selected at the Mobile Area Chamber's November Business After Hours event.



## Friedman's Fine Jewelry

For more than 50 years, Friedman's Fine Jewelry has specialized in diamonds, gemstones, platinum, gold, pearls and sterling jewelry. The retailer was one of the first tenants in the high-rise Regions Bank Tower at the intersection of Airport Boulevard and I-65 S. Friedman's is staffed with a full-time, in-house watchmaker and master jeweler for fine jewelry repair and stone-setting needs. Other services include certified appraisals, custom design, pearl stringing, trade-ins and more. For more information, visit [www.friedmansfinejewelry.com](http://www.friedmansfinejewelry.com) or call 251-479-9469.

Pictured above from left is co-owner Gloria Walker Skipper; her daughter/co-owner Shelly Scott; manager Don Johnson; and Skipper's sister/co-owner Pat Walker Hamilton.



## Residence Inn Marriott

Located at 950 W. I-65 Service Rd., Residence Inn Marriott specializes in corporate executive relocations. Its 66 guest suites include studio, and one- and two-bedroom options with separate living, working, eating and sleeping areas so guests experience all the comforts of home while searching for a permanent residence in Mobile. Pictured is sales manager Duncan Millar, who is available on-site to assist with the needs of individual guests and companies. For more information, visit [www.marriott.com/hotels/travel/mobri-residence-inn-mobile/](http://www.marriott.com/hotels/travel/mobri-residence-inn-mobile/) or call 251-304-0570.

## Regions likes Mardi Gras, too.

At Regions, we like to combine banking and fun. For the past 150 years of serving South Alabama, we have been honored to be part of a community that loves to enjoy life – during Mardi Gras season and beyond. You are the ones who make South Alabama great, and every day you inspire us to find new ways to help you take your next step.



Contact your local Regions branch this Mardi Gras season to see how we can bring a little festivity to your finances.



MEMBER FDIC © 2017 Regions Bank. Regions and the Regions logo are registered trademarks of Regions Bank. The LifeGreen color is a trademark of Regions Bank.



# Are you connected...

*to the latest business news in the Mobile area on a weekly basis?*

Mobile Area Chamber of Commerce  
**the businessview**  
 weekly

*If not, then subscribe now for FREE by sending an e-mail to <http://bit.ly/1IN15uG>*



"Downtown Mobile is becoming an exciting place to be," said **Megan Murdock** the director of sales for Hilton Garden Inn Mobile downtown. A native of Saratoga Springs, N.Y., Murdock graduated from the University of New Hampshire with a bachelor's degree in hospitality management. One of her favorite aspects of being an ambassador is attending Chamber ribbon cuttings. "I especially enjoy watching entrepreneurs open a business they worked so hard to create," she said.



Photo by Jeff Tesney

As operations manager for the Junior League of Mobile, **Lisa Kavanagh** oversees the daily operations of the nonprofit organization. A Mississippi native, she previously served as the director of alumni relations at the University of South Alabama until she retired from that position. During that time, she joined the Chamber's ambassador program, serving as chair in 2016. "I really enjoy being a part of a great group of volunteers from our community," she said.

*Since the December/January issue of **The Business View** is a combined one, two ambassadors are featured here. To learn more about the Chamber's volunteer program, contact Dawn Rencher at 251-431-8649 or [drencher@mobilechamber.com](mailto:drencher@mobilechamber.com).*



## Page & Jones, Inc.

EST. 1892

GLOBAL LOGISTICS • PROJECT CARGO • SUPPLY CHAIN MANAGEMENT

### Office Locations



\* **CORPORATE OFFICE**  
 52 N JACKSON ST.  
 MOBILE, AL 36602  
 251-287-8700  
[www.pagejones.com](http://www.pagejones.com)  
[info@pagejones.com](mailto:info@pagejones.com)

CHB License #2843  
 FMC License #1567

*Strengthened by Our Network of Agents Worldwide*

CUSTOM BROKERS • FREIGHT FORWARDERS • SHIP AGENTS

## 8 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:** Atlanta Bread, 3680 Dauphin St.

**Contact:** Alison Unger at 251-431-8617 or [aunger@mobilechamber.com](mailto:aunger@mobilechamber.com)

**Hosted by:**  Atlanta Bread



**Sponsor:** Hieronymus  
CHARTERED PUBLIC ACCOUNTANTS, LLC

No charge. Free parking.

## 8 GCTC LUNCHEON

A bimonthly lunch hosted by the Gulf Coast Technology Council.

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

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

**Speaker:** Jim Hlavin, Special Agent FBI

**Topic:** "Cybersecurity"

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

**Contact:** Steve Russell at 251-431-8654 or [srussell@mobilechamber.com](mailto:srussell@mobilechamber.com)

Reservations required. Cancellations after Feb. 3 not reimbursed to cover lunch costs.

**Sponsor:** Sirius Technical

## 9 180<sup>TH</sup> ANNUAL MEETING

A new venue. A new flow. And live music. The meeting is moving to the Arthur R. Outlaw Mobile Convention Center. Mark Nix with Infirmary Health will give a quick overview of the best of 2016, and Liz Freeman with Long's Human Resources will take the reins as the Chamber's 2017 board chair. One of Mobile's largest networking receptions will take place in the South Exhibit Hall. Guests will be greeted by The Mulligan Brothers. Mobile's top caterers – Chef Rob and Co. (opening reception caterer), Don's Café and Catering, Naman's Catering, Georgia Roussos Catering and Tyner's Catering – have planned a custom-created menu for attendees. The event is open to the public and typically attended by 1,100 of the community's leaders, managers, professionals and business owners.

**When:** 5 to 8:30 p.m.

**Where:** Arthur R. Outlaw Mobile Convention Center

**Cost:** \$60 per person/\$70 for potential members or discounted group rate of 10 tickets/\$550

**Contact:** Carolyn Wilson at 251-431-8606 or [cwilson@mobilechamber.com](mailto:cwilson@mobilechamber.com)

Reservations required by Feb. 3. No refunds after that date.

**Presented by:**



**Program Sponsors include:** Alabama Power, AM/NS Calvert, Austal, BB&T, Burr & Forman, C Spire, ExxonMobil, Hargrove Engineers + Constructors, Infirmary Health, Ingalls Shipbuilding, Mobile Airport Authority, Mobile Gas, Phelps Dunbar LLP, Southern Earth Sciences and University of South Alabama

## 16 MEMBERSHIP 101

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

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

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

**Contact:** Alison Unger at 251-431-8617 or [aunger@mobilechamber.com](mailto:aunger@mobilechamber.com)

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

## 16 WOMEN'S ROUNDTABLE *\*Members Only*

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

**When:** 8:30 to 9 a.m.

**Where:** Springhill Medical Center's Heart Center Building, 3719 Dauphin St.

**Speaker:** Dr. Kellan Ashley

**Topic:** "Take it to Heart! – Women's Heart Health"

**Contact:** Alison Unger at 251-431-8617 or [aunger@mobilechamber.com](mailto:aunger@mobilechamber.com)

No charge, but RSVP requested.

**Sponsor:**



**interstate**  
printing & graphics, inc.

1135 Corporate Drive North,  
Mobile, AL 36607  
**251.476.3302**

"Make an Impression"

[www.interstateprinting.net](http://www.interstateprinting.net)



21 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:** Michael A. Berson, associate at Adams and Reese LLP

**Topic:** "The Changing Political Landscape"

**Contact:** Brenda Rembert at 251-431-8607

or [brembert@mobilechamber.com](mailto:brembert@mobilechamber.com)

No charge, but RSVP requested. Free parking.

**Sponsor:**



27-28 CHAMBER CLOSED - MARDI GRAS



Call me for all your insurance needs.

**Makeda Nichols, CHFC, CLU**

CHFC, CLU Professional Designations

Fluent in German, French, Latvian and Russian  
Hablamos espanol

**Main Office:**

2558 Old Shell Road • Mobile, AL 36607-3022

**Office:** (251) 471-1108

**Fax:** (251) 471-1290

**Cell:** (251) 605-5263

**Email:** [makeda@makedanichols.com](mailto:makeda@makedanichols.com)

[www.makedanichols.com](http://www.makedanichols.com)

NMLS MLO #292717



**& BUSINESS SALES  
ACQUISITIONS**

**WILLIAM BRUCE**

ACCREDITED BUSINESS INTERMEDIARY

BUSINESS VALUATIONS, SALES, MERGERS & ACQUISITIONS

Issues involved in  
business valuations and transfers:

[www.William Bruce.org](http://www.William Bruce.org)

Confidential Local and National Representation

Experience • Dedication • Confidentiality

[will@williambruce.org](mailto:will@williambruce.org) • (251) 990-5934



- February 1 Our Camellia Heritage, with Dr. Bill Barrick
- February 8 Fertilizing Roses, with Linda Guy
- February 15 Ancient Forests of Alabama, with Dr. Brian Axsmith
- February 22 Horticulture by the Numbers, with Chuck Owens



**Bellingrath**  
Gardens and Home

Registration requested:  
Call 251.973.2217  
Details at [bellingrath.org](http://bellingrath.org)

Who's New

**Sam Dean** was named the new administrator of **USA Medical Center**. Dean earned a bachelor's degree in biomedical sciences and business from Auburn University and a master's degree in business administration and health administration from The University of Alabama at Birmingham.



Dean



Fisher

Fisher holds a bachelor's degree in history and a master's degree in curriculum development from George Mason University, as well as a master's degree in education leadership from Kennesaw State University.

**Blair Fisher** was named head of school at **St. Paul's Episcopal School** starting the 2017-18 school year.



Henry Michael Baker

**International** added **Robert Henry, Shane Parker** and **Kendon Saucier** to its construction engineering and inspection team in Mobile.



Parker



Saucier



Stanley



Rodden

**Russell Thompson Butler & Houston** hired **Hillary Stanley** and **Casey Rodden CPA**. Stanley is an executive coordinator. She



is a graduate of the University of South Alabama with a bachelor's degree in business administration with a concentration in marketing management. Rodden is a senior accountant. He holds a bachelor's degree in accountancy from the University of Memphis and earned a CPA accreditation.

**Lyon Fry Cadden Insurance Agency Inc.** recently hired **George Oswalt** as property and casualty producer.



Oswalt

Oswalt earned a bachelor's degree in English from The University of the South.



Stratu



Carstarphen



Edwards



Minter



Duncanson



Lee



Dumas



L. & B. Chilton



Beyer

**Berkshire Hathaway HomeServices Cooper & Co. Inc. Realtors** announced the following new associates:

# SAFETY SOURCE INCORPORATED

**"Your First Source For Safety Equipment and Supplies"**

**SALES • SERVICE • RENTALS**

- ▲ Complete Line of Safety Equipment
- ▲ RENTAL Monitors, SCBA, Confined Space
- ▲ AIRBOSS SCBA Breathing Air Trailers
- ▲ Equipment Repair, Service and Calibration
- ▲ OSHA Safety Surveys, Seminars, Training
- ▲ Respirator Fit Testing, PFT & Medicals
- ▲ Walk-In Safety Sales Showroom
- ▲ RX Glasses, Safety Shoes, Uniforms

251-443-7445

5865 Rangeline Road • [www.safetysourceinc.com](http://www.safetysourceinc.com)

**MOBILE SYMPHONY ORCHESTRA**  
SCOTT SPECK  
MUSIC DIRECTOR

*You've got to hear this!*

*Oh, Rhett! They're playing our music at the symphony!*

**Frankly, my dear, I think we should buy tickets today!**

The Mobile Symphony's *American Masters of Film* includes music from *Gone with the Wind*, *Back to the Future*, *Psycho*, *Star Trek II: The Wrath of Kahn* and more great movies!

Saturday, March 11 at 7:30 p.m.  
Sunday, March 12 at 2:30 p.m.

Saenger Theatre  
Tickets start at \$15!

[www.MobileSymphony.org](http://www.MobileSymphony.org) • 251.432.2010



Samantha Dumas, Bev Chilton and Len Chilton, Ana Stratu, Andrew Carstarphen, Sabrina Edwards, Julie Minter, Patricia Duncanson and Eleonora Lee. In addition, Amanda Beyer was named managing broker.

Bishop State Community College named Trenton Eager athletic director and women's basketball coach.



Eager earned a bachelor's degree in sociology from Jacksonville State University and a master's degree in physical education from the University of West Alabama.



Bell joined the firm of Adams and Reese as special counsel in the special business services practice group in its Mobile office.

Raymond L. Bell Jr. joined the firm of Adams and Reese as special counsel in the special business services practice group in its Mobile office.



Lenaghan



Faggard

Mobile-based White-Spinner Realty hired Gowan Lenaghan as associate broker for its commercial and residential sales divisions. He graduated from the University of South Alabama, with bachelor's degrees in accounting, finance and marketing. In addition, the company hired Regina Faggard to the residential sales team. She earned a bachelor's degree in psychology from Spring Hill College.



Phillips

Summer Phillips returned to the Mobile Marriott as the group sales manager. Phillips graduated from Texas State University

with a bachelor's degree in business management and holds an industry designation through the National Association for Catering and Events.



Johnson



Broich



Beaudry



Gustafson

Patty Johnson, Hannah Broich, Tom Beaudry and Carl Gustafson are new agents at Roberts Brothers.

JJPR LLC recently promoted Leigh Rendfrey to managing director and hired Taylor Lewis as account coordinator. Rendfrey

earned a bachelor's degree in communications from Belhaven College. Lewis earned a bachelor's degree in business with a concentration in marketing from the University of Southern Mississippi.

Maynard Cooper & Gale welcomed Michael P. Huff as a shareholder.



Huff earned a law degree from The University of Alabama School of Law, and a bachelor's degree in financial management from Clemson University.

Providence Hospital named Rick Metzger as the new vice president of surgical services and operations. Metzger earned a bachelor's degree in nursing from the University of Alabama in Huntsville and a master's degree in management in health-care from Vanderbilt University. He is a licensed registered nurse.

**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**

*Helping the Injured & Disabled since 1986.*

1015 Montlimar Dr., Suite B4  
Mobile, AL 36609  
[www.GardbergLaw.com](http://www.GardbergLaw.com)



**GARDBERG & KEMMERLY**  
Attorneys at Law

**251-343-1111**

No representation is made that the quality of legal services to be performed is greater than the quality of legal services performed by other lawyers





McCaleb



McCullough



Maniaci



Banks



Hellebusch



Coleman



McDavid



Hurst



Hunn



Ritchie

**RE/MAX Realty Professionals** new agents are: **Mike McCaleb, Tim McCullough, Rick Hellebusch, Eric Coleman, Randi McDavid, Pam Hurst, James Hunn, Stephanie Ritchie, Adrianna Maniaci and Ashley Banks.**



Conken



Rippy

**Trustmark** promoted **Christopher Conken** to first vice president and **Tracy Rippy** to senior vice president at its Mobile main office.

Conken earned a bachelor's

degree in business management from the University of South Alabama. Rippy earned a bachelor's degree in administrative sciences from the University of South Alabama.



McNeal

engineer and senior project manager. McNeal holds a bachelor's degree in civil engineering from Texas A&M University.

**Bellator Real Estate & Development** welcomed 15 new Realtors: **Donna Blackwell, Taura Domingue, Holly Floyd, Steve Lindsey, Norman Scott, Lisa George, John Watkins, Steve Hansen, Jennifer Romano, Nicole Lindsey, Siobhan Roberts, Kate Irvine, Derrick Payne, Jeff Nelson and Kris Gavin** (commercial division).

**Business Endeavors**

Thanks to a new "cross-registration" partnership, **University of South Alabama** and **Spring Hill College** students are able to enroll in courses offered at each school. Full-time, undergraduate students can enroll in college credit courses at the other on a space-available basis, while paying tuition at their home institution.

**University of Mobile** created the Alabama School of the Arts as the academic entity for the departments of music, worship leadership, theater and visual arts. These academic departments previously resided in the Center for Performing Arts or College of Arts and Sciences.

In addition, the university renamed its Center for Performing Arts, now known as the Roger Breland Center for Performing Arts. Breland, an early leader in contemporary Christian music, will serve as executive director of the center named in his honor.

**GREAT THINGS THAT COME ONCE A WEEK:**

1. Your favorite football team's game.
2. Your favorite TV show.
3. 5 p.m. Friday.

**AND NOW LAGNIAPPE!**

Mobile's locally owned newspaper is now weekly, providing more news coverage than ever before. Now you have something to look forward to each Thursday!

**LAGNIAPPE**  
SOMETHING EXTRA FOR MOBILE

**"NO RISK" EMPLOYMENT**

**AltaPointe's Supported Employment Program**

George Catranis, left, owner of Catranis Enterprises, found a great employee in John, an AltaPointe Supported Employment consumer.

Mobile business owner George Catranis has an ally to help him hire reliable, hard-working employees. That ally is Supported Employment at AltaPointe Health Systems, which provides job education and placement for people living with mental illness.

"Hiring AltaPointe consumers holds no risk for me. For 20 years I have been impressed with the program and the people I've employed."

Call (251) 450-4301 today to learn how your business can partner with AltaPointe's Supported Employment.

AltaPointe.org

AltaPointe Health Systems

Your well-being is our priority.

Accredited By The Joint Commission



Curate, the **Mobile Museum of Art's** new café and restaurant serving a modern American menu, recently opened in two venues. Curate Café at the Visitor's Center and the Curate Restaurant in the Balcony Dining Room.

**Well Done**

The **Alabama State Port Authority** announced the gubernatorial appointment of **T. Bestor Ward III** to the board's at-large seat. Ward is president of Ward Properties, Inc., Safe Archives LLC and Uriah Land Co.



Ward



Todd  
Professional of the Year award.

Commercial account manager **Melanie B. Todd** of **Thames Batré Insurance** received the 2016 Alabama Insurance Professional of the Year award.



Conrey



Binion

**Regions Bank Private Wealth Management** announced that **Kevin Conrey** has joined the South Alabama team as Senior Vice President and Trust Advisor. Conrey has more than 25 years of wealth management and trust experience.

**Bruner Binion of Regions Bank** earned the certified treasury professional designation from the Association for Financial Professionals.

**Britt Landrum Jr.**, CEO of **Landrum Human Resources**, was honored by The National Association of Professional



Landrum

Employer Organizations with the 2016 Michaeline A. Doyle Award for his leadership and outstanding contributions to the industry.

**Walter A. Bell** was appointed to the **Mobile Area Water and Sewer System** board.



Bell

A graduate and former trustee of Spring Hill College, Bell began his career in financial services and served as vice president for diversity marketing for the MONY Group.

**Historic Mobile Preservation Society** recognized 2016 Preservation Award winners for outstanding architectural projects relating to the restoration or renovation of a historic-member property. Chamber member recipients include **Clifton and Ginna Inge** for adaptive reuse of **The Steeple**, formerly the St. Francis Street

Methodist Church; and **Downtown Mobile Alliance** for leadership and service in lobbying for the renewal of the Alabama State Historic Tax Credit.

**Dr. Ajay Singh**, professor of oncologic sciences at **University of South Alabama Mitchell Cancer Institute**, is the recipient of the 2016 Mayer Mitchell Award for Excellence in Cancer Research.



Singh

Submission deadline for Member News is two months prior to publication. News releases should be one or two brief paragraphs. Photos must be professional headshots, labeled with the person's last name, and must be 300 dpi at full size and saved in an eps, tiff or jpg format. Send your information to [news@mobilechamber.com](mailto:news@mobilechamber.com).

**SIT BACK & RELAX!**

Let us take care of your design and printing needs – making **YOU** look great on paper.

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

**GWIN'S**  
COMMERCIAL PRINTING  
SINCE 1953

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

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

**Wonderland Express**

**HEAVY HAULING**

FLATBED • HEAVY HAULING • BOAT HAULING • CONTAINER HAULING

Agent since 1993  
**HORIZON**  
FREIGHT SYSTEM, INC.

**MEMBER**  
**SCRA**

*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](mailto:derekp@bellsouth.net)    [www.wonderlandexpressinc.com](http://www.wonderlandexpressinc.com)

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

## 50 years

- AT&T
- Coca-Cola Bottling Co. Consolidated
- Cummings & Associates
- Gulf Coast Marine Supply
- Smith Dukes
- Urology Associates of Mobile PA
- Willis Towers Watson

## 45 years

- Berkshire Hathaway HomeServices/Cooper & Co. Inc. REALTORS
- Lewis Communications Inc.

## 40 years

- General Machinery Co. Inc.
- The Community Foundation of South Alabama

## 30 years

- Aaron Oil Co.
- Army Aviation Center Federal Credit Union - Downtowner Blvd.
- Autry Greer & Sons Inc.
- Coastal Courier Inc.
- Courtney & Pharr Inc.
- Davidson & Co. Claims Inc.
- Delaney Development Inc.
- Folmar & Associates
- Gulf Electric Co. Inc. of Mobile
- Holiday Inc.
- Kitchens Electric Co. Inc.
- Metals USA Plates and Shapes Southeast Inc.
- Precision IBC Inc.

- Seabulk Towing
- Springhill Toyota
- The Maids
- The Shoppes at Bel Air
- T. Malcolm Warren DMD

## 25 years

- Visit Mobile

## 15 years

- Alabama International Trade Center
- Bill Baff Landscape Inc.
- Gulfbelt Properties Inc.
- Mobile Energy - Hog Bayou

## 10 years

- Goram Air Conditioning Co.
- Junior Achievement of Mobile
- Liberty Roofing & Home Improvements
- SERVPRO of South Mobile County
- Shipyards Supply
- Small's Mortuary Inc.

## 5 years

- BIS Technology Group
- Burk-Kleinpeter Inc.
- Victor Gaston
- Global Resettlement Services LLC
- Hepaco
- Kidz Klozet
- Mobile Sports Authority
- Quality Inn Downtown
- Red or White Wine & Gourmet Center

## 1-4 years

- A Wireless - Verizon Premium Retailer
- Advanced Fluid Power
- Advantage IT Management
- Aging in Alabama
- All About Relaxing RV Park
- Alvin Williams
- Big City Toys LLC
- Chamber Discoveries
- Chick-fil-A at Airport Blvd
- Christ Church Cathedral CN
- Dick Russell's Bar-B-Q
- Direct Auto Insurance
- Edward B. McDonough Jr. PC
- Embry-Riddle Aeronautical University
- Ervin and Associates LLC
- Exit Realty Lyon
- Extremegreen Building Products LLC
- Ferrellgas
- Fort Conde Inn
- Galloway, Johnson, Tompkins, Burr & Smith
- Geiger Brothers
- Giattina Aycock Architecture Studio Inc.
- Great Ideas Inc.
- GreenView Studio Inc.
- Hafez Corp. d/b/a McDonald's
- Hieronymus CPAs LLC
- Homewood Suites Mobile
- Hunter Limousines LLC
- Huntington Learning Center
- Intertek, USA Inc.

- Kleban Properties LLC
- Luther Collier Hodges & Cash LLP
- Making Waves Charters
- MapuSoft Technologies Inc.
- McKemie Place
- McNair Historic Preservation Inc.
- Mobile County Public Schools
- Myer Marine Services
- Jerome C. Olsen CPA PC
- Orangetheory Fitness
- Patterson Marketing Group LLC
- Payne Environmental Services
- PesTech Pest Control
- Poarch Band of Creek Indians
- PrideStaff
- PuroClean Emergency Services
- Red Wing Shoes Inc.
- RPS Composites Alabama
- Rowe Engineering & Surveying Inc.
- Saenger Theatre
- ServiceMaster Restoration by The Elliott Cos.
- Smart Home America Inc.
- Southern Sounds Productions & Event Design LLC
- Take 5 Oil Change - Airport Blvd.
- The Aim Group - Gulf Coast
- The Anne-Marie Cottage
- The Pillars of Mobile
- The Rose Bud Flowers & Gifts LLC

## ADVERTISERS' INDEX

AltaPointe Health Systems.....	40	Interstate Printing & Graphics, Inc. ....	36
BancorpSouth.....	25	Lagniappe .....	40
Bellingrath Gardens and Home.....	37	Makeda Nichols, State Farm.....	37
Business Sales & Acquisitions, William Bruce.....	37	Mobile Symphony Orchestra. ....	38
C Spire.....	2	Page & Jones, Inc. ....	35
Coast Safe and Lock .....	39	PNC Bank.....	23
Community Bank.....	32	Providence Hospital .....	28
Cunningham Bounds LLC .....	3	Regions Bank.....	34
Domke Market.....	32	Safety Source Inc. ....	38
Gardberg & Kemmerly .....	39	ServisFirst Bank.....	26
Gwin's Commercial Printing .....	41	The Maids.....	32
Hancock Bank.....	31	Wonderland Express.....	41

**CONNECT**  
with the Chamber >>







@MobileChamber      Mobile Area Chamber

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 Emily Hatcher at ehatcher@mobilechamber.com or 251-431-8619 or Jackie Livingston at 251-431-8642 or jlivingston@mobilechamber.com. Also, you'll find the membership directory at www.mobilechamber.com.

**AECOM**  
Bob Sidoti  
917 Western America Cir., Ste. 400  
Mobile, AL 36609-4111  
251-344-4744  
www.urscorp.com  
*Engineers-Professional-Consultant*

**Altitude Trampoline Park**  
Todd Newman  
3658 Airport Blvd., Ste. C  
Mobile, AL 36608  
251-725-0171  
www.altitudetrampolineparkmobile.com  
*Entertainment Facilities*

**AshBrooke Boutique LLC**  
Kathy L. Fickling  
855 Hillcrest Rd.  
Mobile, AL 36695  
251-380-6229  
*Retail*

**Bama Boreing & Contracting Inc.**  
David Lynn  
4985 Travis Rd.  
Mobile, AL 36619-1109  
251-666-2008  
*Contractors-General Industrial & Commercial*

**Bay Palms RV Resort**  
Stephen Ross  
15440 Dauphin Island Pkwy.  
Codan, AL 36523  
251-873-4700  
www.baypalmsrvresort.com  
*Campgrounds-Recreational Parks*

**Blacksher Metals Inc.**  
John Blacksher III  
3263 Demetropolis Rd., Ste. 7, Box 12  
Mobile, AL 36693  
800-961-6775  
www.blackshermetals.com  
*Contractors-Design Builders*

**Bur Commercial**  
Shannon Tyndall  
41 West I-65 Service Rd. N., Ste. 45  
Mobile, AL 36608  
251-459-8673  
*Real Estate Commercial Development*

**Centaur Building Services Southeast Inc.**  
Lacy Miller  
6215 Rangeline Rd., Ste. 215  
Theodore, AL 36582-5223  
251-443-1975  
www.centaurservices.com  
*Janitorial Service*

**Cheyenne Marie Boudoir**  
Cheyanne Booker  
P.O. Box 351  
Wilmer, AL 36587  
251-509-4469  
www.cheyannemarieboudoir.com  
*Photographer*

**Chickasaw City Board of Education**  
Kathy Odom  
201 N. Craft Hwy.  
Chickasaw, AL 36611  
251-380-8119  
www.chickasawschools.com  
*Educational Organization*

**Cleveland Ministries**  
Francine Reese  
P.O. Box 50224  
Mobile, AL 36605  
251-470-0350  
http://clevelandsmithministries.com/Home/tabid/56/Default.aspx  
*Nonprofit Organization*

**Coastal Custom Services**  
Anthony McLeod  
23491 Hinton Rd.  
Lucedule, MS 39452  
228-219-5813  
*Janitorial Service*

**Compliance Smart Consulting LLC**  
Maria D. Harkins  
202 Government St., #290  
Mobile, AL 36602  
251-455-2878  
www.4csllc.com  
*Consultant*

**Comprehensive Pain Specialist**  
Audriana Smith  
110 N. Lafayette St.  
Mobile, AL 36604  
251-303-8000  
www.cpspain.com  
*Physicians-Surgeons-MD-Pain Mgmt*

**Delta Stone**  
Tony Neylon  
4664 Halls Mill Rd.  
Mobile, AL 36693  
251-660-1818  
www.deltastonellc.com  
*Granite, Marble & Ceramic Tile-Distributors*

**Fairfield Inn and Suites**  
Carolyn Sadler  
2950 Township Blvd.  
Saraland, AL 36571  
251-406-8572  
www.marriott.com  
*Hotels & Suites*

**Farmers Insurance - The Collins Agency**  
Patrick Collins  
4366 Midmost Dr., Ste. B  
Mobile, AL 36609  
251-645-5301  
*Insurance*

**Christopher L. George PC**  
Christopher L. George  
P.O. Box 81328  
Mobile, AL 36689  
251-333-2233  
*Attorneys*

**GE Distributed Power & Water**  
Scott C. Newland  
417 Gayfer Ave.  
Fairhope, AL 36532  
706-421-8617  
www.gewater.com  
*Chemicals*

**GMFS Mortgage**  
Neil Woodbury  
3607 Old Shell Rd., Ste. 7  
Mobile, AL 36608  
251-408-3485  
www.gmfsllending.com  
*Mortgage Loans*

**Gotta Go Portable Sanitation**  
Joe Fesenmeier  
4900 Hamilton Blvd.  
Theodore, AL 36582-8532  
251-443-6160  
www.gottagoportables-mobile.com  
*Toilets/Portable*

**Mid-Gulf Shipping Co. Inc.**  
Cody Armes  
5128 Mobile South St.  
Theodore, AL 36583  
504-835-1212  
www.midship.net  
*Shipping Services*

**Mobile Chamber Music**  
Terri Grodsky  
P.O. Box 3121  
Mobile, AL 36652  
251-478-6021  
www.mobilechambermusic.org  
*Nonprofit Organization*

**Moffatt & Nichol**  
John H. Menge  
5 Dauphin St., Ste. 100  
Mobile, AL 36602  
251-378-9000  
www.moffattnichol.com/content/mobile  
*Engineers*

**Newk's Eatery - Westgate Pavilion**  
Tiffani Lee  
7440 Airport Blvd.  
Mobile, AL 36608  
251-633-0096  
www.Newks.com  
*Restaurants*

**Pickett Orthodontics**  
Kevin L. Pickett, DMD  
6611 Wall St.  
Mobile, AL 36695  
251-607-0110  
www.pickettortho.com  
*Orthodontist*

**Plumbing Masters Inc.**  
Gary Beasley  
P. O. Box 66722  
Mobile, AL 36660-1722  
251-479-1527  
*Plumbing Contractors*

**Quality Inn & Suites**  
Nick Patel  
150 W. I-65 Service Rd. S.  
Mobile, AL 36608-5950  
251-343-4949  
www.choicehotels.com/hotel/al224  
*Hotels*

**Saraland Area Chamber of Commerce**  
Shilo Miller  
939 Hwy. 43 S.  
Saraland, AL 36571  
251-675-4444  
www.saralandchamber.com  
*Nonprofit Organization*

**Sun Flooring**  
Mickey Goneke  
2818 Government Blvd.  
Mobile, AL 36606  
251-476-5114  
www.sunflooring.net  
*Flooring*

**Renovations by Fred South LLC**  
Fred South  
1112 Dauphin St.  
Mobile, AL 36604-2512  
251-533-2635  
*Building Contractors*

**The Arbours at Pierce Creek**  
Lynn Miskell  
7642 Zeigler Blvd  
Mobile, AL 36608  
251-473-0822  
www.arbourvalleymgt.com  
*Apartments*

**Thomas, Harrison & Associates Insurance Agency**  
Sara Polansky  
26436 Kensington Place, Bldg. A  
Daphne, AL 36526  
251-621-2180  
www.thomasharrisonandassociates.com  
*Insurance-Commercial*

**Smile Center Inc.**  
Alex White DDS  
3805 Airport Blvd.  
Mobile, AL 36608-1619  
251-343-9998  
www.smilecentermobile.com  
*Dentists*

**Veterans Recovery Resources**  
John Kilpatrick  
P.O. Box 41241  
Mobile, AL 36652  
866-648-7334  
www.vetsrecover.org  
*Nonprofit Organization*

**Vivint Smart Home**  
Cody Pike  
4931 N. 300 W  
Provo, UT 84604  
877-873-9883  
www.vivint.com  
*Security Equipment & Sales*

**Wink Engineering**  
John Rigrish  
455 St. Louis St., Ste. 2100  
Mobile, AL 36602  
251-800-6507  
www.winkengr.com  
*Engineers-Professional*

**WorkSearch**  
Kenny Berger  
3347 Halls Mill Rd.  
Mobile, AL 36606  
251-421-3980  
www.WorkSearch.com  
*Employment Services*

**Zander's Sports Bar and Restaurant**  
John Kozlinsky  
1850 Airport Blvd.  
Mobile, AL 36606  
251-471-5520  
www.zanderz.us  
*Restaurants & Bar*

As of 11/30/16

PRSRT STD  
U.S. Postage  
PAID  
Mobile, AL  
Permit #346



CELEBRATE  
INNOVATE  
PARTICIPATE

Take action and join us for the Mobile Area Chamber of Commerce  
**180<sup>th</sup> Annual Meeting**

02.09.17 | 5:30-8:30 PM | MOBILE CONVENTION CENTER | #AM2K17



Presented by:



**Trustmark**

Tickets are \$60 or \$550 for a group of 10 (Chamber members), \$70 for potential members.

RSVP to (251) 431-8606 or [cwilson@mobilechamber.com](mailto:cwilson@mobilechamber.com)  
[www.mobilechamber.com](http://www.mobilechamber.com)