

BUSINESSVIEW

MOBILE AREA CHAMBER OF COMMERCE

MARCH 2022

**MATT WHITE
ELECTED
CHAMBER
BOARD CHAIR**

**2021 -
A YEAR IN
REVIEW**

**FRIOS
EXPANSION**



MEET THE AUTHORITY.

For every business IT challenge.



Your partners in IT.

Our team of super-specialized engineers partner with businesses of all sizes - taking on your toughest IT challenges and finding new opportunities.

Connectivity. Data security.
Cloud services. We're ready for it.

cspire.com/business



"The Mobile-area community is an instrumental part of what makes Austal USA such a strong and successful company."

– Rusty Murdaugh, Austal USA President

THANK YOU

TO THE MOBILE AREA CHAMBER OF COMMERCE
FOR HONORING AUSTAL USA AS THE
**2021 MANUFACTURER
OF THE YEAR**



austalusa.com

BUSINESSVIEW

MOBILE AREA CHAMBER OF COMMERCE

MARCH 2022

IN THE ISSUE

- 6 2021 Annual Report
- 32 2022 Plan of Action Summary
- 37 News from Frios Gourmet Pops, City of Mobile, Mobile River Bridge, Alabama-USA Corridor Rail and Start Up Weekend
- 44 Meet Matt White, New Chamber Chair
- 48 Small Business of the Month: Roto-Rooter Mobile
- 50 Member Spotlight: Quality Valve
- 54 Investor Focus: Heritage Homes
- 55 Board of Advisors
- 56 Chamber at Work
- 58 Ribbon Cuttings
- 59 Around Town
- 60 Calendar
- 63 Member News
- 66 New Members



44 ON THE COVER:

Matt White, president of White-Spinner Realty Inc., is the incoming Chamber chair. Read more about him on pages 44-46. Photo by Chad Riley.



37



38



56

ABOUT THE MAGAZINE

BUSINESS VIEW (USPS 952-700) is published 10 times a year, monthly, except for the June/July and December/January issues, by the Mobile Area Chamber of Commerce.

451 Government St., Mobile, AL 36602
251.433.6951 • mobilechamber.com

POSTMASTER send address changes to
Attn: Finance Department **BUSINESS VIEW**
Mobile Area Chamber of Commerce
P.O. Box 2187, Mobile, AL 36652-2187
or email info@mobilechamber.com ©2022

Associate Publisher Nancy W. Hewston
Executive Editor Ashley Horn
Copy Editor Michelle Irvin

Additional Writers and Editors
Denise Curtis, Mike Dumas and Carolyn Wilson

Printing Services: Panaprint Inc.

Graphic Design: Wise Design Inc.

Advertising Account Executive:
René Eiland • 251.431.8635
reiland@mobilechamber.com



PUBLISHERS NOTE:

NEW BEGINNINGS

Nancy Wall Hewston

March brings a new beginning and a fresh air to Mobile and with it, lots of activities and events for the Mobile Area Chamber.

First up is the Chamber's 185th Annual Meeting on March 10. I hope you will be able to attend and help us celebrate all that 2021 was, or wasn't, and hear a special announcement by us moving forward in 2022.

The Chamber's golf tournament always sells out, so make sure you get your spot to enjoy a round and network with other members at the Magnolia Grove Golf Course.

Lastly, the Chamber will host Pork & Politics at the USS ALABAMA Battleship Memorial Park. This is one of my favorite events as it brings out all the candidates

running for office in Mobile and Baldwin counties – as well as statewide – and lets everyone to get to know each other while enjoying some great food.

In addition to events, this issue includes our 2021 Annual Report. While I am not a fan of looking back, we take a quick glance to see what all was accomplished in 2021 and what the Chamber was able to do for its members, the community and Mobile's economy. Our economic development department worked on so many projects and expansions, and the numbers we are reporting are exceptional for a second pandemic year.

Spring is in the air and know the Chamber is working harder than ever for your business and the Mobile community.

2021 ANNUAL REPORT



Photo by Paul Devie - Airwind



MOBILE AREA
CHAMBER OF COMMERCE

FROM THE 2022 BOARD CHAIR

I am honored to have the opportunity to serve as chairman of the Mobile Area Chamber of Commerce in 2022. This is a pivotal time for the Chamber and our area.

The Gulf Coast is experiencing unprecedented growth, and Mobile sits at the epicenter. New leaders are emerging across the region to continue the efforts of so many strong advocates who have spawned the economic growth we are experiencing.

The Mobile Area Chamber has the unique opportunity to serve as the advocate for businesses large and small across the region.

The Chamber is currently penning a covenant with the community to serve as a true call to action to help local businesses benefit from the opportunities surfacing locally. By working hand in hand with the leadership of the city, county, development agencies and local community stakeholders, the Chamber can serve as the catalyst for continued growth of our economy, which raises the tide for all.

Under the leadership of our former chair and my good friend, Terry Harbin, 2021 was a banner year for business and industry. Terry deftly navigated the Chamber through a time of uncertainty when the pandemic set in.

Out of this, businesses have discovered new purpose and new ways to do business. The Chamber is called upon to be on the front end of this evolution with businesses in this new frontier.

I look forward to carrying the torch handed over by Terry and all those before him.

Matt White
2022 Chair, Board of Directors
Mobile Area Chamber of Commerce



Photo by Chad Riley

STRATEGIC PLAN 2021-2023



The Mobile Area Chamber of Commerce has a strategic plan to guide its direction for years 2021-23. To develop it, the Chamber staff worked with members of the board of directors and a consultant to discuss key issues and create benchmarks to measure the organization's successes. Below is an overview of the strategy, vision and success indicators for each of our four areas of focus – jobs, advocacy, value and excellence.

JOBS

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

VISION: By year-end 2023, the Mobile area will have steadily increased jobs, business and capital investments in our community. The Chamber will lead business engagement in a more robust talent attraction program.

Success Indicators

1. Expand business segments to increase investments
2. Locate two new headquarters to Mobile
3. Recruit a talented workforce from outside of Mobile
4. Develop new marketable industrial sites/parks

ADVOCACY

CREATE AN ENVIRONMENT
THAT PROMOTES BUSINESS
AND COMMUNITY GROWTH

VISION: By year-end 2023, 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. Support of airport relocation and port improvements

VALUE

PROVIDE VALUE, SERVICES,
OPPORTUNITIES AND
RECOGNITION FOR
OUR MEMBERS

VISION: By year-end 2023, 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. Member satisfaction and engagement
4. Develop an online DEI directory

EXCELLENCE

OPERATE THE CHAMBER
WITH EXCELLENCE,
INNOVATION AND EFFICIENCY

VISION: By year-end 2023, 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

JOBS



MOBILE AREA
CHAMBER OF COMMERCE

ANNUAL REPORT

The Chamber works to recruit jobs to the area and help existing industries in pursuit of workers. Chamber staff has made a new commitment to talent attraction and has started initiatives to make more strides in 2022.

Of the accomplishments made in 2021, the Chamber has announced 10 new projects to the area. There have been seven expansions and more than \$290 million in capital investments. More than 506 jobs have been created or will be created with annual salaries averaging \$50,657.

These numbers continue to grow each year as the Mobile area has developed its footprint of diverse industries and expanded the markets the Chamber has been recruiting.

A new focus on talent attraction and workforce development initiatives has paved the way for the Chamber to play a major role in helping draw professional candidates to jobs with area employers.

The Chamber's Partners for Growth campaign is made up of 140 investors to help the economic development team's commitment to adding more than 2,000 jobs with an average annual salary of \$55,000 and bring in \$1.25 billion in capital investment in the community. With the campaign ending this year, a new campaign with new goals is being developed with bigger plans for the next five-year campaign.

2021 ECONOMIC DEVELOPMENT HIGHLIGHTS

AUSTAL USA

Announced construction of a new steel ship manufacturing line.

- \$109 million in capital investment

CANFOR SOUTHERN PINE

Announced investment in new equipment at its Mobile sawmill.

- \$4.1 million in capital investment

CHART

Announced new facility improvements and expansion, new employees at its Theodore site and new equipment to be purchased.

- \$2.5 million in capital investment / 94 jobs / \$49,000 average annual salary



Canfor Southern Pine



MTC Logistics

COCA-COLA BOTTLING UNITED

Announced expansion plans at its Mobile facility and new warehousing system.

- \$48.4 million in capital investment / 15 jobs / \$43,000 average annual salary

MTC LOGISTICS

Cut ribbon on its new cold storage facility.

MYER MARINE SERVICES

Announced an expansion of its west Mobile facility.

- \$5.5 million in capital investment / 50 jobs / \$61,000 average annual salary

RAY-MONT LOGISTICS

Announced Mobile for a high-tech logistics park.

- \$19 million in capital investment / 50 jobs / \$70,000 average annual salary

REN SEAFOOD

Announced plans to build a seafood processing facility and distribution hub in Mobile.

- \$12.4 million in capital investment / 54 jobs / \$39,000 average annual salary



Chart



Ray-Mont Logistics

SOUTH ALABAMA LOGISTICS PARK

Announced plans to build a 1,300-acre master-planned industrial park.

- \$109 million in capital investment / 50 jobs / \$70,000 average annual salary

SSAB

Announced headquarters move to Mobile and new equipment to increase production capacity.

- \$69 million in capital investment / 31 jobs / \$93,000 average annual salary



SSAB

ECONOMIC DEVELOPMENT NUMBERS

140 PARTNERS
FOR GROWTH
INVESTORS



10 PROJECT
ANNOUNCEMENTS
IN 2021

\$290 MILLION CAPITAL INVESTMENT
BY ANNOUNCED PROJECTS IN 2021

\$50,657

AVERAGE ANNUAL
SALARY OF NEW JOBS



506 NEW JOBS BY
ANNOUNCED
PROJECTS IN 2021



20 TROY UNIVERSITY STUDENTS
AND FACULTY VISITED
MOBILE AS PART OF THE
CHAMBER'S NEW TALENT
ATTRACTION INITIATIVES



30 COMPANIES
PARTICIPATED IN
MOBILE MEETUP
EVENT FOR YOUNG
PROFESSIONALS

6 INTERNATIONAL
REPRESENTATIVE MEETINGS
WITH E.D. DEPARTMENT

100 ATTENDEES AT THE MOBILE
MEETUP EVENT FOR YOUNG
PROFESSIONALS



Austal Groundbreaking for new steel ship manufacturing line



Harper Technologies



Mobile Bay Firewood



e-work Marketing & Advertising



Mosley Building Systems

SMALL BUSINESS DEVELOPMENT NUMBERS



120

SMALL BUSINESS
COUNSELING
SESSIONS

40

GROWTH
ALLIANCE
TASK FORCE*
MEMBERS

**Growth Alliance Task Force promotes the growth of minority-owned businesses and provides entrepreneurial training, workshops and diversity forums.*

11

GROWTH
ALLIANCE
TASK FORCE
MEETINGS

SMALL BUSINESS OF THE MONTH

- Pittman Tractor Co.
- Mount Man of Mobile
- Mosley Building Systems
- FOY Superfoods
- Harper Technologies Inc.
- e-worc Marketing & Advertising
- McAleer's Office Furniture
- Mobile Bay Firewood
- Port City Industrial
- American WeatherStar

203

EMPLOYEES REPRESENTED IN
SMALL BUSINESS OF THE MONTH
MAGAZINE FEATURES

PARTNERS FOR GROWTH CAMPAIGN YEAR IN REVIEW

CAMPAIGN GOALS FOR 2018-2021

\$1.25 BILLION IN
CAPITAL
INVESTMENT

2,000 JOBS
CREATED

\$55,000 AVERAGE ANNUAL SALARY

CAMPAIGN RESULTS As of Dec. 31, 2021

\$2.064 BILLION IN
CAPITAL
INVESTMENT

2,029 JOBS
CREATED

\$55,104 AVERAGE ANNUAL SALARY

2021 PROJECT DASHBOARD

As of Dec. 31, 2021

35 FORMAL REQUESTS FOR
INFORMATION SUBMITTED

10
PROJECTS
ANNOUNCED

38
ACTIVE
PROJECTS
As of Dec. 31, 2021

Industries represented include chemical, aerospace,
manufacturing, corporate headquarters and distribution.

2021 WINS

2
NEW
COMPANIES

8
LOCAL
EXPANSIONS

\$290 MILLION
CAPITAL
INVESTMENT

506 JOBS
CREATED



PARTNERS FOR GROWTH V

"LEADING TEAM MOBILE"

Partners
FOR GROWTH
MOBILE AREA CHAMBER OF COMMERCE

\$1.5

**BILLION IN NEW
CAPITAL INVESTMENT**

2,500

**NEW PRIMARY
JOBS CREATED**

\$62,500

**AVERAGE
ANNUAL WAGE**

ADVOCACY



MOBILE AREA
CHAMBER OF COMMERCE

ANNUAL REPORT

The Chamber monitors legislative activity throughout the year for any bills or referendums that would have an impact – positive or negative – on local businesses. In addition, the Communications & Advocacy department staff works closely with local and state representatives to stay on top of activities by these government officials.

By creating the Chamber's 2021 Legislative Agenda, featuring legislative priorities and agenda items of concern for Chamber members, the Chamber followed the 2021 legislative session and paid close attention to those bills introduced that related to business. During the session, more than 1,000 bills were introduced and many were closely monitored. The agenda priorities that passed the session were six bills related to the preservation of historic Africatown, designating the Dauphin Island Sea Lab as the official Aquarium of Alabama, an economic development tax incentives bill, COVID-19 liability protection and the Historic Tax Credit.

The Communication and Advocacy department hosted several meetings and events featuring local and state officials, including several committees and task force meetings and the Chamber's Annual Meeting. In addition, 86 participants went on a Leaders Exchange trip to Charleston, South Carolina.

In 2021, the Community and Governmental Affairs department combined with the Communications and Marketing department and created a new Communications and Advocacy department, led by Vice President Nancy Hewston.

Adding to the work in government affairs, the department now oversees all communication from the Chamber to its members through its monthly magazine, the *Business View*, a weekly email, social media platforms and its website.

In 2021, the Communications team produced 10 magazines; an annual report; emailed more than 49 weekly emails of business and member news; sent 23 emails promoting Chamber events; and reached more than 9,000 followers on Facebook and 2,400 followers on Instagram.

ADVOCACY BY THE NUMBERS

6

BILLS PASSED
WITH
CHAMBER
SUPPORT

1,053



BILLS INTRODUCED
DURING 2021
LEGISLATIVE SESSIONS

648 IN THE HOUSE

405 IN THE SENATE

3

FORUM
ALABAMA
EVENTS

FEATURING
GOVERNOR KAY IVEY,
CONGRESSMAN CARL
AND SENATOR TUBERVILLE

600

ATTENDED THE
STATE OF THE
CITY AND COUNTY
BREAKFAST

86

ATTENDEES TRAVELED TO
CHARLESTON, SOUTH CAROLINA,
FOR THE 2021 LEADERS EXCHANGE



5

CHAMBER DIVERSITY,
EQUITY AND INCLUSION
COMMITTEE MEETINGS

3

ADVOCACY-LED
COMMITTEES AND
TASK FORCES

HISTORIC TAX CREDIT
- 2020 ECONOMIC IMPACT -

- 64 PROJECTS 17 COUNTIES
- 93 FULL TIME JOBS CREATED
- 376 CONSTRUCTION JOBS
- 149 BUILDINGS REVITALIZED
- \$100M CREDITS AWARDED
\$3M IN CREDITS CLAIMED
- \$3M INCREASE IN FAIR MARKET VALUE
- PRIVATE INVESTMENT
- \$425M FOR REHABILITATION
- \$520M TOTAL CAPITAL
- RESTORATIONS FOR MODERN DAY USE
INCLUDE A TEXTILE MILL, FORMER RED CROSS, MILITARY BASE & HOSPITAL PLUS HISTORIC THEATERS, CAR DEALERSHIPS & SCHOOLS.

SOCIAL MEDIA NUMBERS



9,470

FACEBOOK
FOLLOWERS



9,058

TWITTER
FOLLOWERS



6,482

LINKEDIN
FOLLOWERS



75

YOU TUBE
SUBSCRIBERS



2,471

INSTAGRAM
FOLLOWERS

213,624

WEBSITE AVERAGE
ANNUAL PAGE VIEWS



82,214

WEBSITE AVERAGE
ANNUAL VISITORS



22,000

BUSINESS VIEW
MAGAZINE
CIRCULATION

6,300



BUSINESS VIEW WEEKLY
EMAIL SUBSCRIBERS

As of Dec. 31, 2021



Chamber Annual Meeting

VALUE



MOBILE AREA
CHAMBER OF COMMERCE

ANNUAL REPORT

The Chamber provides value to its members every day. Through 24 networking events and numerous volunteer activities, the Chamber's Membership department is working to connect members to other members and the community. The Chamber participated in 36 ribbon cuttings in 2021 and welcomed more than 180 new members with a commitment to help them grow.

In addition to membership, the Chamber's Small Business Development department offers business assistance to members through counseling and business resources. The Chamber hosted six professional development workshops, on topics ranging from financing and accessing capital to digital marketing. It held 12 executive roundtable meetings

for business executives on cybersecurity for a post-pandemic world and updates from the City of Mobile, the Port of Mobile, Austal USA, the Chamber and local school and college officials. Three award ceremonies were held, honoring business success and outstanding military personnel. At these ceremonies, eight member companies were recognized for their contributions to the area.

The Chamber's Membership department hosted 24 networking events, led a group of more than 60 professionals who volunteered to help the Chamber raise more than \$1.2 million in its total resource campaign, and welcomed more than 176 exhibitors to the much-anticipated Business Expo.

MEMBERSHIP NUMBERS

24 MEMBER NETWORKING
EVENTS IN 2021

COFFEE WITH THE CHAMBER/
NETWORKING AT NOON/BUSINESS
AFTER HOURS/MEMBERSHIP 101

11 OTHER SIGNATURE
NETWORKING EVENTS

600

ANNUAL
MEETING
ATTENDEES



176 BUSINESS EXPO
EXHIBITORS

1,500 BUSINESS EXPO
ATTENDEES

200 MEMBER
APPRECIATION
ATTENDEES

600 STATE OF THE
CITY AND COUNTY
ATTENDEES

200



MILITARY
APPRECIATION
ATTENDEES



36 RIBBON CUTTINGS ATTENDED BY
THE MOBILE AREA CHAMBER

3,456 ANNUAL ATTENDEES AT ALL
CHAMBER NETWORKING EVENTS

180

GOLF CLASSIC
PLAYERS

CHAMBER CHASE NUMBERS

Volunteers drive Chamber Chase, the Mobile Area Chamber's total resource development campaign, by recruiting new members, securing sponsorships for Chamber events, selling ads in Chamber publications and obtaining needed goods and services.



25
TEAMS

36 MEMBER
COMPANIES
REPRESENTED

63+ CAMPAIGN
VOLUNTEERS

\$1.2
MILLION
RAISED



14 CHAMBER CHASE
TEAM MEETINGS

301 MEMBERS SUPPORTED
THE CHAMBER
CHASE CAMPAIGN



PROFESSIONAL DEVELOPMENT NUMBERS

12 EXECUTIVE
ROUNDTABLE
MEETINGS

7 SMALL BUSINESS
COUNCIL
MEETINGS

6



NUMBER OF
PROFESSIONAL
DEVELOPMENT
WORKSHOPS



270

AVERAGE EXECUTIVE
ROUNDTABLE MEETING
ATTENDEES

1

MONEYFEST FUNDING
AND CAPITAL SUMMIT



100 *Money*
FEST

ATTENDEES AT MONEYFEST
FUNDING AND CAPITAL SUMMIT

200
Google

WEBINAR PARTICIPANTS

3

GROW WITH GOOGLE WEBINARS ON
DIGITAL MARKETING AND WEBSITE HELP



3

PREPARING FOR BUSINESS
GROWTH WORKSHOPS
FOCUSED ON PROCUREMENT
OPPORTUNITIES AND
GOVERNMENT CONTRACTS

49

PREPARING FOR
BUSINESS GROWTH
WORKSHOP ATTENDEES

1,178

TOTAL NUMBER OF ATTENDEES FOR CHAMBER
PROFESSIONAL DEVELOPMENT WORKSHOPS

AWARD WINNERS

EAGLE AWARD *Green Magic Landscape LLC*



EAGLE AWARD *Small's Mortuary and Cremation Services*

REV. WESLEY A. JAMES MINORITY BUSINESS ADVOCATE *Spire*



SMALL BUSINESS OF THE YEAR *Silver Ships Inc.*

INNOVATOR OF THE YEAR *MTC Logistics*



MANUFACTURER OF THE YEAR *Austal USA*



OUTSTANDING ENTREPRENEUR

Dr. Michael Chambers



GEN. GARY COOPER OUTSTANDING SERVICE AWARD

WINNER *U.S. Marine Corps Master Gunnery Sergeant Cynthia House (Ret.)*



DELCHAMPS AWARD *Jimmy Lyons*



AMBASSADOR OF THE YEAR

Megan Murdock





Chamber staff join volunteers in working on community projects.

DEI STATEMENT

The Chamber is committed to being an inclusive organization. We strive to have an environment within our organization that fosters and encourages diversity, reflective of the makeup of our community. We believe diversity of thought enriches discussion, results in better judgment and enhances the growth and development of our organization and community as well.

To accomplish this, the Chamber commits to:

- Annually review the makeup of our board of directors with a special emphasis on diversity.
- Encourage diversity on our committees and task forces.
- Recruit and nurture new leadership roles for women and minorities in our organization.
- Work to attract more diversity in our membership.
- Ensure diversity is reflected in the makeup of our staff.
- Provide in-service training for staff on valuing diversity and sensitivity in the workplace.
- Ensure our purchasing procedures are open and available to all members.
- Encourage staff participation in minority affairs, events and activities.
- Support our members, customers and suppliers in their efforts to encourage diversity within their companies or organizations.



The City of Mobile, Mobile City Council, Mobile Area Chamber and the Mobile Area Black Chamber celebrated Black Business Month.

EXCELLENCE



MOBILE AREA
CHAMBER OF COMMERCE

ANNUAL REPORT

The Mobile Area Chamber is a Five-Star Accredited chamber of commerce. Of the 6,936 chambers in the United States, only three percent have achieved five-star accreditation from the U.S. Chamber of Commerce. In business since 1836, the Mobile Area Chamber works as a progressive advocate for business needs to promote the Mobile area's economic well-being.

As part of the Chamber's mission and core values, the Chamber has implemented four areas of focus – jobs, advocacy, value and excellence.

Excellence is followed by the Chamber staff to operate with excellence, innovation and efficiency.

Chamber staff members not only work for the Chamber but are award-winning volunteers, professionals and contributors to the Mobile and Baldwin County communities.

STAFF ACCOLADES



Nancy Hewston, the Chamber's vice president of Communications and Advocacy, graduated from Leadership Mobile.



Ashley Horn APR was awarded the Phillip R. Forrest Jr. Professional Achievement Award from the Public Relations Council of Alabama for professional accomplishments, career achievement and community service. In addition, Horn was awarded the North Star award from the Mobile Area Council Boy Scouts of America.

MEMBERSHIP NUMBERS

1,709

NUMBER OF MOBILE
AREA CHAMBER
MEMBERS *As of Dec. 31, 2021*



98,778

NUMBER OF EMPLOYEES
REPRESENTED BY
CHAMBER-MEMBER
COMPANIES

55 ★ ★ ★ ★ ★

YEARS OF ACCREDITATION BY
THE U.S. CHAMBER OF COMMERCE

156



POUNDS OF FOOD COLLECTED
BY CHAMBER STAFF FOR
FEEDING THE GULF COAST,
PROVIDING 130 MEALS



1836

THE YEAR THE MOBILE AREA
CHAMBER WAS ESTABLISHED

15

CHAMBER STAFF
VOLUNTEERED WITH
THE UNITED WAY
DAY OF CARING

FINANCIAL MANAGEMENT

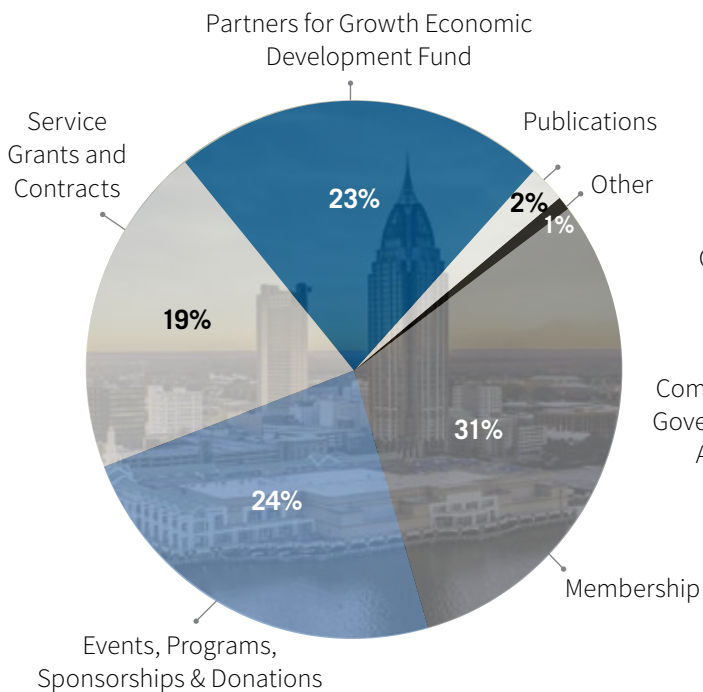
6 BOARDS MANAGED BY THE MOBILE AREA CHAMBER



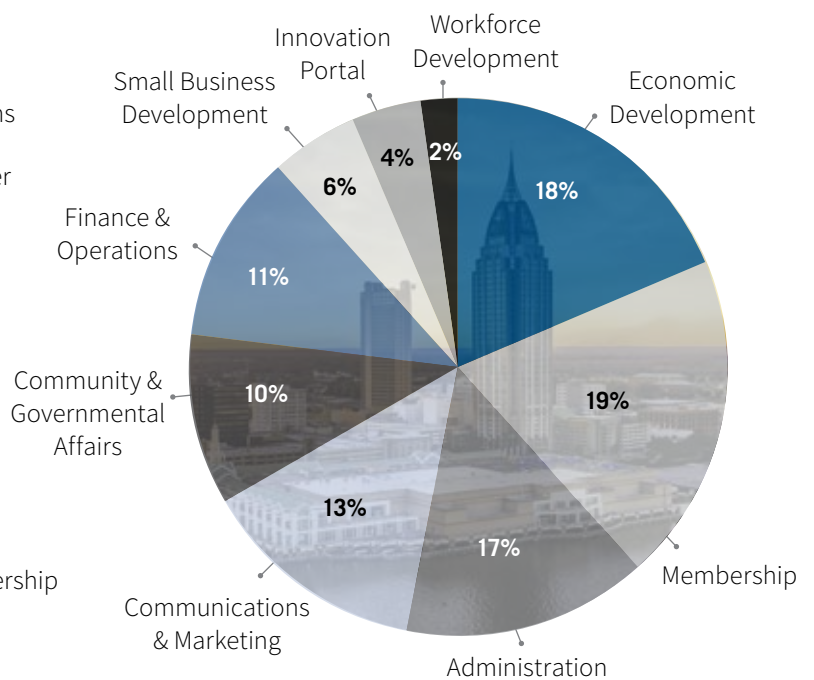
- Industrial Development Authority of Mobile County
- Industrial Development Board of the City of Mobile
- Industrial Park Board of Mobile County
- Mobile Area Chamber of Commerce Foundation
- Mobile Area Chamber of Commerce
- Innovation Portal

This breakdown below is a representation of the Chamber's revenue and expenses.

2021 REVENUE



2021 EXPENSES



2021 EXECUTIVE COMMITTEE



Terry H. Harbin
Affordable Homes
Gulf Coast LLC
2021 Board Chair



Celia Mann Baehr
Mobile Symphony
Communications &
Marketing



Raymond Bell
Maynard Cooper & Gale PC
Legal Counsel



Jennie M. Campbell
The Stewart Lodges
Talent Attraction



Melissa Cross
McAlee's Office Furniture
Membership/Chamber Chase



Monica Garsed
Spire
Community &
Governmental Affairs



Valerie D. W. James
VisionSpot Consulting
Group LLC
Diversity, Equity & Inclusion



Patrick T. Murphy
Alabama Power Co.
Economic Development



William B. Sisson
Mobile Area Chamber
of Commerce
President and CEO



Glenda Snodgrass
The Net Effect LLC
Small Business
Development



Richard Stimpson
Leavell Investment
Management Inc.
Military Affairs



Matt White
White-Spinner Realty Inc.
Chair Elect/Finance

ALSO SERVED ON THE 2021 BOARD OF DIRECTORS

Kevin Ball, *Ball HealthCare Services Inc.*

Brent Barkin, *Shoe Station Inc.*

Ty Bullard, *Joe Bullard Automotive Companies*

Philip G. Burton, *Burton Property Group*

W. Allen Carroll, *Wilkins Miller LLC*

Cindy Carter, *Walks and Wags Inc.*

Chris Curry, *Mobile Airport Authority*

W. Edward Dismukes Jr., *Wilson Dismukes Inc.*

John C. Driscoll, *Alabama State Port Authority*

RaShawn Figures, *Dortch, Figures & Sons Inc.*

Steven Franklin, *Airbus*

Thomas A. Hand, *Volkert Inc.*

Cliff Kennedy, *Frios Gourmet Pops*

Sidney King, *Commonwealth National Bank*

Carita F. Koen, *Green Magic Landscape LLC*

Kate C. Luce, *Mississippi Export Railroad Co.*

Patrick Lynch, *The Hiller Cos.*

John V. Marymont, *University of South Alabama*

Robert B. McGinley Jr., *McDowell Knight
Roedder & Sledge LLC*

Gina McKellar, *Crow Shields Bailey PC*

Leland Moore Jr., *S & S Sprinkler Co. LLC*

Eliska Morgan, *Thompson Engineering Inc.*

Marcus Neto, *Blue Fish*

McCrary Otts, *Lyon Fry Cadden Insurance
Agency Inc.*

Nathaniel Patterson, *A Culture of
Excellence (ACE) LLC*

Enoch Smith, *Easy Heating & Cooling Inc.*

Elizabeth P. Stevens, *Downtown Mobile
Alliance*

Mac Taul, *Merchants Transfer Co.*

Mary Taylor, *Better Day Consulting LLC*

Christian White, *Regions Bank*

Gia Wiggins, *Morale Resource*



2022 PLAN OF ACTION SUMMARY

ANNUAL OBJECTIVES ADDRESSING FOUR STRATEGIC PLAN GOALS:

JOBS - Retain, expand and recruit businesses, investment and jobs in the Mobile area.

ADVOCACY - Create an environment that promotes business and community growth.

VALUE - Provide value, services, opportunities and recognition for members.

EXCELLENCE - Operate the Chamber with excellence, innovation and efficiency.

Each year the Mobile Area Chamber staff writes its Plan of Action, a list of tactics to achieve the goals of the Chamber's strategic plan, which covers the years 2021-2023. Below are each department's key goals for 2022.

ADMINISTRATION

- Assist in the internal and external onboarding of the new President and CEO.
(Supports strategic goal: Excellence)
- Lead a successful 2022 campaign to fund Partners for Growth V for the years' 2023 to 2027.
(Supports strategic goal: Value)

COMMUNICATIONS & ADVOCACY

- Execute multi-faceted communications strategy targeting audiences that include active members, potential members, key investors, elected officials and community stakeholders, while consistently building support for the Chamber's program of work.
(Supports all four strategic goals: Jobs, Value, Advocacy, Excellence)
- Update, reposition and redevelop the Chamber's image by defining the Chamber brand, clarifying sub-brands and outlining programs of work.
(Supports all four strategic goals: Jobs, Value, Advocacy, Excellence)
- Improve dialogue with media outlets and promote Chamber activities and issues more heavily in the local market.
(Supports strategic goal: Advocacy)
- Assist the Economic Development department on its national marketing and talent attraction efforts.
(Supports strategic goal: Jobs)
- Develop and obtain passage of the Mobile Area Chamber Community Legislative Agenda.
(Supports strategic goal: Advocacy)
- Recognize and promote importance of transportation infrastructure to continued business growth.
(Supports strategic goal: Advocacy)

- Promote a business-friendly, local, political and legislative climate that encourages economic growth, is responsive to business needs and is 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 Leaders Exchange with a focus on workable solutions to local and regional issues.
(Supports strategic goal: Advocacy)
- Encourage positive military and civilian relationships.
(Supports strategic goal: Advocacy)

ECONOMIC DEVELOPMENT

- Market the Mobile area for business location and expansions; enhance Mobile's global competitiveness; advance the creation of quality jobs and economic growth, supporting the strategic goal of creating an average of 400 new direct jobs per year.
(Supports strategic goals: Jobs and Advocacy)
- Proactively engage and support existing business sectors in the Mobile area for the purpose of retaining jobs and identifying expansion opportunities and related projects to create jobs.
(Supports strategic goals: Jobs, Value and Advocacy)
- Provide staff support and expertise to the Industrial Development Board, the Industrial Development Authority and the Industrial Park Board.
(Supports strategic goals: Jobs and Value)
- Involve Chamber volunteer leadership, elected leadership, local allies and Partners for Growth investors in current Plan of Action implementation, as well as long-term economic development planning and funding.
(Supports strategic goals: Jobs and Value)
- Improve Mobile's ability to attract, retain and develop talent in the area.
(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 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)

MEMBERSHIP

- Rebuild Membership Department by hiring, developing and retaining talent.
(Supports strategic goals: Value and Excellence)
- Provide innovative programs and services that members desire and value.
(Supports strategic goal: Value)
- Increase non-dues revenue to support Chamber operations.
(Supports strategic goal: Value and Excellence)
- Increase net/profitability by redesigning account executive staffing and compensation plan.
(Supports strategic goal: Excellence)
- Deliver excellent 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 development and foster job creation.
(Supports strategic goal: Jobs)
- Actively support the Chamber's policies and programs as they relate to Diversity, Equity and Inclusion.
(Supports strategic goal: Advocacy)
- Provide business assistance to minority-owned businesses and encourage participation in all Chamber activities.
(Supports strategic goal: Jobs)
- 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 goal: Jobs)
- 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)

CHAMBER STAFF

451 Government St., Mobile AL 36602 | 251.433.6951 | mobilechamber.com

ADMINISTRATION

Bob Chappelle, *Chief Operating Officer*
(Interim President and Chief Executive Officer)

Mallory Tyson, *Executive Assistant to the President and CEO*

Jackie Davidson, *Administrative Assistant*

Laura O'Connor, *Special Projects Manager*

COMMUNICATIONS & ADVOCACY

Nancy Hewston, *Vice President*

Denise Curtis, *Director of Communications*

Ashley Horn, *Director of Marketing*

Brooke McIngvale, *Director of Meetings and Events*

Chase Webster, *Social Media Specialist*

Carolyn Wilson, *Administrative Assistant*

René Eiland, *Account Executive*

ECONOMIC DEVELOPMENT

David Rodgers, *Vice President*

Chris Mayfield, *Director of Existing Industry*

Abbey Huguley, *Talent Development and Attraction Manager*

Kayla Byrne, *Business Attraction Manager*

Jakayla Ford, *Business Analyst*

Jennifer Brinkman, *Economic Development Coordinator*

FINANCE & OPERATIONS

Neil Christopher, *Chief Financial Officer*

Chani Rider, *Director of Finance and Operations*

Donna Ikner, *Finance Assistant*

Abby Turberville, *Accounts Receivable/Billing Specialist*

Hope Bush-Collins, *Building Custodian*

Grant Carrera, *Security Guard*

MEMBERSHIP

Michael Galvin, *Senior Vice President of Member Engagement*

Andrea Cape, *Senior Director of Membership*

Molly Tillman, *Director of Membership*

Jackie Hecker, *Senior Account Executive*

Odetta Stutts, *Director of First Impressions*

SMALL BUSINESS DEVELOPMENT

Darrell Randle, *Vice President*

Danette Richards, *Director of Small Business Development*

Brenda Rembert, *Administrative Assistant*



MOBILE AREA
CHAMBER OF COMMERCE

Seek to keep your goals in mind and your portfolio one step ahead

Together, we'll take a fresh look at the opportunities



Whiting Bradford Wealth Management Group

Palmer G. Whiting, CFP®, CPFA, CPWA®

Managing Director

Wealth Management Advisor

251.345.0289 • palmer_whiting@ml.com

D. Austin Bradford, CFP®

Vice President

Resident Director — Financial Advisor

251.345.0262 • austin.bradford@ml.com

Merrill Lynch Wealth Management

3674 Dauphin Street

Mobile, AL 36608

251.345.0300

fa.ml.com/whiting_bradford



Merrill Lynch, Pierce, Fenner & Smith Incorporated (also referred to as "MLPF&S" or "Merrill") makes available certain investment products sponsored, managed, distributed or provided by companies that are affiliates of Bank of America Corporation ("BofA Corp."). MLPF&S is a registered broker-dealer, registered investment adviser, Member SIPC and a wholly owned subsidiary of BofA Corp.

Investment products: **Are Not FDIC Insured** **Are Not Bank Guaranteed** **May Lose Value**

The Bull Symbol and Merrill are registered trademarks of Bank of America Corporation.

CFP Board owns the marks CFP®, CERTIFIED FINANCIAL PLANNER™, and CFP® (with plaque design) in the U.S. CPWA® is a registered certification mark of the Investments & Wealth Institute®. For more information about the Institute and the CPWA certification, please visit investmentsandwealth.org.

© 2021 Bank of America Corporation. All rights reserved.

MAP3023665 | AD-12-21-0144 | 470965PM-0421 | 12/2021

BISHOP STATE COMMUNITY COLLEGE IS ***MOVING FORWARD!***

Construction on the Advanced Manufacturing Center and the Center for Health Sciences is expected to be completed this fall!

The Advanced Manufacturing Center will be filled with programs approved by businesses and industries to help train a workforce for the manufacturing, process maintenance, and other industry-related jobs and careers in our area.

The Center for Health Sciences will provide Nursing and Physical Therapy Assistant students experience in treating patients and solving complex problems in state-of-the-art simulation labs.



For more information:
call us at **251-405-7005**
email us at communications@bishop.edu

Bishop State 
A Great Place To **Start™**

NONDISCRIMINATION STATEMENT

No employee or applicant for employment or promotion shall be discriminated against on the basis of any impermissible criterion or characteristic including, without limitation, race, color, national origin, religion, marital status, disability, sex, age or any other protected class as defined by federal and state law.



www.bishop.edu



Frios Announces \$20 Million Expansion in Mobile

Frios Gourmet Pops and FGP Manufacturing, both owned by FGP Holding, are expanding and ramping up production, according to CEO **Cliff Kennedy**.

The growth means 200 new full-time jobs over the next three years and a \$20 million capital investment as they expand production into the former Crown Products facility at 3107 Halls Mill Road in Mobile.

“Having a Mobile-based company expand in our community has always been a goal of our economic development efforts,” said **David Rodgers**, vice president of economic development at the Mobile Area Chamber of Commerce. “The success that FGP has had in Mobile is a testament to the company’s leadership and local support.”

The company has grown from a brick-and-mortar shop by pivoting to expanding with tie-dye food trucks during the pandemic, bringing frozen treats directly to neighborhoods and events.

Frios Gourmet Pops now ranks 35th on Entrepreneur.com’s 2021 Top New Franchises rankings, up from 84th the year before.

“Mobile is the perfect place to grow our dream of being a dynamic player in the frozen novelty industry,” said Kennedy. “Through the economic support and strategic location of our city, I feel lucky to be able to make this dream a reality in my hometown. I am excited for the future and the possibilities that lie ahead.”

“Mobile is the perfect place to grow our dream of being a dynamic player in the frozen novelty industry.”

Cliff Kennedy, chief executive officer
Frios Gourmet Pops

FGP Manufacturing is the private labeling and co-packaging arm of the business, manufacturing frozen novelties for national brands and retailers.

CITY COUNCIL APPROVES STREETSCAPE IMPROVEMENTS FOR DOWNTOWN MOBILE



The Mobile City Council recently approved a master services agreement with Volkert Inc. to design streetscape improvements in downtown Mobile.

The design work is being conducted in conjunction with the Downtown Mobile Alliance, which recently released the results of an extensive study looking at how downtown streets and walkways could be safer, more inviting and more economically productive. Several recommendations grew out of that study conducted by one of the country's leading urban designers, Jeff Speck.

"We want to make sure downtown Mobile is a walkable, bikeable and enjoyable space for Mobilians and visitors," said City of Mobile Mayor **Sandy Stimpson**. "Throughout the country, communities that create aesthetically pleasing and pedestrian-friendly downtown areas are successful in bringing businesses and foot traffic to the heart of their urban centers.

This work will go a long way toward helping us do the same in Mobile."

Volkert's design work will focus primarily on aesthetic and practical changes to signage, landscaping and traffic flow.

"The design and implementation of Jeff Speck's street optimization recommendations will continue the revitalization of downtown by enhancing its appeal to citizens and visitors," said **Elizabeth Stevens**, president and CEO of the Downtown Mobile Alliance. "The research is clear that businesses in an urban environment thrive when the pedestrian is prioritized over fast-moving vehicles. A walkable, bikeable city is a magnet for new residents and businesses, and one of the best ways Mobile will be able to compete for residents in the 21st century."

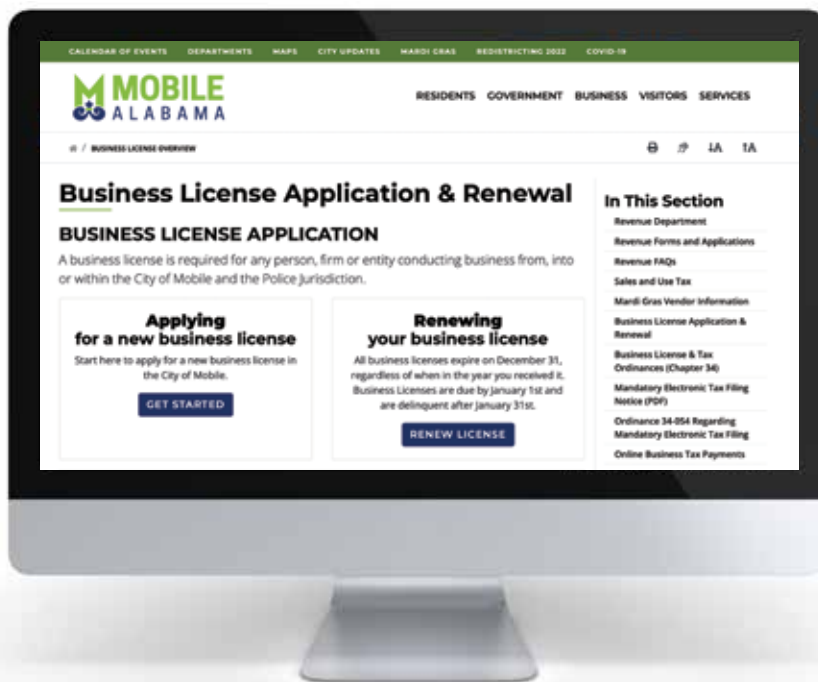
IT'S NOW EASIER TO GET A BUSINESS LICENSE IN MOBILE

City of Mobile Mayor **Sandy Stimpson** announced a new way to help businesses thrive and make it easier for people to launch a business.

“If you’ve ever been through the process of obtaining or renewing a business license, you know there are a few hoops to jump through,” he said. “We’ve looked at ways to streamline that process and create resources to help business owners navigate it.”

As a result, the City of Mobile launched a new Interactive web page created by the city’s revenue department as a one-stop shop for obtaining a business license.

For more information, visit cityofmobile.org/business-license-overview.



Financial
Advisor
100



2019 | 2020 | 2021

For three consecutive years, Leavell Investments has been a *CNBC Top 100 Financial Advisory Firm* in the United States.

Mobile, AL | Birmingham, AL | leavellinvestments.com

MOBILE RIVER BRIDGE AND BAYWAY PROJECT MOVES FORWARD

New plans for the I-10 bridge project are gaining momentum with support from the Alabama Department of Transportation (ALDOT).

In a letter to the leaders of the Mobile and Eastern Shore Metropolitan Planning Organizations (MPO), ALDOT Director **John Cooper** expressed his support for its framework to build a new bridge along Interstate 10. He also committed at least \$250 million to the project, a significant investment that is in line with other major infrastructure projects across the state of Alabama.

Mobile Mayor **Sandy Stimpson** says "support from the state of Alabama is critical to moving this project forward and to setting our region of the state up for long-term success. We know that without action, we risk losing millions of dollars of existing federal funding as our traffic problems continue to get worse. We are looking forward to continuing our work with our local, state and federal partners to turn this framework into a final plan."

Support from the state of Alabama is critical to moving this project forward and to setting our region of the state up for long-term success."

Sandy Stimpson
Mayor, City of Mobile

This letter of support comes after both MPOs put their unanimous support behind a framework for the Mobile River Bridge and Bayway that would complete the project within five years and maintain numerous free routes across the bay.

Cooper's letter outlines several key parameters for the plans:

- ALDOT recommends a comprehensive plan that should be completed in five years, including a new six-lane Mobile River Bridge, a new Bayway built to current safety and longevity standards, and appropriate interchanges in Mobile and Baldwin counties.
- The plan must include free, no-toll options to cross Mobile Bay, keeping the Causeway, the Cochrane-Africatown Bridge and the Wallace and Bankhead tunnels free.
- ALDOT anticipates a plan to fund all new construction using at least \$250 million in state funding, \$125 million in federal funding and a toll that won't exceed \$2.50 for passenger vehicles using the new infrastructure. They would work with the MPOs to develop a flat rate toll for frequent business and personal travel.
- Revenue from the project and any new federal or state funding that may become available in the future will be applied to pay off the debt for this project only, and all tolls will end when the debt is paid.
- All new infrastructure will be owned by the state and the project will not include any private concessionaires.

Cooper has tasked ALDOT Chief Engineer Edward N. Austin and Southwest Region Engineer Matt Ericksen with developing a detailed plan. Their team is working on updated environmental documents as well as traffic and revenue studies necessary to create a detailed financing plan. The next step is for the two MPOs to consider ALDOT's plan.

ALABAMA-USA CORRIDOR RAIL PROJECTS EXPECTED TO UPGRADE DEVELOPMENT INFRASTRUCTURE



Governor Kay Ivey recently announced the creation of the Alabama-USA Corridor, a proposed \$231.6 million program of rail projects to upgrade economic development infrastructure in central and southern Alabama.

“Working together with the Port of Mobile to build out our infrastructure to move the commerce for Alabama and the greater southeastern region of the country must be one of our top priorities,” said Gov. Ivey. “Creating good port access to central Alabama is a key part of this initiative, and it can provide options for freight containers to reach new destinations inland, which our country has struggled with during the supply-chain crisis. I am proud our state is looking ahead and investing in the A-USA Corridor and the future jobs and economic opportunity it will bring.”

The first phase of the A-USA Corridor involves a \$71.6 million initiative to link the Port of Mobile with the McCalla Intermodal Facility near Birmingham. This 280-mile rail corridor will also link mega economic development sites in Etowah (Little Canoe Creek), Shelby (Calera) and Washington/Mobile (Calvert) counties, each totaling more than 1,000 acres. The Growing Alabama Tax Credit program has helped expedite the work required to make these sites immediately available for manufacturing, warehousing and distribution.

“The Alabama Port Authority welcomes this vital project as we address rapid growth in the port’s container intermodal and freight business lines,” said **John C. Driscoll**, director and chief executive officer. “The Norfolk Southern rail improvements will bolster capacity, reliability and market access through the Port of Mobile for regional supply chains.”

The Alabama Port Authority welcomes this vital project as we address rapid growth in the port's container intermodal and freight business lines.”

John Driscoll, director and chief executive officer
Alabama Port Authority

The A-USA Corridor is a true public-private partnership, with Norfolk Southern investing \$5.7 million in the project. The state of Alabama is investing \$5 million into the project, with the remainder coming from present and future federal Consolidated Rail Infrastructure and Safety Improvements Program (CRISI) grants through the Alabama Department of Transportation, in partnership with Norfolk Southern.

CHAMBER LAUNCHES NEW DEI DIRECTORY

The Mobile Area Chamber's new Diversity, Equity and Inclusion (DEI) Directory is now live, featuring local minority-owned businesses.

The DEI Directory, found on the homepage of mobilechamber.com, includes business profiles and gives large corporations the ability to quickly locate minority- and women-owned businesses. It also highlights business resources, training and contracting opportunities, making it a go-to resource for those looking to do business with minority business enterprises (MBEs).

"The Directory will allow them to be exposed to larger corporations that are looking to diversify their supply chain and the public at large," said **Darrell Randle**, vice president of small business development for the Mobile Area Chamber of Commerce.

It's completely free to be included in the DEI Directory and the developers have made it easy to set up a profile by selecting "Free Listing" on the directory and answer a few questions.

"The platform is very user friendly and makes it easy for business owners to keep their information current, and it will give disadvantaged businesses the opportunity to increase their exposure," said **Barbara Peters** with SmartLiving LLC, who helped test the platform.

The platform is very user friendly and makes it easy for business owners to keep their information current, and it will give disadvantaged businesses the opportunity to increase their exposure."

Barbara Peters
SmartLiving LLC

Dr. Valerie James of VisionSpot Enterprises served as the 2021 vice-chair of Diversity, Equity and Inclusion for the Chamber and played an integral role in launching the DEI Directory.

"The directory is designed to heighten visibility and access to a broader range of matchmaking opportunities for under represented and certified businesses with supplier diversity procurement agencies, and increase exposure to contracting and sub-contracting connections and collaboration among our members," said James.

The directory was created by Qwally, a company known for working with local governments to build a more inclusive digital landscape. It has recently worked with the city of Mobile's Innovation Team and Office of Supplier Diversity to launch a website increasing the percentage of minority- and women-owned businesses landing city contracts by walking business owners through the process.

"I am looking forward to the launch of the directory because of the impact and the enhancement in highlighting the minority diverse culture in a huge positive manner," said **Ruthie Johnson** of Bama Pest Control, who helped test the directory. "So much information about each company is available at your fingertips."

I am looking forward to the launch of the directory because of the impact and the enhancement in highlighting the minority diverse culture in a huge positive manner."

Ruthie Johnson
Bama Pest Control

Randle strongly encourages every business that meets the government standard for being recognized as a minority-owned business to create a listing. "We'd like a comprehensive list so that we never hear the phrase 'I can't find minority-owned businesses,'" said Randle.

For assistance setting up or updating a profile in the Chamber's DEI Directory, contact Brenda Rembert at brembert@mobilechamber.com or 251.431.8607.

STARTUP WEEKEND RETURNS TO MOBILE

After a two year hiatus, Startup Weekend is coming back to Mobile.

Techstars Startup Weekend is a creative and collaborative three-day educational event where anyone can develop and pitch new startup ideas. It's about pitching, business model creation, prototyping, designing and market validation, in a friendly and supportive team environment.

Beginning Friday, April 1, aspiring entrepreneurs and others with a passion for startup success will spend the weekend building businesses from concept to completion.

Over the weekend, the competition heats up with concept pitching and building teams of individuals with various skills and expertise. During the remainder of the competition, teams research, plan and strategize to build the beginning of a fully operational company.

On the final day, the teams pitch their business concept to a panel of judges, who offer feedback for the group to launch the business, and winners receive in-kind prizes.

Entrepreneurs and potential entrepreneurs, business startup enthusiasts, web and software developers, designers, engineers, marketing gurus, business development specialists and anyone interested in building a business will benefit from this event.

Startup Weekend Mobile is a collaboration of the Mobile Area Chamber, Innovation Portal and community volunteers.

HOW CAN I PARTICIPATE?

WHEN: APRIL 1 - 3

Friday, April 1: 5 to 10 p.m.

Saturday, April 2: 8 a.m. to 10 p.m.

Sunday, April 3: 8 a.m. to 7 p.m.

WHERE: Innovation Portal, 358 St. Louis St., Mobile

COST: \$75 per person/\$50 students

CONTACT: Brenda Rembert at 251.431.8607 or Sally Westendorf at 251.202.7165 or mobile@startupweekend.org

TO REGISTER: visit web.mobilechamber.com/events for details and registration information.

techstars_ Startup Weekend Mobile



MEET THE 2022 MOBILE AREA CHAMBER BOARD CHAIR MATT WHITE

Matt White believes in patient persistence. Initially elected to serve as 2021 Chairman of the Board for the Mobile Area Chamber of Commerce, White's turn to lead the Chamber was postponed due to the COVID pandemic. Because of the challenges of this unprecedented season, Chair **Terry Harbin** was selected to extend his one-year term into a two-year term, being the first chair to hold consecutive years as the chair in more than 40 years.

"Terry did an excellent job navigating the Chamber through a time of uncertainty when the pandemic set in," said White. "I appreciate his leadership and support over these past few difficult years, and I look forward to continuing to work with him as we move into 2022."

As chairman, White will lead the Chamber through its strategic plan and plan of action and preside over Chamber events and activities. "Coupled with my belief in patient persistence, is the desire to discern God's guidance in all that we do," he said.

Coupled with my belief in patient persistence, is the desire to discern God's guidance in all that we do."

Matt White
President, White-Spunner Realty Inc.
Mobile Area Chamber 2022 Board Chair

A graduate of Fairhope High School, White grew up in southwest Alabama and started working at age 14 on a sweet potato farm in Baldwin County. This experience led to the first of many valuable influences that built the work ethic that has carried him into current professional and volunteer roles.

He earned a bachelor's degree in accounting from The University of Alabama's School of Business and worked as a Certified Public Accountant in Birmingham and Mobile before joining White-Spunner Realty Inc. He first served as vice president of operations before becoming president in 2004, of the Mobile-based commercial real estate firm in 1954.

The commercial real estate business has evolved with technology and other sophistication. It's still a relationship business, and White likes to combine his love for people with some technical accounting skills.

White and his wife of 29 years, Tandy, have four children. White says his weekends include time with kids and their various activities. Additionally, he looks forward to the arrival of his first grandchild. He enjoys boating, fishing and occasionally duck hunting with family and friends.

I look forward to working with the talented team here at the Chamber to continue to facilitate the success of our local businesses in the Mobile area."

Matt White
President, White-Spunner Realty Inc.
Mobile Area Chamber 2022 Board Chair

Looking forward to managing his role as Chamber chairman, White says his goal is to put a spotlight on the Chamber employees who work behind the scenes. "Since leading the Mobile Chamber's membership drive in 2009, I have stayed connected to the Chamber and its efforts in the community," he said. "Over the years I have seen firsthand just how hard Chamber employees work, and I was always grateful for that support. I look forward to working with the talented team here at the Chamber to continue to facilitate the success of our local businesses in the Mobile area."



“I want to use what I've learned over the years to help someone else.”

Matt White

President, White-Spunner Realty Inc.
Mobile Area Chamber 2022 Board Chair



Photo by Chad Riley

Accepting the chairman role was an opportunity White said he could not pass up. “I wanted to be in a leadership role in this community and serving as the Chamber’s chairperson of the board was a no-brainer,” he said. “I want to be able to help the community and local businesses, and this is a wonderful way to serve them.”

White said he is grateful to former Mobile Chamber President Win Hallett for encouraging him to get involved with Chamber leadership and to its current Interim President and CEO Bob Chappelle for continuing to encourage his participation.

White is a graduate of the 2018 Leadership Alabama Class, a current board of advisors member of the Mobile Area Chamber, a current board member of The Thomas Hospital Foundation Board, and an advisory board member for Renasant Bank. He is also a member of the International Council of Shopping Centers.

White says he looks forward to being a mentor himself someday and sharing his working knowledge with others and to hopefully help them prosper. “I want to use what I’ve learned over the years to help someone else,” White said.

“I wanted to be in a leadership role in this community and serving as the Chamber's chairperson of the board was a no-brainer. I want to be able to help the community and local businesses, and this is a wonderful way to serve them.”

Matt White

President, White-Spunner Realty Inc.
Mobile Area Chamber 2022 Board Chair



PAGE & JONES
— 1892 —

***CORPORATE OFFICE**

52 N. JACKSON ST | MOBILE, AL 36602

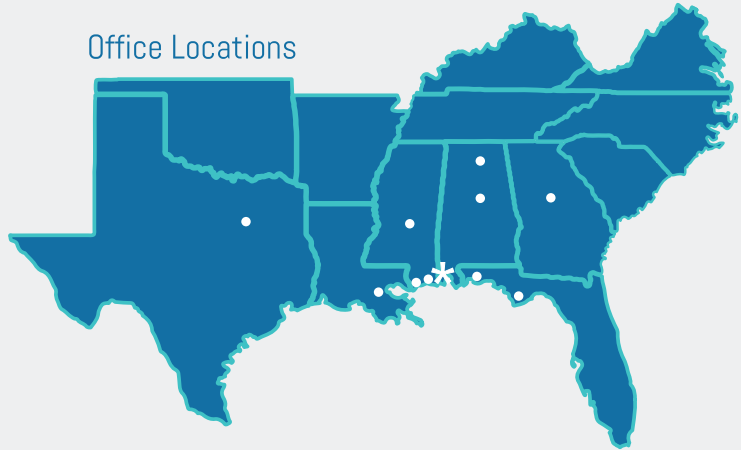
251.287.8700 | PAGEJONES.COM

INFO@PAGEJONES.COM

CHB LICENSE #2843

FMC LICENSE #1567

Office Locations



*Strengthened by Our
Network of Agents Worldwide*

CUSTOMS BROKERS | FREIGHT FORWARDERS | SHIP AGENTS | NVOCC

RIGHT WHERE YOU ARE *for all of life's moments*

No matter what stage of life you're in, BancorpSouth is here for all your financial needs. We've served customers for more than 145 years. You can count on us to continue growing to meet your needs no matter what comes. We're right where you are.

CONNECT WITH US TODAY.

ONLINE | MOBILE | ATM | BRANCH

BancorpSouth.com/FindALocation



BancorpSouth



©2021 BancorpSouth Bank, a division of Cadence Bank. All Rights Reserved. Member FDIC.



Roto-Rooter Mobile, part of the largest provider of plumbing and drain cleaning services company in North America, has been serving customers in Mobile, Baldwin and Washington counties for more than seven decades. Pictured from left to right is Greg Smith, president; Libby Smith, accounts payable and foodie; Hannah Smith, COO; Johnny Gonzalez, CFO; and Alivia Gonzalez, office manager. Photo by Mike Dumas.

ROTO-ROOTER MOBILE- MAKING PLUMBING PROBLEMS GO AWAY

For the Smith family, service isn't just a hallmark of being a good person, it's a birthright. It started in the 1950s, when **Donald Smith** could be found most days helping plumbers and customers from behind the counter at a local supply store. Then in the early '60s, Smith purchased the franchise rights to a new company touting revolutionary technology in plumbing.

He called his new venture Roto-Rooter Mobile, and the company's success wasn't just found in its advanced approach to clearing debris from aging clay or terra cotta pipes, but in how Smith cultivated referrals and created colleagues instead of direct competitors. When a plumber would arrive on scene and diagnose an issue within a pipe, Roto-Rooter was their first call, and Smith would reciprocate.

"My dad definitely had an awesome personality, and you'd like him as soon as you met him, but the product basically sold itself," said **Greg Smith**, Donald's son and the current president of Roto-Rooter Mobile.

When their father passed away at age 54, Greg and his brother Chris took over the budding company. A few years later Greg

assumed sole ownership and his brother became the owner and president of the firm's now-separate industrial division, Smith Industrial Service (SIS). From chemical plants to other industrial concerns, SIS handles those contracts while Roto-Rooter Mobile takes on the rest.

That level of diversification has become a primary attribute of Roto-Rooter's success in the market, as the company has expanded its expertise to cover services such as leak detection, backflow prevention and the kind of sewer and water line repair that the elder Smith used to refer to other plumbers. Now, it's right in Roto-Rooter's wheelhouse.

"Now that we have the equipment to do it, we just dig it up and fix it," Greg Smith said. "And the customers are very happy for us to do that because they want the problem solved."

The company is also expanding its water cleanup efforts, which include water damage restoration, sewage and water damage cleanup, as well as mold prevention and remediation. It's all part of Smith's Win-Win-Win philosophy.

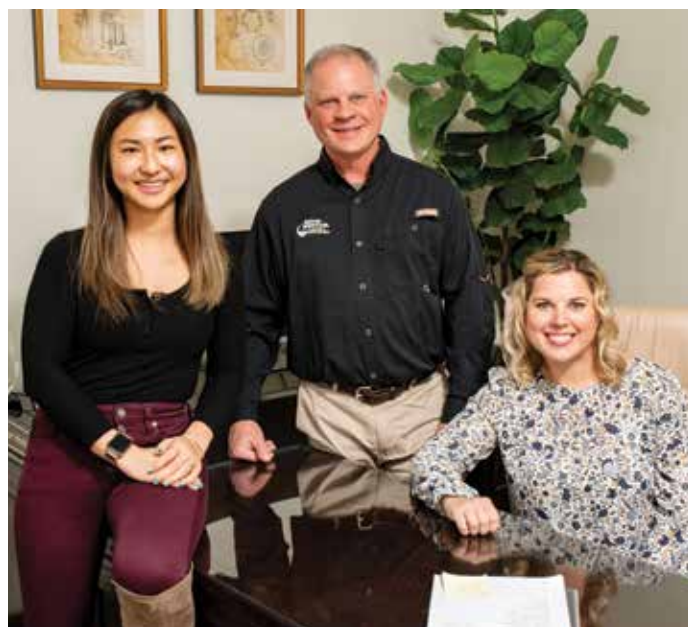
"The company wins, the employee wins and the customer wins," he said.

After being founded in 1962, it took about eight years for Roto-Rooter Mobile to move out of the Smith family home, where Greg's mother would answer business calls on the family's rotary phone. The company opened its first true headquarters in 1970, and now Roto-Rooter and SIS share an expansive building on the I-65 Beltline.

Roto-Rooter Mobile currently has more than 50 employees, two of which are helping ensure the trusted institution continues into a third generation of the Smith family. Greg Smith's two daughters are key parts of the company's management team with **Libby Smith** handling the accounting and **Hannah Smith** serving as the chief operating officer.

"It's an honor and a privilege to be able to serve the Mobile, Baldwin and Washington County areas," Greg Smith said. "It means so much to us to do that every single day."

"People are very appreciative that we're able to provide a service that makes problems go away."



Libby Smith, Greg Smith and Hannah Smith pose in the Roto-Rooter Mobile office. Photo by Mike Dumas.

COMPANY NAME: Roto-Rooter Plumbing Service

OWNER: Greg Smith

WEBSITE: rotorootermobile.com

PHONE: 251.479.9454

LENGTH OF CHAMBER MEMBERSHIP: 40 years

**Solutions that fit
your business to a**

For more than 130 years, Trustmark has provided an array of products and services to meet the financial needs of businesses of every size. From deposits, loans and online tools, to cash management and trusted advice, we've helped businesses grow and succeed. Let us go to work for you. **Learn more at trustmark.com.**



Trustmark



QUALITY VALVE GROWS WITH NEW LOCATION AND COMPANY ACQUISITION



Mobile-based Quality Valve is growing with a new location for its corporate headquarters and distribution warehouse facility, as well as the acquisition of another company.

Quality Valve specializes in providing instant shipment of valve replacement parts specifically to valve repair companies and factory service centers all over the world. In addition, they offer support with new valves.

In four years, the company has nearly doubled its volume by doubling its investment in inventory.

“We take a lot of pride of ownership. The same guy that talked to the customer is the same guy that pulls it off the shelf and puts in a box.”

Jody Dunn, president
Quality Valve

“It really comes down to having the parts when people need them,” said Quality Valve President **Jody Dunn**. “We play offense by adding inventory as fast as we can and having the best players on the field that we can find.”

The company houses millions of spare parts on its shelves from manufacturer brands customers need the most and its state-of-the-art, temperature-controlled warehouse facility is designed for fast response.

Dunn says they have three priorities: being knowledgeable, fast and accurate. “We take a lot of pride of ownership. The same guy that talked to the customer is the same guy that pulls it off the shelf and puts it in a box.”

The new headquarters, located at 1541 East I-65 Service Road South in Mobile, is a million-dollar investment in relocation allowing 70 percent more space for future growth, inventory, product lines and new hires.

Quality Valve announced in November 2021 the acquisition of Griffco Valve, based in Buffalo, New York.

Griffco Valve manufactures reliable, high-quality pump accessories for chemical feed and pumping systems. Its products are made in the U.S. and are used for municipal, industrial and processing applications worldwide.

Griffco will continue to operate under the same name from New York, with its existing team, building on the strong customer and vendor relationships it's built over the past 30 years.

“We bought a great company with great people,” said Dunn. “Griffco significantly expands our product reach, customer base

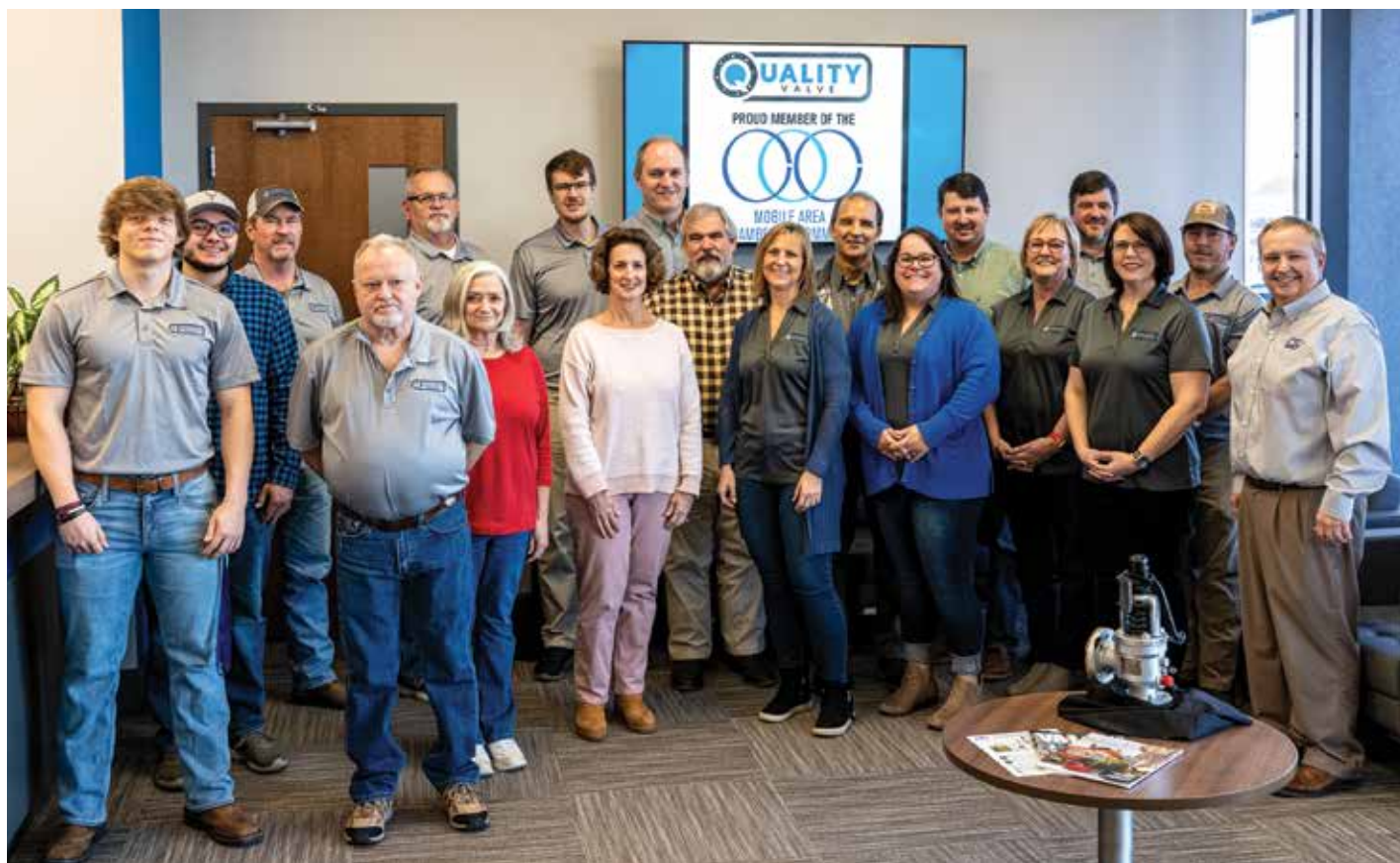
and end-market potential, particularly in water/wastewater. Together, we will build great relationships and deliver great results for our customers and investors.”

Quality Valve was founded in 1994 in Mobile by Raymond McCaffrey III. It's currently owned by Pfingsten Partners LLC. The management team includes Controller Mat Haniel, VP of Sales and Marketing Gabe Salwan, Director of Warehouse and Inventory Operations Frank Reeves, and General Manager of Griffco Division Stan Kazowski. It currently has 37 employees across five states.

“I'm as grateful as I can be to be part of an organization that values every single position, every single role in the same way,” said Dunn.

“Griffco significantly expands our product reach, customer base and end-market potential, particularly in water/wastewater. Together, we will build great relationships and deliver great results for our customers and investors.”

Jody Dunn, president
Quality Valve





In business for 39 years, the Heritage Home family works to deliver value and quality in its customers' home building experience.

INVESTOR FOCUS

HERITAGE HOMES

Company official: Frank Lott, president

Address: 5191 US-90 West, Mobile

Website: heritagehomesfamily.com

Years in business: 39

Brief company description: Heritage Homes is a regional homebuilder that builds affordable houses on customers' lots in Alabama, Mississippi and Florida. The company focuses on value, quality and customer service, offering more than 50 floor plans to choose from to meet each family's particular needs. Over the past 40 years, Heritage Homes has built more than 4,000 houses, with the majority of its sales coming from customer referrals.

Why do you support the Mobile Area Chamber of Commerce's Partners for Growth Initiative? "Continued economic development is vital to a growing community. We support Partners for Growth because of the track record of promoting the Mobile area's economic well-being," said Lott.

How long have you been a continuous Mobile Area Chamber member? Since 1991.

About Partners For Growth:

Growing Global, Investing Local 2018-2022, Partners for Growth is a five-year, public-private initiative of the Mobile Area Chamber to grow and diversify Mobile's economy. Its five pillars include: 1) new business recruitment and investment attraction; 2) existing industry support, innovation and entrepreneurship; 3) workforce attraction, retention and development; 4) diverse business development; and 5) business advocacy and quality of place.



Join the Chamber's economic development investors by contacting **David Rodgers**, vice president, economic development, at **251.431.8657** or **drodgers@mobilechamber.com**.



The success of your business is our business.

"We value our partnership with Synovus, especially their strong international-banking services and expertise."
 – John Stimpson, Gulf Trading LLC

There's a bank for those who want a local bank with more capabilities and leadership dedicated to supporting their business growth. One with an expert team that combines service with passion to put your best interests above all. A bank that's been named "One of America's Best Banks" by Forbes in 2021. A bank that's not just here, but one that's here to listen and advise on ways to keep you growing.

Learn more at synovus.com/MobileAL

Synovus Bank, Member FDIC.

SYNOVUS®
 the bank of here



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



ALABAMA SCHOOL OF MATHEMATICS AND SCIENCE

STEM LEADERSHIP ACADEMY

Summer Camp

JUNE 6-10 & JUNE 13-17

Advanced Courses | Leadership Training | Community Building

Grades 7th-9th | Cost: \$430
All Campers must reside overnight for the week they attend

COURSE SAMPLING

3D Printing • ACT Prep • Cyberpatriots Basic Cyber Program • Underwater Robotics
Robotics • Creative Chemistry: Workshops of Chaos • Industrial Design
Python Basics • Geology – Digging Deeper through Minecraft • Rocketry • And Many More

Register NOW at www.asms.net! Limited spots available!



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
- Letterpress

GWIN'S
COMMERCIAL PRINTING
SINCE 1913

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

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

CRAFT BEER • BANDS • FOOD TRUCKS • SHOPPING



MARCH 12
11 AM - 6 PM

Buy tickets in advance
at bellingrath.org

\$30 members
\$35 non-members



bellingrath.org | 251.973.2217
12401 Bellingrath Gardens Road
Theodore, AL 36582



MARCUS NETO

BLUE FISH

Neto is the owner of Blue Fish, a digitally focused advertising agency that helps small- and medium-sized organizations overcome obscurity. He is a member of the board for Fuse Project, and he and his team are also behind the website MobileAL.com. Blue Fish was named the Mobile Area Chamber's Small Business of the Year in 2018. He earned a bachelor's degree in English from James Madison University and is a graduate of the Chamber's and U.S. Small Business Administration's Emerging Leaders program.

RACHEL TAYLOR

KDF SAFETY SERVICES

Taylor is the business development manager for KDF Safety Services. She has more than 10 years of experience in construction safety, gas and oil refineries, and overseeing and managing contracts. She focuses her work on building strong, committed relationships with clients. She is a voting member of the Association of Construction Safety Professionals.



FOSTER VEAZEY

HPM

Veazey is a manager for HPM who oversaw the construction of the new Airbus Final Assembly Line USA expansion program and is currently managing the construction of the new Mobile Airport Authority downtown passenger terminal. Veazey has more than 10 years of experience in managing large-scale programs while serving as an officer in the United States Marine Corps and with HPM. Veazey earned a master's degree in business administration and another master's degree in global supply chain management from Indiana University, and holds a bachelor's degree from Samford University.

CHAMBER AT WORK



1 STATE OF THE ECONOMY The Mobile Area Chamber hosted its annual State of the Economy at The Battle House Hotel. The event featured experts speaking on local industries such as port and logistics, workforce and education, and downtown development. Sarah White, principal and VP of site selection of Global Location Strategies, was on hand to provide information about how COVID has changed economic development and how communities must be prepared to be competitive in today's site selection world.

Industry and community leaders reflected on the past year and how their industries were affected by the pandemic. Most believe our area is rebounding well because of its diverse economy and industry. In addition, a member survey was reported showing optimism from local owners for the upcoming year.

2 LEGISLATIVE SEND-OFF RECEPTION The Chamber hosted a legislative send-off reception for local and state representatives and delegates before they headed off to Montgomery to start the 2022 legislative session. The evening was presented by Infirmary Health.

3 INNOVATION PORTAL Innovation Portal celebrated its one-year building grand opening on St. Louis Street in downtown Mobile with an anniversary celebration of live music, refreshments and hors d'oeuvres. This event featured Portal members and local startup tributes. It marked the Portal's continuing efforts to build a diverse, inclusive and dynamic startup ecosystem.

SMALL BUSINESS COUNCIL The Chamber hosted a Small Business Council meeting. This group of organizations and entities meets quarterly and serves as a referral and support network. These organizations provide expertise to assist in small businesses' success in areas of fundraising, marketing, business planning and more. The purpose of the Council is to provide a means to coordinate services to the small business community by joint sponsorship of educational and informational programs focusing on development and growth.



MSO MOBILE SYMPHONY ORCHESTRA
SCOTT SPECK MUSIC DIRECTOR

Tickets start at \$20!

CALM SEAS
Featuring:
USA Concert Choir & Mobile Opera Chorus

We perform Haydn's London Symphony and a hidden Beethoven gem: *Calm Sea and Prosperous Voyage*

Saturday, April 2, 7:30 p.m.
Sunday, April 3, 2:30 p.m.
Saenger Theatre

SPONSORED BY
USA UNIVERSITY OF SOUTH ALABAMA

Performed in memory of
Dr. Andrew Harper

ANDRA BOHNET

MobileSymphony.org • 251-432-2010



MOBILE AREA CHAMBER OF COMMERCE

CHAMBER GOLF CLASSIC

Friday, March 18

The Robert Trent Jones Golf Trail/ Magnolia Grove

7:30 a.m.
Registration & Breakfast
8:30 a.m.
Shotgun Start

INDIVIDUAL TICKETS: \$150
HOLE SPONSORSHIPS: \$850

Title Sponsor:
 **Alabama Power**

Major Sponsors:








Contest Sponsors:





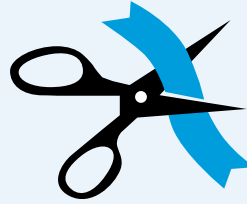

Putting Contest Sponsor
Chipping Contest Sponsor
Closest to the Pin Sponsor
Longest Drive Sponsor

Breakfast Sponsor - **Dick Russell's Bar-B-Q**
Beverage Sponsors - **Coca-Cola Bottling** and **Gulf Distributing Holdings LLC**
Printing Sponsor - **Calagaz Printing**

Register online at www.mobilechamber.com
or call 251-431-8649.
Don't wait, the tournament sells out every year.

CHAMBER AT WORK

Ribbon Cuttings



For information on how the Mobile Area Chamber can help your business with a ribbon cutting or grand opening, contact Molly Tillman at 251.431.8649.



BAR-B-QUING WITH MY HONEY II

2617 Dauphin St., Mobile, AL 36606 | 251.479.1089
Restaurants - Barbecue



PJ'S COFFEE (PINEBROOK COFFEE LLC)

3950-A Airport Blvd., Mobile, AL 36608 | 251.999.9757
Restaurants

**BUSINESS SALES
& ACQUISITIONS**

WILLIAM BRUCE

ACCREDITED BUSINESS INTERMEDIARY

BUSINESS VALUATIONS, SALES, MERGERS & ACQUISITIONS

Issues involved in
business valuations and transfers:
www.WilliamBruce.org

Confidential Local and National Representation
Experience • Dedication • Confidentiality
will@williambruce.org • (251) 990-5934

**Make Your Entrepreneurial
Dreams Come True**



**techstars_
Startup Weekend**

Mobile

April 1-3

Innovation Portal

358 St. Louis St. Mobile



Around Town



Spring is here and so are the many outdoor activities happening in Mobile including lots of food and flowers. Here are a few of the events in and around Mobile in March.

Note these events are subject to change by the organizer. Check the websites listed below for more information and correct times and dates.

ArtWalk

Friday, March 11

The Mobile Arts Council hosts ArtWalk in downtown Mobile celebrating local artists and venues.

mobilearts.org/art-walk

Mobile Boat Show

March 11 through March 13

Mobile Boat Show is the largest boat show on the Gulf Coast, featuring hundreds of boats and marine accessories exhibited inside, outside and in the water at the Mobile Convention Center.

facebook.com/mobileboatshow

Festival of Flowers

March 11 through March 13

One of the nation's top garden shows and a fundraiser for the Ascension Providence Foundation, Festival of Flowers features landscape displays, seminars, markets and, of course, millions of flowers. This year's show will be held at Cathedral Square, 300 Conti St. in Mobile.

festivalofflowers.com

Chili Cookoff

Saturday, March 12

Hosted by the American Cancer Society and Infirmary Health, this chili competition of local businesses and chefs takes place on Canal Street in downtown Mobile between Washington Avenue and Broad Street.

mobileacschilicookoff.com

St. Patrick's Day Parade

Thursday, March 17

Everyone's Irish for this holiday parade in downtown Mobile by the Friendly Sons of St. Patrick.

friendlysonsmobile.org/WP

Fairhope Arts & Crafts Festival

March 18 through March 20

A weekend of art, music and food. This year marks the 70th anniversary of the event in downtown Fairhope.

thefairhopeartsandcraftsfestival.com

Azalea Trail Run

Saturday, March 26

One of the premier 10K road races in the country.

This year celebrates 44 years of running the streets of Mobile.

pcpacers.org

Read the Business View

IN PRINT AND ONLINE

Enjoy articles from this issue on the Mobile Area Chamber's website – mobilechamber.com – through our blog and under Chamber Publications.

The Chamber also shares magazine features through our social media channels – Facebook, Twitter, Instagram and LinkedIn. Visit mobilechamber.com to find all our links. Share our digital magazine with your customers on your website and social media channels.



MARCH 2022

For more information on Chamber events, visit mobilechamber.com

1 CHAMBER CLOSED MARDI GRAS DAY

9 NETWORKING AT NOON

**Members Only; one representative per company*

Make 20+ business contacts in 90 minutes over lunch.

When: Noon to 1:30 p.m.

Where: Spot of Tea, 310 Dauphin St.

Cost: \$10 and must be paid with reservation

Contact: Molly Tillman at 251.431.8649 or mtillman@mobilechamber.com

Reservations required.

Sponsor: Keesler Federal Credit Union, Spot of Tea

10 ANNUAL MEETING

The Chamber's Annual Meeting is a celebration of the past year's accomplishments. The event will be at a new location at 23 East at Brookley featuring a festive reception, music and food.

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

Where: 23 East at Brookley

Cost: \$60 members/\$75 prospective members or \$550 for a package of 10 (members only)

Contact: Carolyn Wilson at 251.431.8606 or cwilson@mobilechamber.com

Reservations required.

Presenting Sponsor: Trustmark Bank

Program Sponsors: Austal USA, Blue Cross Blue Shield of Alabama, Burr & Forman LLP, C Spire, Crow Shields Bailey PC, Infirmary Health, Ingalls Shipbuilding, Keesler Federal Credit Union, Lenzing Fibers Inc., Mobile Airport Authority, Nudraulix Inc., SPIRE, SSAB Americas, The American Equity Underwriters and University of South Alabama

15 EXECUTIVE ROUNDTABLE

**Members Only*

A monthly forum for Chamber-member small business owners and managers featuring speakers on important business topics.

When: 8 to 9 a.m.

Where: Mobile Area Chamber, 451 Government St.

Speaker: David Clark, CEO/President, Visit Mobile

Topics: Update on Tourism

Contact: Brenda Rembert at 251.431.8607 or brembert@mobilechamber.com

Registration requested due to limited seating.

Sponsor: BancorpSouth

15 & 17 GROWTH ALLIANCE TASK FORCE BOOT CAMP

This boot camp for small business owners and managers will include several workshops covering topics such as grants, funding, resources and pitching.

When: 6 to 8 p.m. both days

Where: Bishop State Community College, Yvonne Kennedy Business Technology Center Auditorium, 351 N. Broad St.

Cost: Free

Contact: Brenda Rembert at 251.431.8607 or brembert@mobilechamber.com

Reservations required.

Sponsors: Bishop State Community College, PNC Bank

16 PREPARING FOR BUSINESS GROWTH

The first in a series of capacity building workshops for 2022, this session will be "5 Tips to Grow your Small Business through Government Contracts."

When: 8 a.m. registration/9:30 a.m. to 3:30 p.m.

Where: Mobile Area Chamber, 451 Government St.

Cost: \$20 members/\$25 prospective members per session or \$60 for entire series (four total)

Contact: Brenda Rembert at 251.431.8607 or brembert@mobilechamber.com

Registration is required. Must attend all four sessions to receive certificate of completion.

Funded in part by the Alabama Department of Commerce, Alabama Innovation Fund.

17 MEMBERSHIP 101

**Members Only; one representative per company*

Meet other members and Chamber staff to learn more ways to benefit from your membership.

When: 8 to 9 a.m.

Where: Mobile Area Chamber, 451 Government St.

Contact: Molly Tillman at 251.431.8649 or mtillman@mobilechamber.com

Registration requested.

18

CHAMBER GOLF CLASSIC

Make plans to bring your clients out for a day of fun and networking on the golf course.

When: 7 a.m. registration/7:30 a.m. putting and chipping contests/ 8 a.m. shotgun start

Where: Magnolia Grove Golf Course

Cost: \$150 individual players or \$850 for Contest Sponsor (teams of four)

Contact: Molly Tillman at 251.431.8649 or mtillman@mobilechamber.com

Reservations required.

Title Sponsor: Alabama Power

Major Sponsors: Arkema, Cart Dr., Continental Motors, Dunn Building Co., Roberts Brothers, Southern Earth Sciences, Ward International Trucks

Contest Sponsors: Palmers Toyota Superstore, Greer's, White-Spinner Realty, YellowHammer Investments

Breakfast: Dick Russell's Bar-B-Que

Beverages: Coca-Cola Mobile, Gulf Distributing Holdings

Printing Sponsor: Calagaz Printing

24

PORK AND POLITICS

Join us for a night of networking with local and state officials and those running for office. Enjoy great food and lively conversation.

When: 5:30 to 7 p.m.

Where: USS ALABAMA Battleship Memorial Park

Cost: \$50 members/\$75 prospective members/no charge for candidates

Contact: Carolyn Wilson at 251.431.8606 or cwilson@mobilechamber.com

Registration required.

Printing Sponsor: Calagaz Printing



Phoenix Restoration Services

Full Service Disaster Solutions

251.725.1779 phoenixrest.com

We are a locally-owned, full-service, commercial restoration company, specializing in mitigation, cleaning, contents and reconstruction services.

- 24 Hour Emergency Response
- Fire & Water Damage Clean-up and Repair
- Mold Remediation and Asbestos Abatement
- Contents Cleaning and Storage
- Commercial Reconstruction



General Contractors License #47231 • IICRC Certified Firm - Fire, Water & Mold
ADEM Asbestos Abatement License • Alabama Homebuilders License

THANK YOU TO OUR MARCH EVENT SPONSORS





PORK *and* POLITICS



THURSDAY, MARCH 24

5:30 to 7 p.m.

USS ALABAMA Battleship Memorial Park

*Join us for a night of networking with local and state officials and those running for office.
Enjoy great food and lively conversation.*

TICKETS ARE: \$50 MEMBERS / \$75 PROSPECTIVE MEMBERS / NO CHARGE FOR CANDIDATES

Register online at www.mobilechamber.com or call 251-431-8606

Keep Your Valuables
in a Coast

SAFE



AL State Lic. # 1102

COAST SAFE & LOCK CO., INC.

457 Dauphin Island Parkway
"At the Loop"
Mobile, Alabama 36606
(251) 479-5264

JOIN THE MOBILE AREA
CHAMBER OF COMMERCE FOR

MEMBER APPRECIATION DAY

THURSDAY, APRIL 7

4 to 6 P.M. | 451 GOVERNMENT ST.

ENJOY LIVE MUSIC, FOOD AND REFRESHMENTS.
FREE TO ATTEND FOR CHAMBER MEMBERS ONLY.



WHO'S NEW

iXL Real Estate Adds Agents



Atkins



Besteda



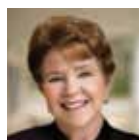
Broadway



Conner



Johnson



Keary-Taylor



C. Lewis



W. Lewis



McGallagher



Smith



Wilbur

iXL Real Estate welcomed the following agents: **Elisa Atkins, Corey Besteda, Alice Broadway, Paola Conner, Frances Johnson, Chris Keary-Taylor, Caleb Lewis, Wesley Lewis, Sarah McGallagher, Chelsey Smith and Taylor Wilbur.**

Spring Hill College Names Chief Marketing Officer



Burton

Spring Hill College named **Laura Burton** its chief marketing officer. She previously served as the director of visual content and brand identity. Burton has been with the college since 2017. Her career spans more than 25 years in the Mobile area. Before coming to Spring Hill, she owned VERGE, an advertising, marketing and public relations firm that built and managed local and regional brands.

Revitalize Realty Announces Promotions



Goodman



Campbell



Smith

Melissa Goodman, formerly the director of property management at Revitalize Realty, was promoted to president. Goodman, a licensed agent, has more than five years in the real estate industry. **Mary Campbell** was promoted from office manager to human resources manager. She is also a licensed agent. **Robert Smith**, who worked as a property manager, was promoted to a portfolio asset manager. He is a veteran who served for 8 years.

USA Health Hires Hospital Administrator



Scaturro

USA Health has hired **Shannon Scaturro** as hospital administrator for University Hospital and assistant vice president for medical affairs. Scaturro began his healthcare career more than 25 years ago. He earned a bachelor's degree in nursing at the University of South Alabama and a master's degree in nursing with an anesthesia concentration at the University of Tennessee. He later received a master's degree in healthcare administration from the University of Alabama at Birmingham.

New Partner Named at Wilkins Miller



Dixon

Wilkins Miller LLC, an accounting and advisory firm, named **Lyndsey M. Dixon** a partner. She earned a bachelor's degree in commerce and business administration from The University of Alabama and a master's degree in business administration from Auburn University at Montgomery. In addition to being a CPA, Dixon is also a Certified Valuation Analyst (CVA).

Roberts Brothers Names New President



Williamson

Roberts Brothers Inc., a Berkshire Hathaway affiliate, announced **Teresa Williamson** as its president. She succeeds Daniel Dennis, who is leaving the company and relocating to Florida. Williamson joined Roberts Brothers as a sales associate and subsequently purchased the Roberts Brothers Saraland franchise three years later. She was promoted to general manager and then to managing broker of Roberts Brothers West.

BUSINESS ENDEAVORS

ASMS Announces STEM Leadership Academy

The **Alabama School of Mathematics and Science (ASMS)** is launching its inaugural Alabama STEM Leadership Academy summer camp for rising Alabama 7th, 8th and 9th graders. Participants will stay on the ASMS campus and gain access to advanced courses, leadership training and community building facilitated by expert faculty members. The first session starts in June. For more information, visit asms.net/outreach/alabama-stem-leadership-academy.

BOYS & GIRLS CLUBS OF SOUTH ALABAMA

EDUCATE, ENGAGE, EMPOWER.

advocates for girls
women's giving circle

CONTACT BRENDA CARLISLE AT 251-432-1235 TO GET INVOLVED TODAY!

Safety Plus Inc. Moves

After thirty years on Halls Mill Road, **Safety Plus** moved its corporate headquarters to 3725 Airport Blvd., Suite 208-B, in the Mobile Festival Center at Airport Boulevard and Montlimar Drive. This move comes after several years of fast-paced growth with an expanding staff to better support both its local safety program management client base as well as its software, SafetyPlusWeb.

WELL DONE

Warren Averett Announces New Members

Warren Averett CPAs and advisors promoted 14 individuals to members of the firm. Among those is **Anna Goldman CPA**, who serves on the firm's Audit Best Practice Leadership Group, which aims to improve and maintain compliance with technical, technological and procedural matters.

University of Mobile Names the Grace Pilot School of Business

The **University of Mobile** named the Grace Pilot School of Business in recognition of the business success story of **Pilot Catastrophe Services Inc.** and the Pilot family's longtime support of the Christ-centered mission of the University of Mobile. The

Grace Pilot School of Business honors Alabama Business Hall of Fame member Dr. E. Grace Pilot, the Mobile businesswoman who co-founded one of the nation's largest catastrophe adjusting firms.

Cobb Named Tourism Executive of the Year



Cobb

Janet Cobb, executive director of the **USS ALABAMA Battleship Memorial Park**, was recently named the Tourism Executive of the Year for 2021 at the Alabama Governor's Conference on

tourism awards banquet.

Article Details USA Scientists' Discovery

A discovery made by **University of South Alabama College of Medicine** scientists may provide further understanding of genes and factors that cause cancers and provide better treatment options for patients. An article about the discovery, written by **Robert W. Sobol Ph.D.**, professor of pharmacology at the USA College of Medicine and chief of the molecular and metabolic oncology program at the Mitchell Cancer Institute (MCI) and coauthors, appeared in the October 2021 issue of the scientific journal *Cell Reports*.

Spring Hill College Degrees Ranked Among the Best in Alabama

Spring Hill College (SHC) was recognized by University HQ for having one of the best bachelor's and master's degree programs in Alabama. University HQ looks at degrees statewide and awards rankings based on graduation and retention rates, faculty and staff involvement and student satisfaction.

SHC also was named one of "The South's Most Beautiful Colleges" by *Southern Living*.

Original Oyster House Recognizes Longest-Tenured Employee



Hudson

Cedric Hudson marked 35 years of working at **The Original Oyster House**, making him the longest-tenured employee of either of the restaurant's locations. Hudson's full-time job is working as a voting machine tech for Mobile County.

In other news, the company named **James Collier**, **Margaret King**, **Eliza McGaster** and **Rebecca Ruling** employees of the year for exemplifying the Oyster House's mission and core values.

Johnstone Adams Named in 'Best Law Firms'



Collins



Rehm



Welch

Johnstone Adams LLC is included in the 2022 *U.S. News* – Best Lawyers "Best Law Firms" list regionally in 12 practice areas. Firms included in this list are recognized for professional excellence with persistently impressive ratings from clients and peers.

In addition, three Johnstone Adams attorneys were included in the "Super Lawyers" ranking.

For the 14th year, attorney **Celia J. Collins** was selected to the 2021 Mid-South Super Lawyers list in the category of Employment and Labor Law and the 2021 Mid-South Super Lawyers Top 50 Women list recognizing the female attorneys who reached top of the list in the Super Lawyers selection process. Attorney **Elizabeth Darby Rehm** was selected to the 2021 Mid-South Super Lawyers list in the category of Employment and Labor Law. Attorney **Jessica L. Welch** was selected to the 2021 Mid-South Rising Stars in the category of Business and Corporate Law. This selection process includes independent research, peer nominations and peer evaluations.

THANK YOU FOR VOTING FOR US IN THE NAPPIES!

**BEST INSURANCE
AGENT OR AGENCY**



MAKEDA NICHOLS
2558 Old Shell Rd
Mobile, AL 36607
251-471-1108
Makedanichols.com





Austal USA Receives Contract for Design Studies

Austal USA was awarded a contract to perform design studies for the U.S. Navy's Next Generation Logistics Ship (NGLS) program. This contract requires Austal to develop a new baseline design and perform specific trade studies for the Navy's newest logistics ship. Austal, as the shipbuilder and design agent, will be the prime contractor. The NGLS program represents a new class of medium-sized at-sea supply ships intended to support small surface combatants such as Littoral Combat Ships (LCS) and frigates as well as the Navy's planned Light Amphibious Warships (LAW). The mission of the NGLS fleet will include refueling, rearming and resupplying naval assets.

Eiland Elected President of the ABA Trust Division



Eiland

Mark Eiland of Trustmark was elected president of the trust division of the Alabama Bankers Association. Eiland is a senior vice president and business development manager for

private and institutional wealth with Trustmark. He has more than 16 years of trust and wealth management experience in the financial industry and 10 years of experience as a practicing attorney.

COMMUNITY

Walking Trail Dedication

Mayor Sandy Stimpson joined **Mobile City Councilman Cory Penn** and former **Councilman Fred Richardson** to dedicate the Floretta Fortune Walking Trailhead at Figures Park. This addition is a new gateway for Toulminville residents to access this historic park named in honor of a woman who dedicated her life to serving Mobile. Fortune spent more than 50 years with the city's Parks and Recreation department, was a member of the local NAACP and a former chairperson of the March of Dimes and American Heart Association in Mobile. She was also a teacher and head coach who organized Mobile's first African-American softball team.

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 first and 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.



FEATURED PHOTOGRAPHER CHAD RILEY

A native of Mississippi, Chad Riley is a commercial photographer and photojournalist located in Mobile.

He graduated from the University of Mississippi and moved to Mobile in 2008 for his wife Cameron's graduate school studies. In 2010, Riley launched a career as a wedding photographer and has since photographed more than 300 weddings and 1,000 assignments. Today, his focus is primarily in commercial photography and photojournalism. His work has been featured in magazines and newspapers locally and nationally including *Mobile Bay Magazine*, *Alabama Magazine*, *Lagniappe*, *Business Alabama*, *Business View*, *Forbes Magazine*, *Best Magazine*, *The Knot*, *The Philadelphia Inquirer* and *Philadelphia Daily News*. In this issue, Riley's photography is featured on the cover and can be seen in the article on the Chamber's new chairman of the board, Matt White.

To see more of his portfolio, visit chadrileyphoto.com.



Don't trust your luck when marketing your business.

Let our experienced and talented team help you find your pot-o-gold at the end of the rainbow!

 **Blue Fish** hi@bluefishds.com | 251. 287. 9707

BOARD OF ADVISOR BAY LANDSCAPING INC.

John "Hank" Parker
570 Nevius Rd.
Mobile, AL 36619
251.775.5770
baylandscaping.com
Landscaping

A KUT ABOVE LANDSCAPING

Brandon Knight
5315 Greenleaf Rd.
Mobile, AL 36693
251.930.9585
Landscaping

BELLA'S TREASURE EXCLUSIVES

Natasha Campbell
10138 Hunters Trace N.
Mobile, AL 36608
bellastreasureexcusives.com
Hand Made Jewelry

FAIRWAY INDEPENDENT MORTGAGE CORP.

Alan Allred
3929 Airport Blvd, Bldg. 2, Ste. 320
Mobile, AL 36608
251.533.7106
AAhomeloan.com
Mortgage Loans

J & D MONARCH WHOLESALE GROCERIES

Donnie Hackman
3958 Government Blvd.
Mobile, AL 36693
Grocery-Candy-Tobacco-Wholesale-Retail

JOHNSON CONTROLS FIRE LP

Tracy Buchanan
859 Butler Dr.
Mobile, AL 36693
251.305.9152
Fire Protection Equipment

MAXEM HEALTH URGENT CARE MOBILE

Brianne Whitney
535 Schillinger Rd., Ste. A
Mobile, AL 36695
228.223.1927
maxemhealthurgentcare.com
Medical Clinics

PLANET FITNESS

Chris Short
308 S. University Blvd.
Mobile, AL 36609
251.414.2700
planetfitness.com
Fitness Centers

PRINTING ONE

Karen McEwen
740 Hillcrest Road, Ste. A
Mobile, AL 36695
251.633.6888
PrintingOne.com
Printing & Promotional Products

QUICK SUPPLIES ONLINE

Nazmi Ozokur
2866 Dauphin St., Ste. O
Mobile, AL 36606
251.643.2323
quicksuppliesonline.com
Healthcare Supplies

SCHOOLEY MITCHELL

Eddie Shadeed
51 Wind Chime Ln.
Dadeville, AL 36853
205.447.0530
schooleymitchell.com
Business Consultants

SCOUT & CELLAR

Erna Whiston
3070 Dog River Rd.
Theodore, AL 36582
206.949.7177
scoutandcellar.com/ernascellar
Wine Marketer

SOUL CAFFEINE

Eric Frieze
1714 Dauphin St.
Mobile, AL 36604
251.408.9386
soulcaffeine.net
Coffee Shop

STUDIO SHE

Jacinda Haines
202 Government St.
Mobile, AL 36602
251.471.9600
studiosheis.com
Health & Nutrition

SYNERGY MEDAESTHETICS MOBILE

Amber Cherry
720 Oak Circle Dr. W, Ste. 300
Mobile, AL 36609
251.999.6691
synergymedaesthetics.com
Antiaging Products

UNIVERSAL RESOURCE GROUP CONSULTING LLC

Jason Wilson
9341 Aspen Circle
Spanish Fort, AL 36527
225.916.7342
urg-consulting.com
Consultant

WHOLISTIC HEALTH MEDICAL SPA

Susan Gillispie
7272 Theodore Dawes Rd., Ste. B
Theodore, AL 36582
251.607.6653
wholistictelehealth.org
Health spa

As of 1/31/2022

Know a company interested in benefiting from Chamber membership? Contact Jackie Hecker at 251.431.8642 or jhecker@mobilechamber.com. Also, find a membership directory at web.mobilechamber.com/search.



The Mobile Area Chamber was awarded the U.S. Chamber of Commerce's highest designation. Of the 6,936 chambers in the United States, only 3 percent achieved five-star distinction.

CONNECT with us



FOLLOW us



mobilechamber.com/blog



FRESH LOOK FRESH FEEL FRESH ENERGY

185th ANNUAL MEETING

Mark your calendars for the Mobile Area Chamber's 2022 Annual Meeting. It's in a new place with a new format!

Thursday, March 10 | 5:30 to 8:30 p.m.
23 East at Brookley

Tickets: \$60 - Members | \$75 - Guests
\$550 - Package of 10 tickets

Register online: <https://bit.ly/Mobile2022AM>



Presented By



Trustmark



OUR TEAM CAN TAKE YOU FROM
GROUNDBREAKING TO MOVE-IN!



COMMUNITY BANK

COMMUNITYBANK.NET • f • t • i • MEMBER FDIC

