

BUSINESSVIEW

An aerial photograph of a large port facility. In the foreground, several large blue container cranes are positioned along a pier. Behind them, numerous stacks of colorful shipping containers (red, blue, yellow, green) are piled up. A large container ship is docked at the pier, with its deck also covered in containers. The port is situated next to a body of water, with a long pier extending into it. In the background, there are some industrial buildings and a parking lot.

MOBILE CHAMBER

APRIL 2022

ECONOMIC DEVELOPMENT IN MOBILE

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BUSINESSVIEW

MOBILE CHAMBER

APRIL 2022



15 ON THE COVER:

The Port of Mobile is the site of much economic activity in Mobile. Read about Mobile's economic development efforts on pages 15-29. Cover photo courtesy of Alabama Port Authority.



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ABOUT THE MAGAZINE

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PUBLISHERS NOTE:

GROWING MOBILE'S ECONOMY THROUGH ECONOMIC DEVELOPMENT

Nancy Wall Hewston

Economic development plays a huge role in any community, and if the people in charge of that economic development are successful, it shines like a light for those communities with a prospering and thriving economy.

In Mobile, we are lucky to have a strong economic development team along with a great partnership with local government officials and public and private entities, all working together with one common goal – to grow the Mobile area's economy.

We've discussed Team Mobile before in this publication, but in this issue, we take a more in-depth look into what makes a great economic development team. Yes,

we may be a bit biased, but the awards and accolades given to the Chamber team, and to Mobile overall, are proof that others agree we have a great team.

This issue also looks at Coast Safe & Lock, a Mobile Chamber member for more than 40 years that is celebrating its 50th anniversary. They were willing to let our editors in to find out the latest in keeping clients' safe and their plans for the next 50 years.

Lastly, the Chamber will host its Member Appreciation event on April 7. We invite our members to drop by to enjoy a fish fry and live music and allow us to say 'Thank You' in person. We hope to see you there.



LOCKHEED MARTIN, AIRBUS ANNOUNCE PLANS TO BID ON 'BRIDGE TANKER' PROGRAM COMPETITION

Lockheed Martin and **Airbus** officials announced plans to enter into the U.S. Air Force's "Bridge Tanker" program competition, with plans for Lockheed Martin's LMXT strategic tanker aircraft to be manufactured in Mobile and Marietta, Georgia.

The bridge tanker program calls for aircraft based on existing technology to supplement the Air Force tanker fleet after the last KC-46 is delivered in 2029 to replace the KC-135s that are aging out. This will cover the gap until the service develops its future Advanced Air Refueling Tanker.

Should the company partnership win the Air Force KC-Y tanker competition, Mobile would see a third final assembly line for the A330 built on the Brookley by the Bay property at the Mobile Aeroplex at Brookley. It would be the first widebody aircraft to be assembled in Mobile. The third assembly line would mean a \$450 million investment and 400 direct jobs with an average salary of \$60,000 per year.

"Establishing this production work in Alabama and Georgia confirms Lockheed Martin's commitment that the LMXT will be built in America, by Americans, for Americans," said Lockheed Martin Chairman, President and CEO **James Taiclet**.

"Over our 50-year history in the U.S., some of our proudest moments have come from supporting our American service members," said **C. Jeffrey Knittel**, chairman and CEO of Airbus Americas. "Our U.S. workforce, which is more than 35 percent military veterans, is eager to see an Air Force tanker join the fleet of Airbus aircraft flying for the U.S. Army, National Guard, Navy and Coast Guard."

The LMXT would be built on the combat-proven design of the Airbus A330 Multi-Role Tanker Transport (MRTT). With Lockheed Martin as the prime contractor, the LMXT will be built in two phases: manufactured first as an A330 airliner at the Airbus facility in Mobile; then converted to the LMXT tanker at the Lockheed Martin Aeronautics facility in Marietta.

"This economic development announcement is special," said **David Rodgers**, vice president of economic development at the Mobile Chamber. "Most Mobilians can recall the feeling in 2008 when our community lost the original tanker contract. Ultimately, Mobile turned that loss into two new final assembly lines that have created thousands of high-paying jobs. Now, we show the world that we are ready for the next chapter. We show that our workforce is ready to step up to the next challenge and ready to build tankers."

"Mobile has proven it has a skilled workforce ready to build the world's very best American-made airplanes," said City of Mobile Mayor **Sandy Stimpson**. "This announcement is just another indication of a bright future ahead for the City of Mobile, Lockheed Martin, Airbus and the defense aviation industry in general. We are grateful for the continued investment in our community from Airbus and welcome Lockheed Martin to what we believe will be a very successful partnership. Our commitment is to continue the investment in our infrastructure and workforce that's needed to support the future of Airbus and Lockheed Martin. The best is yet to come."



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BISHOP STATE COMMUNITY COLLEGE TO OFFER MANUFACTURING PROGRAM

Bishop State Community College announced a new program offered to students called FAME on the Coast, a chapter of the Alabama Federation for Advanced Manufacturing Education (FAME).

FAME is an advanced manufacturing program providing technical, professional and hands-on skills for process operation technology. According to the organization's website, this program allows students to gain paid work experience while earning an associate's degree.

"With FAME comes the national recognition of being a sponsored program associated with the National Association of Manufacturing," said **David Felton**, Bishop State's dean of Applied and Career Technologies. "It has respect throughout the nation, which is a benefit to our students who earn nationally recognized certifications through this program. This program also teaches students about the workplace culture, which includes clocking in, ensuring safety throughout the day, the importance of working as a team and other soft skills incorporated into the program."

For Bishop State students, the new apprenticeship-style training program will provide students working experience

as well as training in a classroom and lab setting while meeting the employment needs and challenges in advanced manufacturing.

Students at Bishop State will be offered an associate's degree in applied science in process operations technology, in which they learn about process operations, fundamentals of industrial hydraulics and pneumatics as well as principles in industrial mechanics, industrial pumps and piping systems.

"Listening and responding to the needs of business and industry are key to a successful economic development strategy," said **Bridget Wilson**, executive director of Southwest Alabama Workforce Development Council (SAWDC) Alabama Works! "FAME on the Coast has been designed by and for industry. The FAME program delivers a career pathway for individuals to create personal success as well as create a concrete workforce pipeline that allows us to grow and retain local talent."

FAME on the Coast is a partnership among Bishop State Community College, SAWDC and area businesses and industries.

For more information and to apply, visit bishop.edu.



POARCH CREEK INDIANS PLAN TO BUILD MEAT PROCESSING FACILITY

The Poarch Band of Creek Indians (the Tribe) announced plans to build a new, state-of-the-art, USDA-inspected meat processing facility in Atmore. According to the Tribe, this facility will be a \$10.5 million investment that will be able to process up to 125 cattle per week. The Tribe plans to hire 15 people during the first phase of operation.

Since 1992, the Tribe has owned and operated Perdido River Farms, one of the largest cattle farms in Alabama, and has plans to expand production.

According to a news release, current processing facilities across the Southeast have limited capacity for new business. The new facility will help meet demand and create a larger capacity for meat processing in the future.

“I am excited about the opportunities this project creates for our region’s farmers and the agriculture industry,” said **Stephanie A. Bryan**, Poarch Band of Creek Indians chairwoman and CEO.

“Like so many other local meat producers, we have had no other option other than to send the cattle we raised right here at Perdido River Farms out of state for processing,” she added. “This new facility will provide us and other farmers the opportunity to process locally raised beef and pork right here in Atmore. Not only will that make bringing a wonderful product to market easier and more cost-effective, it will also give Alabama producers an opportunity to be part of the ‘farm-to-table’ movement that is so important to both consumers and local agriculture.”

The Tribe plans to complete the project by the end of 2023.



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The Department of Commerce has indicated that STEM occupations are growing at a rate of 17%, compared to 9.8% in other professions.




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MOBILE AIRPORT AUTHORITY TAKES OWNERSHIP OF ST. ELMO AIRPORT

The Mobile Airport Authority (MAA) recently announced it is now the owner and operator of St. Elmo Airport in Mobile County. MAA and the state of Alabama entered into an agreement in May 2020, and the deal was recently finalized. The St. Elmo Airport is located about 18 miles from the Mobile Aeroplex at Brookley and is used mostly for corporate and private aircraft.

“We appreciate the trust placed in MAA by Gov. Kay Ivey and the leadership at the Alabama Department of Transportation,” said **Chris Curry**, president of the Mobile Airport Authority. “We pledge to the community that we will manage and grow this airport to serve them.”

St. Elmo Airport opened in 1945 as an auxiliary airfield for the Army contract flying school at Bates Army Airfield in Mobile. The airport was deeded to the State of Alabama in 1947.

The 738-acre expanse includes a 3,998-foot runway; an aircraft parking apron with 25 tie-downs; a 4-unit T hangar (for larger aircraft); a 10-unit T hangar (which can hold up to 13 aircraft); 10 private hangars; and an operational fuel farm.

“I am looking forward to the Mobile Airport Authority providing quality leadership and management of the St. Elmo Airport,” said Alabama State Rep. **Chip Brown** of Mobile. “Under the ownership of the MAA, the St. Elmo facility can receive technology and facility upgrades and better serve the needs of the people of south Mobile County.”

“The Mobile Airport Authority will run the St. Elmo Airport with professionalism and dedication,” said Mobile County Commissioner **Randall Dueitt**. “The acquisition of this resource will provide numerous benefits to the community. President Chris Curry and his team are more than able to handle this responsibility. I look forward to working with the MAA in projects to come.”

The Mobile Airport Authority owns and operates Mobile Regional Airport (MOB), Mobile Downtown Airport (BFM) and the Mobile Aeroplex at Brookley, generating \$1.8 billion in economic value for Alabama.

The Mobile Aeroplex at Brookley is an industrial complex that supports the operation of BFM, and is home to more than 90 businesses, including supply chain providers and others supporting the transportation industry.

We pledge to the community that we will manage and grow this airport to serve them.”

Chris Curry
President
Mobile Airport Authority

INNOVATION PORTAL NAMES NEW EXECUTIVE DIRECTOR

Dr. Todd Greer was named executive director of Innovation Portal, a nonprofit incubator and innovation hub accelerating startup growth in the Gulf Coast region. Connected to Portal from its inception, Greer has been a member of its board of directors, helping the organization in its programs and initiatives.

“After serving as a member of the board of directors and watching the exciting growth in our entrepreneurial ecosystem, I am overjoyed to join the team at Innovation Portal as we, daily, work to support founders and small business owners here in south Alabama,” Greer said. “Joining with our partners, both public and private, we will continue to lay a strong foundation for the business future in our region.”

“**Joining with our partners, both public and private, we will continue to lay a strong foundation for the business future in our region.”**

Dr. Todd Greer
Executive Director, Innovation Portal

Greer previously served as vice president of academic affairs at the University of Mobile. During his tenure, he developed programs in the School of Business; helped launch the doctor of nurse anesthesia practice program; led a massive technology transformation; and oversaw academic programs and support services as well as fiscal oversight of seven university schools/colleges along with information technology, student services and library services. Greer earned a doctorate in organizational leadership with a major in human resource development from Regent University in Virginia Beach, Virginia.

Greer has served as a board member and instructor for many local organizations including the Minority Business Accelerator, I-Corps, the Mobile Chamber Young Entrepreneur Academy, the United Way of Southwest Alabama and Mobile United. He currently serves on the boards of Real Advice Mentoring Program (RAMP), Springboard to Success Inc. and ForMidtown. He is an advisor to many local startups and nonprofits.

“Greer’s experience, coupled with his enthusiasm to help build an entrepreneurial community in Mobile, will be an asset to the Innovation Portal,” said Innovation Portal Board Co-Chair **Henry O’Connor**. “Our board looks forward to working with Todd as we grow entrepreneurial leaders and provide them the skills for future success.”



Innovation Portal provides a growth-focused space and community for entrepreneurs, innovators and creatives to work and connect as well as targeted programming to encourage successful launch, development and scaling of local ventures.

The Mobile Chamber founded the Innovation Portal in 2016. Initially housed within the Chamber, the Portal now operates out of a renovated building at 358 St. Louis St. in downtown Mobile. The Chamber remains a strong and supportive partner.

“Todd’s energy, business acumen and passion for helping others has always been apparent in the many programs and activities at the Chamber,” said **Bob Chappelle**, the Mobile Chamber’s interim president and CEO. “Todd is an exceptional choice to lead the Portal and its many initiatives.”



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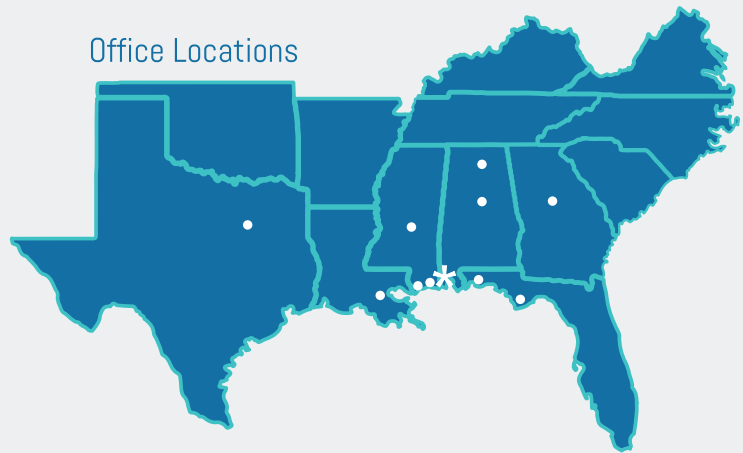
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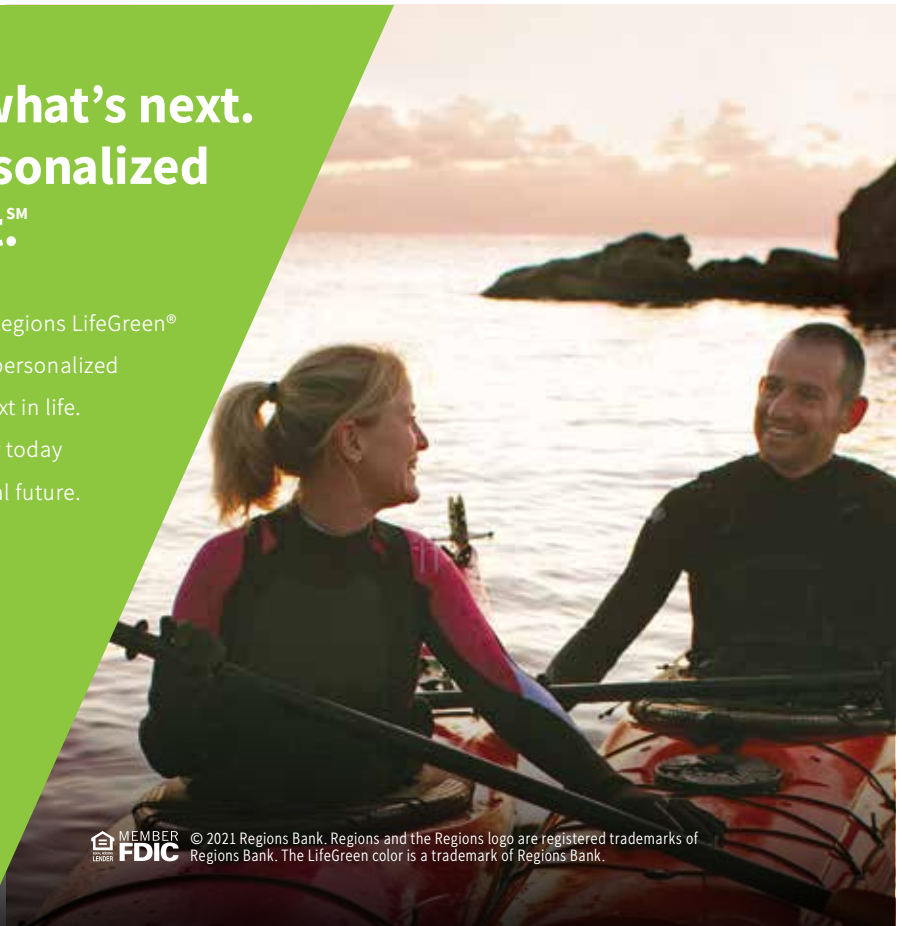
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MOBILE'S ECONOMIC DEVELOPMENT TEAM: HOW AND WHY IT WORKS

The Mobile Chamber's Economic Development department has been a part of many job and capital investment announcements in the Mobile region for many years and are part of the economic development engine that powers economic growth in the Mobile region.

As the lead economic developer for the City of Mobile and Mobile County, the Chamber plays a major role in the region's continuous economic development success. But that success is thanks to the collaborative effort of Team Mobile, which includes the City of Mobile, Mobile County, the Alabama Department of Commerce, Alabama Port Authority, Mobile Airport Authority, Visit Mobile, Mobile Downtown Alliance, the Mobile Chamber and local utility and educational entities. It helps provide ready access to the resources and agencies that help economic development projects come about and thrive.

With Team Mobile's help, Mobile has been listed among various "top places" on a national scale and has become a global player in a diverse display of industries in one region: aerospace, chemical, shipbuilding/maritime, metal manufacturing and more.

The Mobile Chamber's economic development team focuses on four priority areas – jobs, talent, existing industry and international opportunities.

The Mobile Chamber works to attract investment and create quality, high-wage jobs through new project activity and existing industry expansions. This is accomplished through collaborations with Team Mobile and marketing Mobile's competitive advantages. The team attends domestic and international trade shows and supplier events to promote Mobile as a top venture for global commerce.

Internationally, the team can help companies identify appropriate resources for their international growth plans and determine the right next steps

Talent development and attraction takes place through collaboration with top employers and human resource professionals to attract and retain talent while supporting talent development through workforce partnerships and programs.

Existing industry pays close attention to those companies already established in the area and keeps communication channels open to help with challenges facing the business.

Research brings it all together to help create a snapshot of the many aspects of the Mobile region that is attractive to outside investments.

Thanks to the support of the Chamber's Partners for Growth public and private investors, from 2011 to date, Mobile's economic development efforts have created 6,769 new jobs and retained 502 more. Capital investments topped \$4.44 billion, including 33 new businesses recruited and 56 expansion projects at existing area companies.



A few of Mobile's key assets include:

- Five Class I railroads and Interstates 10 and 65 lead to major U.S. markets
- Mobile Downtown Airport and Mobile Regional Airport
- The 9th largest port by tonnage in the U.S.
- Skilled workforce in a right-to-work state
- AIDT – national leader in training and workforce development programs
- Strong foreign investment presence, including more than 60 companies representing 20 countries
- 1,650-acre (667 ha) center for aviation and logistics – Mobile Aeroplex at Brookley
- Established clusters in key industries: aviation/aerospace, chemical, shipbuilding, steel manufacturing, and logistics and distribution
- 1.6 million people with a median age of 38 living within 60 miles
- Low cost of living and doing business

INTERNATIONAL BUSINESS

The Mobile's Chamber's international business division works to connect Mobile to the world and believes there is no better time for companies to expand and diversify their markets globally.

Along with export assistance, the division has implemented a foreign direct investment attraction strategy to enhance Mobile's global competitiveness and advance the creation of quality jobs and economic growth through international engagement.

The Chamber's international business division received the "Going International Award" from the American Chamber of Commerce Executives, the President's "E" Award for Export Service and the Governor's Trade Excellence Award. The Chamber also received the President's "E" Star Award for Export Service, presented to firms and organizations for continued performance in increasing and promoting exports.

MOBILE METRO FOREIGN-BASED INVESTMENTS

Strong foreign investment presence, with more than 60 companies representing 20 countries.

- Australia
- Austria
- Canada
- China
- Czech Republic
- England
- Finland
- France
- Germany
- Ireland
- Japan
- Luxembourg
- Netherlands
- Norway
- Scotland
- Singapore
- South Korea
- Spain
- Sweden
- Switzerland



THE INTERNATIONAL BUSINESS DIVISION:

- Connects local companies to resources for export growth
- Helps identify new international market opportunities
- Builds global networks through trade education and first-class trade missions
- Promotes Mobile as a top venue for global commerce
- Strengthens Mobile's international ecosystem

TRADE OFFERINGS DEFINED

TRADE BRIEFINGS

Trade briefings are held to promote overseas markets and provide valuable insights into market strategies and a country's overall economic well-being. Guest speakers are invited to participate in briefings.

TRADE MISSIONS

Trade missions (in-bound and out-bound) are held to promote business relations and increase Alabama exports to expand our economy and create jobs. Companies travel to different countries to develop and diversify their markets globally.

TRADE WORKSHOPS AND SEMINARS

Trade events are held to provide export opportunities and discuss pertinent international trade issues with area companies.

PORT OF MOBILE FACTS



Port of Mobile

The Port of Mobile's capabilities and connectivity make it an ideal gateway for all types of cargo, from coal and containers to forest products and steel to automobiles and aggregates.

- Extensive inland waterway access via barge
- Access to nine railroads
- North/South and East/West interstate highway access
- On-dock, rail-service covered warehouses
- RO/RO – vehicle finishing capability
- Deep water
- On and near dock cold storage facilities
- Heavy lift and project cargo capabilities
- Able to handle 13,000 TEU container ships
- Reliable transit times

**Numbers and facts according to alports.com.*

PORT OF MOBILE ECONOMIC DEVELOPMENT NUMBERS

The Port of Mobile is vital to the economic growth of the Gulf Coast and the entire state of Alabama.

MORE THAN 161,130 JOBS

are generated by activity at the port's public and private terminals on an annual basis.

The Port of Mobile annually handles about
58 MILLION TONS OF INTERNATIONAL AND DOMESTIC CARGO

for exporters and importers delivering
\$26.8 BILLION IN ECONOMIC VALUE
to the state each year.

EXISTING INDUSTRY

The Mobile Chamber works to help member businesses grow and prosper. Backed by its Partners for Growth program, Mobile's economic development efforts through expansion over the past decade have garnered billions in capital investment and created high-paying jobs in the area. Mobile is ranked one of the nation's best places to live and grow a business. The low cost of doing business, diverse business base, availability of professional and skilled workforce, unmatched logistical advantages and quality lifestyle continue to attract people and business.

The Chamber's business retention and expansion team develops programs designed to assist Chamber members with identifying their company's immediate needs, challenges, future plans and opportunities aimed to increase economic development. Such programs seek to promote value, foster growth and engage businesses through networking events.

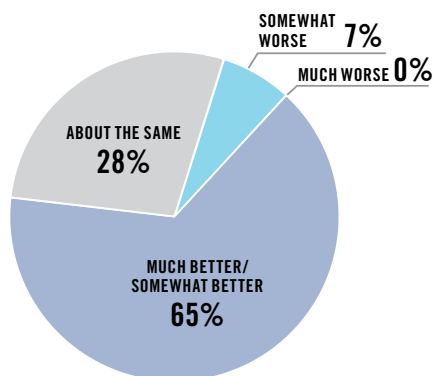
BUSINESS FORECAST

SURVEY

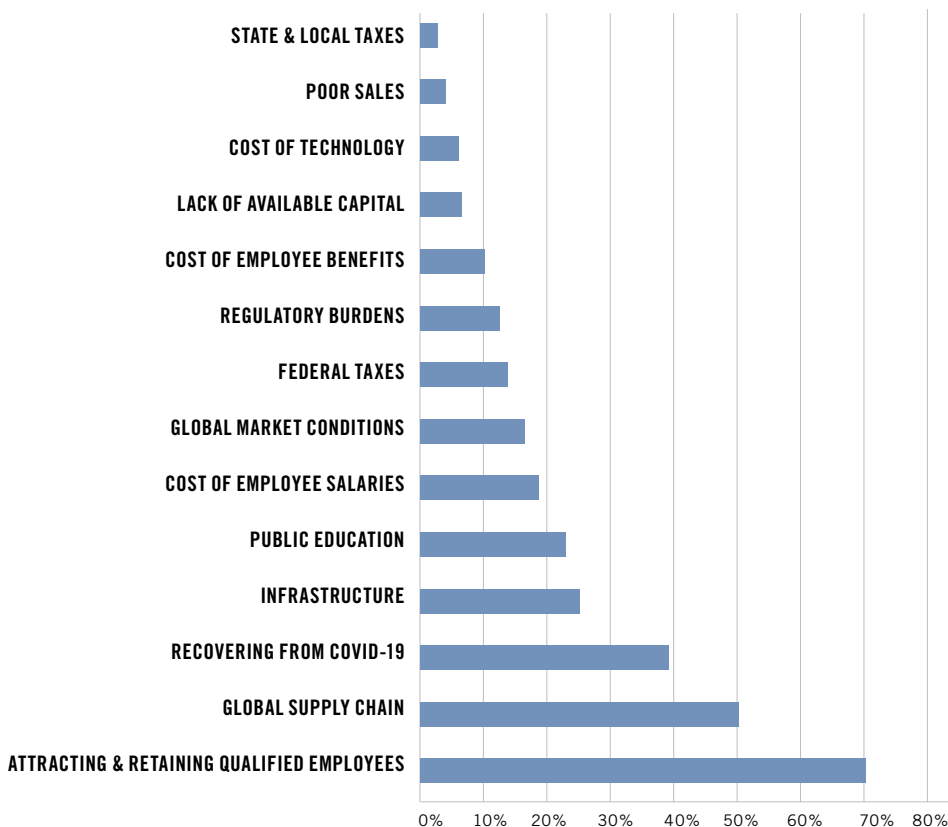
Each year, the Mobile Chamber takes the pulse of the region's business community through a survey of Chamber members. The survey asked members to offer a perspective on the region's economic competitiveness and issues that will affect the business community in the coming year.

The survey was conducted in October 2021 and released with the Chamber's State of the Economy program in January 2022.

2022 BUSINESS OUTLOOK

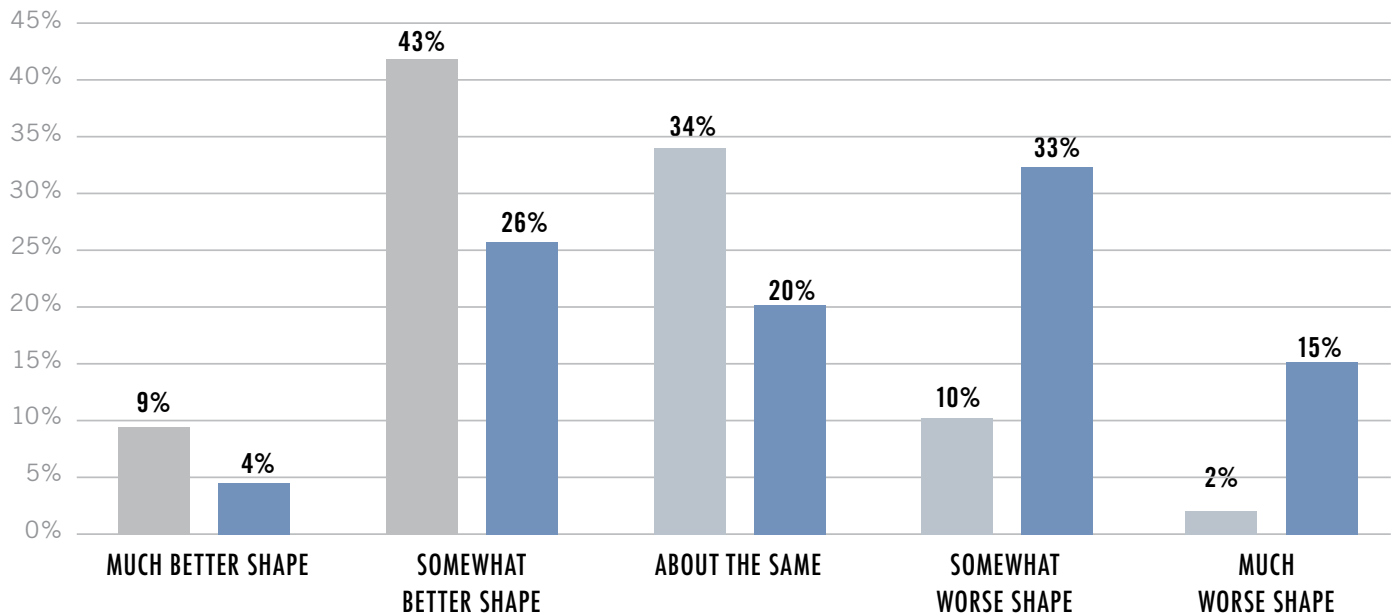


MOST SIGNIFICANT ISSUES FACING CHAMBER MEMBERS IN 2022



2022 REGIONAL AND NATIONAL ECONOMIC OUTLOOK*

MOBILE REGION U.S.A.



**Looking ahead to the next 12 months.*



TOP NON-MANUFACTURING EMPLOYERS IN THE MOBILE AREA

1. Mobile County Public Schools	Education	7,200+
2. University of South Alabama and USA Health	Education/medical	6,000+
3. Infirmary Health System	Medical	5,400+
4. City of Mobile	Government	2,000+
5. AltaPointe	Medical	1,700+
6. Springhill Medical Center	Medical	1,600+
7. Mobile County	Government	1,600+
8. Providence Hospital	Medical	1,250+
9. G.A. West & Co.	Industrial construction	1,140+
10. CPSI	Information technology	1,000+*

**Local employees*

TOP MANUFACTURING EMPLOYERS IN THE MOBILE AREA

1. Austal USA	Shipbuilding	4,000+
2. AM/NS Calvert	Steel product manufacturing	1,600+
3. Airbus U.S. Manufacturing Facility	Aircraft assembly	1,100+
4. VT MAE	Aircraft maintenance and repair	1,060+
5. Outokumpu Stainless	Stainless steel	1,000+
6. Evonik Corp.	Specialty chemicals	800+
7. SSAB Americas	Heavy plate steel and coils	590+
8. Kimberly-Clark Corp.	Paper product manufacturing	575+
9. Continental Aerospace Technologies	Aircraft maintenance and repair, engine installation	450+
10. UOP Honeywell LLC	Molecular sieves	350+

Updated October 2021

TRAINING THE FUTURE



Austal USA Littoral Combat Ship

The City of Mobile is one of the most dynamic and diverse workforce communities on the Gulf Coast, thanks in large part to global industry that has settled on its shores. At the Mobile Aeroplex at Brookley, Airbus planes roll off the production line at the corporation's first U.S.-based commercial aircraft manufacturing facility. On the Mobile River, the world's most sophisticated warships are launched by Australian-based global shipbuilding company Austal USA.

But a company is only as strong as its workforce. Fortunately, workforce development has long been an emphasis in the Port City, where the bonds between industry leaders and educational institutions have only strengthened as Mobile has grown into its multi-national identity. Organizations like the nonprofit Southwest Alabama Workforce Development Council (SAWDC) Alabama

Works! have emerged as vital intermediaries between education and industry. By ensuring the needs of industry align with classroom training, businesses are more likely to be successful and retain talent, thereby allowing a workplace culture to develop.

Mobile is home to a wide variety of K-12 education options, both public and private. Through the Signature Academies program with Mobile County Public Schools, students from the 10th to 12th grades participate in real-world, hands-on assignments connected to a specific career theme. In addition, the academies offer students college- and career-ready opportunities such as paid and unpaid internships, job shadowing, workplace tours, worksite training and business mentors.

TALENT DEVELOPMENT

The Mobile region's workforce is one of its greatest assets. Mobile offers an available and skilled workforce for all types of industries. The Chamber's talent development and attraction division is dedicated to strengthening the region's workforce through collaboration with a broad coalition of business and education groups to keep training sharply targeted to employer needs and aligned with current and future standards. Collaborative industry clusters partnering with secondary/post-secondary education and other training providers include healthcare, aerospace, maritime, commercial construction, manufacturing and technology.

Mobile offers some of the nation's best workforce training programs. AIDT, Alabama's state-of-the-art industrial training program, has a proven method of recruiting, screening and training thousands of workers for new and growing businesses in Alabama. AIDT currently operates in the Alabama Aviation Training Center at the Mobile Aeroplex at Brookley, the Maritime Training Center near the Mobile River and the Erich Heine Learning Center in Calvert.

Collaboration among the state, educational entities and industry leaders has led to the establishment of additional training centers such as the Alabama Aviation Center, offering students FAA-certified training in A&P and Avionics, and the Alabama Aerospace Innovation and Research Center, providing a platform for innovation and collaboration by bringing together Bishop State Community College students and industry leaders at the Mobile Aeroplex at Brookley. Most recently, Bishop State Community College announced the construction of an advanced manufacturing training facility to address the workforce needs for middle-skill, high-wage workers in the manufacturing sectors. This new center is set to open in the near future. These ventures illustrate only a few examples of how Mobile aggressively responds to the workforce needs of local industries.

THE CHAMBER'S 2022 PRIORITIES FOR TALENT ATTRACTION

With a multi-layered approach, the Chamber will focus on three things:

- Helping employers sell Mobile to prospective and new talent
- Connecting transplants, boomerangs (those who leave Mobile and come back) and students to career and internship opportunities
- Promoting Mobile's lifestyle and careers locally and in target markets

COLLEGES

The Mobile area is home to several four-year institutions and two-year community colleges and career training establishments.



SKILLED TRAINING

A highly skilled workforce and excellent training programs are just two of many assets that make the Mobile area the perfect location for a business to expand. Among the diverse industries with the highest skilled employees are aviation/aerospace, shipbuilding, steel, manufacturing and healthcare.

TALENT ATTRACTION

For talent development, the Mobile Chamber has been working to help attract, retain and develop talent in our area by building relationships with colleges in the surrounding areas to put Mobile on the map as a place to live, work and play upon graduation.

The Mobile Chamber partners with organizations such as Southwest Alabama Partnership for Training and Employment (SWAPTE), AIDT (Alabama Industrial Development Training) and Southwest Alabama Workforce Development Council (SAWDC) Alabama Works! to implement and assist with workforce development and educational programs.

ATTRACT

Recently, the Mobile Chamber hosted a group of students to Mobile from Troy University for a familiarization tour of the area and local industries; students from The University of Alabama were welcomed to Mobile for a career fair and finally, the Mobile Chamber will visit Auburn University students in Auburn for a “Mobile Industry Day” to introduce Mobile.

RETAIN

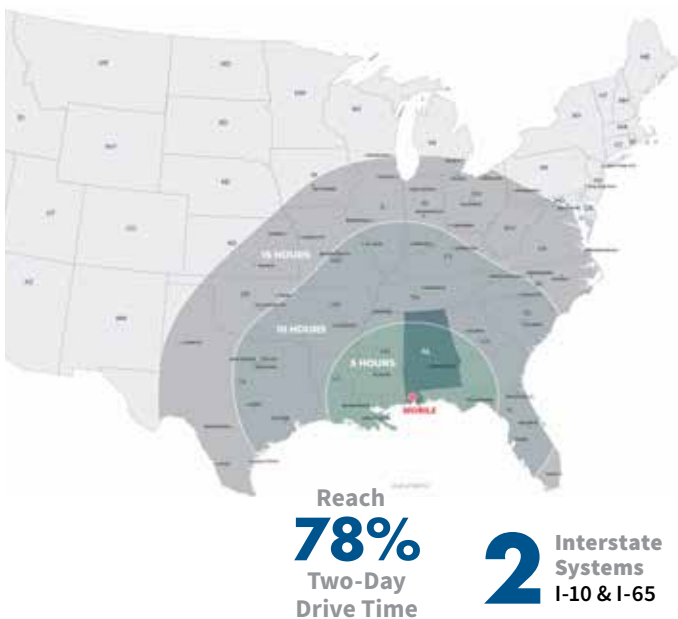
Young Professionals of Mobile (YP MOB) is a new program aiming to engage, connect and empower an emerging group of talent in the Mobile region by helping young people find the skills and opportunities they need to create success in Mobile instead of somewhere else.





MOBILE'S LIVABILITY MESSAGES

- Mobile's average cost of living is more than 14 percent lower than the national average and 19 percent lower than Atlanta, 37 percent lower than Chicago and 18 percent lower than Dallas. And Mobile earns a high livability score including outdoor activities, restaurants and the city's historical and international culture.
- Stuck in a city known for its infamous commutes? Swap to a city with low congestion – Mobile's commute time is lower than most major metros.
- Living in Mobile makes it easy to get to all the things that make the Gulf Coast great: one hour to the closest beach, two hours to Florida's famous "Emerald Coast" and two hours to New Orleans.
- Mobile is home to some 6,500 international residents (from Europe to Asia, and beyond) and global corporations representing 20-plus countries.



BUILDING A WORKFORCE



Bridget Wilson, SAWDC Alabama Works!

Bridget Wilson has served as executive director of the Southwest Alabama Workforce Development Council (SAWDC) Alabama Works! since February 2020. One of seven regional workforce councils in the state, SAWDC is a nonprofit organization whose mission is to develop strategic partnerships which attract, educate and train students and workers to better meet employer needs and foster economic growth in a global marketplace.

“In our region, we have six key industry clusters,” Wilson explains. “Those are construction, aviation, advanced manufacturing, healthcare, transportation/distribution/logistics, and hospitality/tourism. Our job is to meet with those cluster groups and talk about what challenges they’re seeing and how we can address them.”

It all starts with education. “We call ourselves a connector or intermediary between education and industry,” Wilson says. “Part of our goal is to make sure that, from the K-12 system to

the post-secondary system, training is aligning with what our business and industry needs are.”

No two days are similar at SAWDC. In the morning, Wilson and her team might work with a company to implement a simulated workplace environment in the classroom; in the afternoon, they could research what grants are available to a local industry partner.

“The second part of managing clusters is we have a responsibility to let our businesses know what resources are available to them,” she says. “That is where we partner with our local career center and training institutions and providers to find out if there are federal or state dollars or tax incentives for what they’re trying to accomplish.”

The job has no shortage of gratification for Wilson, especially when it comes to working with young students and helping them stay on course with their future career options.

GROWING ALABAMA'S OLDEST SCHOOL SYSTEM

Though it's one of America's oldest cities, Mobile is resolutely focused on its future – and that means providing for its future leaders. Mobile is home to a wide variety of K-12 education options, both public and private. Mobile County was Alabama's first public school system, and it remains the largest today with 53,000 students in 90 schools (14 of which have been recognized as Blue Ribbon Schools, the highest honor given to public and private schools by the U.S. Department of Education).

With 7,200 workers, Mobile County Public Schools (MCPSS) is the county's largest employer. Knowing the success of students depends on the quality of its teachers and administrators, MCPSS staff seeks out employees who believe wholeheartedly in its mission: to equip and empower college- and career-ready graduates.

Mobile is home to the state's largest Advanced Placement program within the MCPSS, plus 12 Signature Academies, which offer relevant, hands-on learning experiences in fields readily

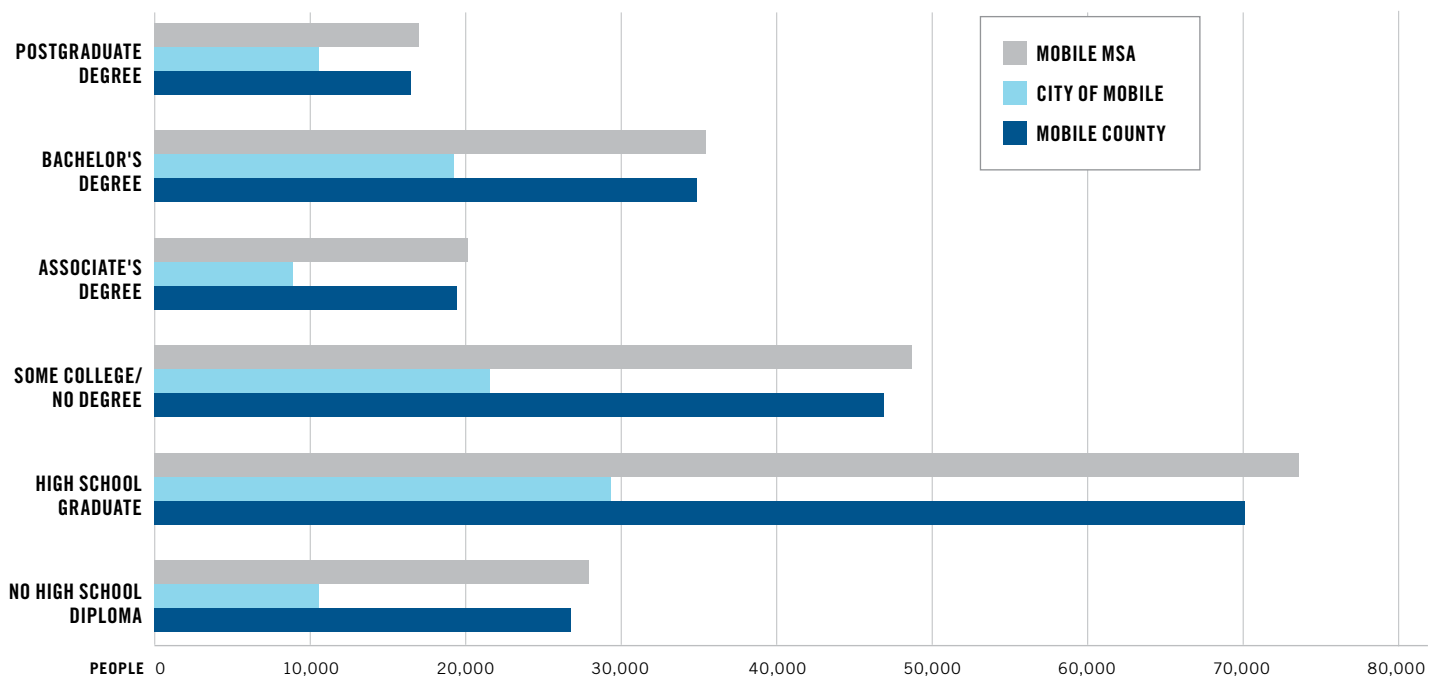
available in Mobile County. Designed to provide training in targeted areas that will prepare students for post-secondary life, Signature Academies expose students to sectors such as pre-med, advanced manufacturing, coastal studies, engineering, law, entrepreneurship, aviation and aerospace, information technology and more.

A recently completed \$100 million school construction campaign, in addition to \$800 million spent on school construction over the past decade, demonstrates that MCPSS works to provide safe, state-of-the-art classrooms for its students and staff. MCPSS is now a 1:1 system, providing laptops to all students.

Ranked first in career technical education attainment statewide, and with an 88 percent four-year graduation rate, MCPSS is devoted to its goal of graduating prepared and productive citizens, ready to lead and succeed in a global society.

EDUCATION STATUS

MOBILE COUNTY, CITY OF MOBILE AND MOBILE MSA



Source: JobsEQ COL: C2ER Q1 2022 Quarterly Reports. Note: COLI is reported by MSA.



Barton Academy, Alabama's first public school, was built in 1836. It reopened to students in 2021 as Barton Academy for Advanced World Studies.

COMMUNITY PROFILE

Economic development involves a lot of research to be able to tell the story of the community and to paint a picture of what it has to offer executives looking to move their business to an area. Such important numbers are population, labor force, employment, unemployment, educational data and more. Below are the community numbers for the Mobile area, including information on the city of Mobile, Mobile County, Mobile MSA (Metropolitan Statistical Area) and the state of Alabama. These numbers show what business professionals need to make decisions for their own business and whether or not to locate their business in our area.

COST OF LIVING

National Average	100	Mobile MSA (Mobile and Washington Counties combined) 85.5
Chicago	123.3	
Atlanta	105.0	
Dallas	103.0	
Phoenix	103.9	



MOBILE COUNTY

414,114
Population

185,327
Labor Force

\$25,861
Per Capita Income

\$47,583
Median Income

CITY OF MOBILE

190,452
Population

88,397
Labor Force

\$27,218
Per Capita Income

\$42,321
Median Income

MOBILE MSA

430,655
Population

191,346
Labor Force

\$25,895
Per Capita Income

\$47,354
Median Income

STATE OF ALABAMA

4,876,250
Population

2,229,479
Labor Force

\$27,928
Per Capita Income

\$50,536
Median Income

Source: JobsEQ COL: C2ER Q1 2022 Quarterly Reports. Note: COLI is reported by MSA. (C2ER - Cost of Living Index)

MOBILE ACCOLADES



Area Development announced **MOBILE'S AIRBUS AND AM/NS CALVERT EXPANSIONS CONTRIBUTE TO 2021 GOLD SHOVEL AWARD FOR ALABAMA.** The awards recognize many other new and expanded facilities' plans that are on track and expected to create thousands of jobs and billions in investment. *(Area Development, 2021)*

Mobile ranked No. 5 by *fDi Intelligence* for **BEST FDI STRATEGY TO ATTRACT INVESTORS.** *(fDi Intelligence, 2019)*

Global Trade ranks Mobile in the top **20 SEAPORT COMMUNITIES THAT HELP DRIVE THE U.S. ECONOMY.** *(Global Trade, 2020)*

Business Facilities ranks the **CITY OF MOBILE NO. 5 BEST BUSINESS CLIMATE FOR POPULATIONS UNDER 200,000.** *(Business Facilities, 2021)*

AIDT ranked **NO. 1 IN THE SOUTH CENTRAL 2022 REGIONAL WORKFORCE DEVELOPMENT RANKINGS** according to *Site Selection Magazine*. *(Site Selection Magazine, 2022)*

Mobile ranked No. 4 by *Property Shark* and *Forbes* for **15 CHEAPEST PLACES TO LIVE IN AMERICA WITH THE BEST WEATHER.** *(Property Shark and Forbes, 2021)*



TC Boiler Inc. is Daniel Bates, Mobile area manager; Jimmy Stewart, head of estimating; Justin Moss, head of operations; John Barton, CEO; and Bryce Wood president.

TC BOILER INC. – OFFERS SPECIALTY WELDING FOR CLIENTS

When **John Barton** and **Bryce Wood** bought **TC Boiler** in 2019, they were investing in a turnkey business that had been in operation since 2000 and had clients across the country. But they had a vision as to what the industrial contracting and fabrication company could become. The first priority for Barton and Wood was safety, so they hired a director of safety to develop the necessary guidelines and training, which has had a tremendous impact over the last two years.

TC Boiler is the Mobile Chamber's April Small Business of the Month.

"We want to make sure everybody goes home safe to their families, which is what's discussed every morning before every job," Barton said. "And then we take an account every afternoon when the job's over."

"By having the right culture in place and people who are taking extra steps, it prevents a majority of mistakes that happen in the field."

TC Boiler's sweet spot as a company is specialty welding, and it does what most others in the southeast and beyond can't, which has helped them develop customers in Florida, Alabama, Mississippi, Louisiana, Ohio, Texas, Utah and Colorado. In fact, the company does so much work in Texas, its main fabrication shop is in Houston. They invest heavily in recruiting the right people, with extensive experience in the field, and require rigorous training which goes far beyond learning quality technique.

"In our specialty welding, we maintain a reject rate of around .03 percent, when industry standards are between 5 and 10 percent," Barton said. "We keep our quality at a different level."

One of the reasons TC Boiler is doing so well is that when other contractors ground to a halt during the coronavirus pandemic, Barton, Wood and others kept knocking on doors and seeking new business, which netted the company more than a dozen customers.

“Once we got a foot in the door, we were able to showcase our safety, quality and production, and it took off from there,” Barton said. Now, the company — which maintains a full-time staff of between 40 and 50 people, which can balloon to as many as 200 during certain jobs — is looking to grow deeper in its home market.

“We know there are a lot of opportunities and companies in the Mobile market that haven’t heard of us and realized they have this specialty workforce right in their backyard,” he said.

Another thing company leadership is certain about is their responsibility to be stewards of the environment, as well as those who need help within the various communities in which they operate. In addition to supporting the Waterfront Rescue Mission in Mobile, the company also owns TC Renovations and Services, which does for-profit work in addition to donating home repair services to families in need. The company is also an active member in Partners for Environmental Progress, which promotes business and industry contributions to help build a resilient Gulf Coast.

“We’re trying to make a positive impact where we can,” Barton said.



Left to right, John Barton, CEO; Justin Moss, head of operations; and Bryce Wood, president.

COMPANY NAME: TC Boiler Inc.

OWNERS: Bryce Wood and John Barton

WEBSITE: tcboiler.com

PHONE: 251.649.7999

LENGTH OF CHAMBER MEMBERSHIP: 2 years

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COAST SAFE & LOCK HAS KEPT MOBILE SAFE FOR 50 YEARS



Dennis McLeod, president of Coast Safe & Lock, poses in the company's showroom of safes. Photo by Chad Riley.

Launched in 1972, Coast Safe & Lock is celebrating 50 years of service to the Gulf Coast. Co-founders Joe Pearson and Alvin McLeod were professional locksmiths and came together to open Coast Safe & Lock, a modest shop at the Loop in Mobile. After only four years, McLeod's son, **Dennis McLeod**, joined the business at age 21. He apprenticed under the locksmiths to learn both the trade and the business so he could continue their legacy.

In 1988, Dennis McLeod became the president of Coast Safe & Lock.

"In this business, you cannot let just anyone learn the trade," said McLeod. "They (the owners) knew I was trustworthy, trainable and that I already had experience running a company. I saw there was an opportunity for a long-term career."

Under the younger McLeod's leadership, Coast Safe & Lock has become well-known among commercial and industrial

businesses in Mobile. The company's trademark silver and red stickers can be found on the front door of countless retailers and government buildings throughout Mobile.

"I'm proud that we've built such a loyal customer base over the years."

Dennis McLeod
President, Coast Safe & Lock Co. Inc.

"I'm proud that we've built such a loyal customer base over the years," said McLeod. "We have several return clients, and you just get to be friends after a while. It lets me know we're doing things right, especially when we have to customize their installation."

Even though the shop, the service, and the family name are still the same, a lot has changed in 50 years. Locksmiths are now professionally licensed and must complete continuing education units every year to keep up with growing technology.

"Today's security involves biometric systems, cybersecurity and smart technology," said McLeod. "A lot of businesses need so much more than just a cookie-cutter setup, so we really enjoy working with them to come up with the right security system. We install a lot of these for medical offices and pharmacies that need traceable access control."

Some things have not changed in security. "Deadbolts," said McLeod. "We still install a lot of deadbolts. As advanced as new technology is, deadbolt locks are great protection against forced entry."

Even though McLeod is running a 21st century company, he attributes its success to his old-school values.

"Do unto others as you would have done unto you; keep your overhead low; and take care of your team," said McLeod. "Even though we are a small company, we are proud to provide steady employment with benefits such as health, holiday and vacation for our employees. Some of our long-term and loyal employees have been with us for decades and they have become our extended family."

Coast Safe & Lock has customers across the Gulf Coast and will continue to keep businesses safe in Mobile.



Dennis McLeod (standing) poses with Sandi Foutz, the company's vice president of finance. Photo by Chad Riley.

Today's security involves biometric systems, cybersecurity and smart technology. A lot of businesses need so much more than just a cookie-cutter setup, so we really enjoy working with them to come up with the right security system."

Dennis McLeod

President, Coast Safe & Lock Co. Inc.



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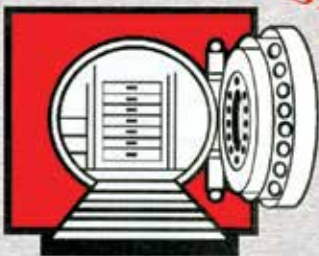
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EXECUTIVE PROFILE

TERESA WILLIAMSON

ROBERTS BROTHERS INC. A BERKSHIRE HATHAWAY AFFILIATE

TITLE: President

HOMETOWN: Mobile

EDUCATION: Bachelor's degree in management/finance

FIRST JOB: Hardee's

WHO/WHAT INSPIRES YOU? A new day, because it's open to possibilities.

PROFESSIONAL ACCOMPLISHMENTS: Growing the largest office footprint to more than 100 agents, plus support staff and services, including relocation, accounting, pre-license academy, property management and career development for Roberts Brothers

BEST THING ABOUT YOUR JOB? Relationships

WHAT IS YOUR MOST MARKED CHARACTERISTIC? Loyalty

HIDDEN TALENT: Singing

WHAT WORD WOULD YOU USE TO DESCRIBE YOURSELF? Competitive

SECRET TO SUCCESS: Embracing vision

FAVORITE FOOD/RESTAURANT: Yes, FOOD! I love embracing all kinds.

DO YOU BELIEVE IN LUCK OR DESTINY? Destiny

WHAT IS THE MOST USEFUL THING YOU OWN? Bible

YOUR FAVORITE HOLIDAY? Christmas

WHAT SLANG OR TREND MAKES YOU FEEL OLD? "Peace out"

WHAT IS YOUR PASSION? Mentoring

YOUR FIRST CAR? Ford Escort

THE LAST BOOK YOU READ? "Extreme Ownership" by Jocko Willink

YOUR MOTTO? Decisions determine direction. Direction determines destination.

BRIEF COMPANY DESCRIPTION: World War II veterans John and David Roberts started Roberts Brothers in their parents' garage on Williams Court in midtown Mobile in 1946. The company celebrated its 75th anniversary in 2021. Roberts Brothers remains a leader in the Mobile Bay real estate market with nearly 300 team members in five offices, providing brokerage, relocation, vacation rental and property management services.



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Photo by Chad Riley



CRE Mobile offers real estate services to Gulf Coast and southern Alabama business communities. Pictured from left to right are: (front row) John Peebles, Pete Riehm, Niki Coker, Tommy Gleason, Allan Cameron, (middle row) David Dexter, Julia Boudreaux, Meredith Hill, Leigh Rendfrey, Jay Roberds, and (back row) William Peebles, Brandon Broadus, J.T. Jenkins, Josh Hall.

INVESTOR FOCUS

CRE MOBILE

Company officials: Allan R. Cameron Jr., David P. Dexter, John D. Peebles, Jay D. Roberds II, Pete J.A. Riehm and Thomas Gleason Jr.

Address: 1102 Dauphin St., Ste. A, Mobile

Website: cre-mobile.com

Years in business: 21

Brief company description: CRE Mobile (formerly NAI Mobile) is a team of seasoned professionals providing highly skilled real estate services to the business communities of Mobile and Baldwin County, surrounding areas of southern Alabama and the central Gulf Coast. The team has more than 175 years of commercial real estate experience and currently represents and/or manages a portfolio in excess of 2 million square feet, serving as regional market leaders with national industry connections that can tailor services to meet clients' unique and individual needs. CRE Mobile provides industry knowledge and service for industrial, office, land, retail or multi-family sites, or for any other types of commercial sales, leasing or management.

Why do you support the Mobile Chamber's Partners for Growth Initiative? "We support Partners for Growth because we recognize the importance and immeasurable impact this program has on our home community and future economic success," said Cameron. "This program allows the Chamber to focus not only on attracting new business, but also making

Mobile a more attractive market, as well as incentivizing businesses to stay and expand here. It is truly a vital part of business development for the Mobile area. As a company, we are aligned with the Chamber's vision for economic and community growth and realize the positive long-term impacts that a well thought-out and executed growth plan can have on our community."

How long have you been a continuous Mobile Area Chamber member? 19 years.

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**.



(01) MOBILE AREA CHAMBER OF COMMERCE



BRENT BARKIN

SHOE CARNIVAL (formerly Shoe Station)

Barkin is the Senior Vice President of Business Development and Integration of Shoe Carnival. A third-generation footwear retailer, Barkin is the son of Shoe Station founder Terry Barkin, who introduced the open-shelf concept to the region. Shoe Carnival acquired the family-owned business in December 2021 and expects to surpass 400 stores by the end of 2022. Barkin, who has worked in the family business since he was a teenager, earned a bachelor's degree in public affairs from Princeton University and graduated from Woodrow Wilson School of Public Policy. He is a member of the board of directors of the United Way of Southwest Alabama and the University of South Alabama Mitchell College of Business Advisory Council. Barkin also sits on the Chamber's board of directors and serves as the Chamber's vice chair of finance.

DOMENICA FARMER

WASTE MANAGEMENT OF THE GULF COAST

Farmer is the area vice president of Waste Management of the Gulf Coast. She has more than 25 years' experience in the comprehensive waste and environment service industry. She has held several sales positions and has served as district manager of three hauling districts and two transfer stations. She is currently leading a four-state area for Waste Management, with 1,600 employees and more than 50 facilities. Farmer earned a bachelor's degree in business management and a master's in business administration from the University of West Florida and speaks fluent Italian and conversational Spanish. She also served as chairman of the board for the Niceville-Valparaiso Chamber of Commerce.



JUDY LANE

STRATEGY ADVISORS INC.

Lane is a senior advisor and strategic partner at Strategy Advisors Inc., providing resources and solutions for business growth strategies. Lane's professional career includes business strategy, marketing, government relations and advocacy. She was responsible for launching Dun & Bradstreet's minority and women-owned business enterprise (MWBE) division into the U.S. Hispanic market. She founded the Business Women Leadership Foundation, a nonprofit organization that produced a landmark study on the educational, professional and entrepreneurial accomplishments of Hispanic women in America. She was recognized by the Euro-American Women's Business Council as one of the world's leading advocates for women's business and entrepreneurial achievement.

JOIN THE MOBILE CHAMBER FOR ITS

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Chamber**

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CHAMBER AT WORK



1



2



3

1-2 PFG RECEPTION To update investors on its program of work, the Chamber hosted a Partners for Growth reception with Mardi Gras revelry.

3 YP MOB The Chamber partnered with the City of Mobile and Visit Mobile to create a strategic board to start the Young Professionals of Mobile (YP MOB). YP MOB's mission is to engage, connect and empower our emerging group of talent in the Mobile region.

YP MOB plans to meet on the first Thursday of every month. A launch event was held at The Steeple and had more than 150 guests.



4



5

4 BUSINESS AFTER HOURS The Mobile Chamber brought back the popular Business After Hours. It was hosted by Old Majestic Brewery and was attended by more than 100 business professionals. The Cheese Cottage provided food and drinks, and Seabulk Towing was the sponsor.

5 EMERGING LEADERS ALUMNI Participants in the Emerging Leaders program have built long-lasting relationships, meeting regularly at the Chamber to network and celebrate each other. The quarterly meeting was attended by the classes from 2017-21.


LEGISLATIVE RECEPTION Ahead of the start of the 2022 legislative session, the Chamber hosted area lawmakers to thank them for all they do for the betterment of our region. Key agenda items that were highlighted included: the funding and construction of the proposed I-10 Mobile River Bridge; maintaining federal military contracts with Mobile-area employers; protecting businesses – both large and small – from legislation that would open the door to frivolous lawsuits, especially coronavirus-related litigation; and opposing any legislation that would eliminate the necessity of obtaining a concealed carry permit.




6

6 COFFEE WITH THE CHAMBER Innerspace Architectural Interiors hosted Coffee with the Chamber, with new member PJ's Coffee serving the coffee as conversations took place among business professionals. More than 50 people attended this early-morning event sponsored by S&S Sprinkler.


CANADIAN VISIT The Chamber's economic development staff met with aerospace companies in Toronto and Montreal, Canada, interested in expanding into the southeast United States. They also visited metals manufacturing and recycling companies. The team presented to a dozen aerospace companies during a breakfast organized by Aero Montreal, the region's aerospace cluster.



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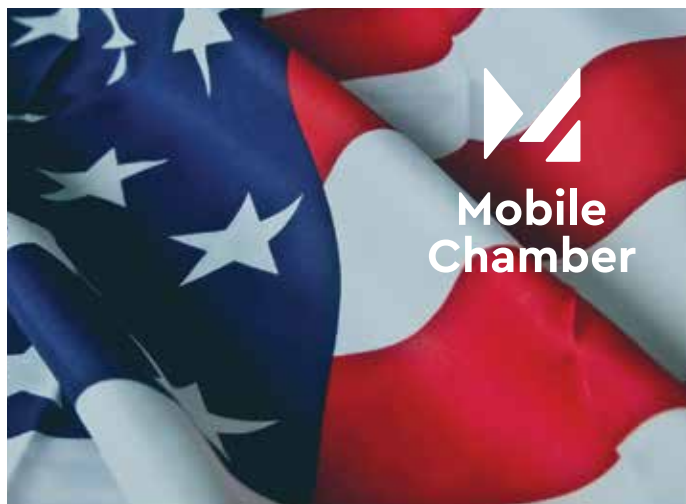
Saturday, May 21, 7:30 p.m.
Sunday, May 22, 2:30 p.m.
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 Performed in memory of Paul Low and Allan Rowe



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Mobile
Chamber

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ANDREA CAPE NAMED SENIOR DIRECTOR OF MEMBERSHIP



The Mobile Chamber's membership department added **Andrea Cape** as the senior director of membership. Cape will be responsible for the overall revenue growth of the membership department, recognition and membership services, as well as the annual total resource development campaign, Chamber Chase.

Cape brings extensive sales and marketing experience to the organization. Most recently, she worked as a sales manager for Kloud 7 Business Communications. Prior to that, she was a sales and marketing executive for Southern Travel Solutions. In addition, she has worked as an account manager for Durden Roof Care, boosting sales numbers and building relationships.

"This new position is in good hands with Andrea," said **Michael Galvin**, the Chamber's senior vice president of member engagement. "She is a seasoned professional in building effective relationships that both members and potential members and the organization feel good about and continue to build on."

"I am excited about the future and honored to be a part of such an amazing organization and team," said Cape. "People are my passion. When we all come together, we can do great things."

Cape can be reached at 251.431.8622 or acape@mobilechamber.com.

ABBY TURBERVILLE JOINS FINANCE AND OPERATIONS DEPARTMENT



Abby Turberville was hired as an accounts receivable/billing specialist in the Mobile Chamber's finance and operations department, where she will help ensure the organization receives payment for goods and services offered to clients and serve as backup for payables.

Previously, she worked for Acceptance Loan Co., assisting clients with loan contracts, claims and various financial needs. She later worked for Community Bank as a bank teller supervisor, customer service representative and assistant branch manager. She was also an account manager with Hub International and most recently worked as an account receivable/account payable clerk for Xante Corp.

"Abby is a welcome addition to our department," said **Neil Christopher**, the Chamber's chief financial officer. "Her accounting background and skills will translate well to her new role and offer much-needed experience to our billing/collections process."

"I'm excited about the opportunity the Mobile Chamber has given me to grow my career," said Turberville. "I am also thrilled to watch and participate in the growth and changes in Mobile that are supported by the Chamber. I look forward to getting to know the members of the Chamber and supporting their businesses."

Turberville has a bachelor's degree in business from the University of Mobile.

She can be reached at 251.431.8612 or aturberville@mobilechamber.com.

NEIL CHRISTOPHER PROMOTED TO CFO



The Mobile Chamber promoted **Neil Christopher** to the position of chief financial officer. Christopher has worked at the Chamber since October of 2019 as the vice president of finance and operations.

As CFO, he will continue to manage all aspects of financial accounting, expense control and cash management for the Chamber, Mobile Area Chamber of Commerce Foundation, Industrial Development Board of the City of Mobile, Industrial Park Board of Mobile County, Industrial Development Authority of Mobile County, economic development funds and other special funds and accounts, retirement plans and performance contracts. He also leads the Chamber's human resource responsibilities and oversees maintenance and security of Chamber buildings.

"From day one until now, Neil has made a tremendous contribution to our organization," said **Bob Chappelle**, interim president and CEO. "He's talented, energetic and is truly making a difference in our finance and operations department. The title of chief financial officer is well deserved."

Christopher earned a bachelor's degree in business administration from the University of South Alabama.

He can be reached at 251.431.8625 or nchristopher@mobilechamber.com.

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.



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AMBASSADOR OF THE QUARTER

The Business View will feature one of the Mobile Chamber's ambassadors each quarter to spotlight their generous volunteer support of the Chamber. The ambassador program is sponsored by McAleers Office Furniture Co. Inc.



Alycia Young of the **Boys & Girls Clubs of South Alabama Inc.** (BGCSA) is a corporate donor relations manager who cultivates stewardship and fundraising while ensuring the organization's corporate culture systems and procedures support fund development. She also oversees annual events. Young is the Mobile Chamber's Ambassador of the Quarter.

Young worked as a flight attendant for 20 years before giving up the life of traveling. In her first full year as an ambassador, Young said she enjoyed "having the opportunity to support and represent the Chamber at important networking events while learning more about the growth and development of Mobile and the surrounding communities."

"I also love congratulating and welcoming new business and thanking current ones," she added. "The smiles are priceless."

To learn more about the Chamber's ambassador program and how to get involved, contact Molly Tillman at 251.431.8649 or mtillman@mobilechamber.com.



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Q4 2021



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Q2 2021

Q3 2021

Q4 2021

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Now that the weather is starting to get warmer, everyone seems to want to get outside and enjoy all the springtime activities such as festivals, sports, sightseeing and more.

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

Dauphin Island Regatta

April 22-24

This popular sailing event is in its 62nd year and races across Mobile Bay. 251.479.8190 or bucyc.com/dauphin-island-race

Saturdays at the Coop

April 9 from 3 to 5 p.m.

USS ALABAMA Battleship Memorial Park

(Note location change for April only)

Relax and enjoy an evening under the stars, live music, food trucks and local vendors.

Read the Business View IN PRINT AND ONLINE

Enjoy articles from this issue on the Mobile 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.



Important Dates for Election 2022

PRIMARY ELECTION – MAY 24, 2022

- May 9** Voter registration deadline
- May 17** Last day to apply for an absentee ballot by mail
- May 19** Last day for voter to apply for an absentee ballot in person
- May 23** Last day for voter to hand-deliver absentee ballot
- May 24** Absentee ballots returned by mail must be received by Noon*

PRIMARY RUNOFF ELECTION (if necessary) – JUNE 21, 2022

- June 6** Voter registration deadline
- June 14** Last day to apply for an absentee ballot by mail
- June 16** Last day for voter to apply for an absentee ballot in person
- June 20** Last day for voter to hand-deliver absentee ballot
- June 21** Absentee ballots returned by mail must be received by Noon*

GENERAL ELECTION – NOVEMBER 8 2022

- Oct. 24** Voter registration deadline
- Nov. 1** Last day to apply for an absentee ballot by mail
- Nov. 3** Last day for voter to apply for an absentee ballot in person
- Nov. 7** Last day for voter to hand-deliver absentee ballot
- Nov. 8** Absentee ballots returned by mail must be received by Noon*

**Except for persons casting absentee ballots pursuant to the Uniformed and Overseas Citizens Absentee Voting Act (UOCAVA voters)*

APRIL 2022

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

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

When: 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.

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

Contact: Danette Richards at 251.431.8652 or Sally Westendorf at 251.202.7165 or mobile@startupweekend.org

7

MEMBER APPRECIATION DAY

Let the Chamber staff show its appreciation to those who support this organization and make possible the work we do to improve our region. Enjoy a fish fry and live music.

When: 4 to 6 p.m.

Where: Mobile Chamber, 451 Government St.

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

No charge for members. Free parking.

Sponsors: America's First Federal Credit Union, Blue Cross Blue Shield of Alabama, Gilmore, Quality Valve Inc., Roberts Brothers, SAAD Realty Partners, Springhill Medical Center

Product Sponsor: Buffalo Rock

Catering Sponsor: Wintzell's Oyster House

19

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 Chamber, 451 Government St.

Speaker: Lawrence Battiste, Director of Public Safety, City of Mobile

Topics: City of Mobile Public Safety Update

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

Registration requested due to limited seating.

Sponsor: BancorpSouth

28

BUSINESS AFTER HOURS

Join the Mobile Chamber for our popular after-hours event.

When: 4 to 6 p.m.

Where: iHeart Radio, 555 Broadcast Dr.

Cost: Free for members and \$10 for guests

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

To receive free admission as a member, log in and register online.

Sponsor: iHeart Radio

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WHO'S NEW

Crow Shields Bailey Announces New Shareholders, Promotions



Bailey



Crow



Deighton



Hickman



Gafford



Grimme



Pipkins



Keefe

Crow Shields Bailey PC (CSB) named **Andrew Bailey** and **Kenny Crow III** as

the newest shareholders, representing the next generation of leadership for the firm. A graduate of Birmingham-Southern College's accounting program, Bailey has previous experience at Ernst & Young and Warren Averett. Crow earned a master's degree from The University of Alabama and began his career at RSM US LLP in Birmingham.

In addition, CPAs **Sherri Deighton** and **Hope Hickman** were both promoted to principals. Deighton specializes in individual, partnership and corporate tax returns particularly in trust and estate tax returns. Hickman specializes in auditing with expertise in QuickBooks, employee benefit plans, construction contractors, retail, wholesale and condominium associations.

CPAs **John Gafford** and **Caitlyn Grimme** were both promoted to managers. Gafford is one of the heads of CSB's Client Accounting and Advisory Services department and a certified Sage Intacct accounting specialist and Sage Intacct implementation specialist. Grimme specializes in audits of nonprofit organizations, governmental entities, non-public service organizations and construction.

Allie Pipkins CPA was promoted to supervisor. Her specialty is audit services, including construction, manufacturing and distribution, and employee benefit services industries.

Taelor Keefe was promoted to senior accountant. Keefe's specialties include preparing individual and business tax returns, with a focus on estate and trust tax returns.

JJPR Agency Announces New Leadership Team



Agee



Cox

JJPR Agency, a full-service public relations and marketing agency, announced

its new leadership team. **Sara Miles Agee** will serve as the agency's new vice president of creative services and operations, and **Callie Cox** will serve as the agency's new vice president of client services and development. Agee, who earned a bachelor's degree in journalism from Loyola University in New Orleans, has 15 years of agency experience. She most recently served as JJPR's production director. Cox, who joined JJPR in 2018, earned a bachelor's degree in mass communications with a concentration in broadcast journalism and a minor in business from the University of South Alabama.

Burr & Forman Expands with Addition of Seven Attorneys



Spann

Burr & Forman LLP announced the addition of seven attorneys, including two partners and a counsel, staff attorney, law clerk and two associates. Among them is local attorney **Catherine**

Spann as counsel in the commercial litigation practice group in the Mobile office. She earned a bachelor's degree in history and a law degree from The University of Alabama.

Vision Partners Hires New Doctor of Optometry



Wilson

Mary Kathryn Wilson, doctor of optometry, recently joined Vision Partners. She completed her pre-professional undergraduate education at the University of

Mississippi, with an additional four years of professional education at the Southern College of Optometry in Memphis, Tenn., where she received a doctor of optometry degree. She is a member of the American Optometric Association.

Rocconi Joins Infirmary Cancer Care

Infirmary Health welcomed **Rodney Rocconi M.D., FACOG** to Infirmary Cancer Care, where he will serve as associate director and director of research. He will also serve as professor of gynecologic oncology at the University of Alabama at Birmingham (UAB), the only National Cancer Institute Comprehensive Cancer Center in Alabama.

Dr. Rocconi completed a medical doctorate and gynecologic oncology fellowship at UAB. He is board certified in gynecologic oncology and obstetrics and gynecology by the American Board of Obstetrics and Gynecology.



Bellator Real Estate & Development Hires Six New Realtors



Bradley



Carrington



Guyton



Keaton



Rowe



Prince

Six Realtors have joined **Bellator Real Estate & Development**: Sarah Bradley, Jared Carrington, Kaleigh Guyton, Christi Keaton, Dale Rowe and Brittany Prince.

BUSINESS ENDEAVORS

MCHD Division Selected for New Women's Health Project

Family Health, the primary care division of the **Mobile County Health Department (MCHD)**, has been selected to be a part of the self-measured blood pressure program project headed up by the U.S. Department of Health and Human Services' Office on Women's Health. The goal is to create a partner network that empowers women to

maintain healthy blood pressure levels through self-monitoring. Self-measured blood pressure, also called self-monitoring, and with healthcare provider support are critical strategies to reduce hypertension and improve overall heart health.

In other news, MCHD announced a new smartphone app called "My MCHD Health Check" to help patients prevent heart disease. The app will serve as a way for the health department to connect with Mobile County residents and visitors, providing information quickly and efficiently to anyone with a smartphone. The Mobile County Health Department app is available for download for free in the App Store and Google Play. Search "My MCHD Health Check"

In addition, the MCHD's Prevention and Wellness directorate is implementing a new online portal to help the public request assistance from Vector Services and receive feedback on their request. The new online portal will allow complaints from the community to be submitted and tracked online. A case number is assigned, which allows the resident to check the status on a public dashboard. At the same time, an email is sent to the MCHD clerical staff. To learn more about the department, visit mchd.org/vector-control.

Mobile County Board of Health Elects Officers

The **Mobile County Board of Health** elected officers for 2022. **Dr. Desiree A. Soter-Pearsall**

will serve as chairman of the Board of Health.

Taking on the role of secretary is **Dr. Michael L. Sternberg**. Returning members include **Dr. Michael Meshad**, **Dr. Joseph Ewing Bornstein**, **Dr. Stacey Wing** and **Dr. Michael Chang**, along with Mobile County Commission President **Merceria Ludgood**.

Pursuant to Title 22 Code of Alabama 1975, the Board of Health includes six physicians serving on the Medical Society of Mobile County's Board of Censors and the current president of the Mobile County Commission.

Mobile's First LGBTQ+ Liaisons Appointed



Tyner



Fox

Mayor Sandy Stimpson named **Michael Tyner** and **Natalie Fox** as LGBTQ+ liaisons

to his administration. They are the first to hold such positions in the city of Mobile. They will work directly with the mayor's administration to help make sure leaders throughout Mobile have an LGBTQ+ perspective on city policies and services. They will also serve as an important voice for the community, working with advocacy groups, businesses and individuals to relay concerns from LGBTQ+ Mobilians directly to the mayor's office.

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Goodwill Introduces Online Shopping

Goodwill Gulf Coast announced you can shop online with purchases shipped directly to your home. When you shop the donated goods in store or online, proceeds support Goodwill's community programs and services in 10 counties along the Gulf Coast. Visit shopgoodwill.com/mobile.

WELL DONE

Mobile Section, Alabama AGC Announces New Officers and Directors



The Mobile Section of the **Alabama Associated General Contractors of America Inc.** (AGC) recently installed its 2022 officers. The following Chamber members were included: **Josh McElhenney**, president of **McElhenney Construction Co. LLC** as president; **John Whitman** with **Mobile Asphalt Co. LLC** as vice president; **R. J. Gonzales** with **Southern Earth Sciences** as associate president; and **R. Chad Brown** of **Thompson Engineering** as associate vice president. **Thomas Cotton** with **Thomas Industries** is chair of the Mobile Section's Construction Leadership Council (CLC). **Robert McDonough** with **McElhenney Construction** is serving as vice chair.

CLC is designed to provide activities and programs to younger professionals within AGC. CLC functions as a venue to network, socialize, learn and exchange ideas about the construction industry.

Austal USA Engineering Team Recognized

Austal USA's engineering team was recognized with two awards from the Mobile Area Council of Engineers (MACE). The company's engineers won the MACE Engineering Project of the Year award for their team effort on design upgrades developed on the future USNS Cody (EPF 14) for the U.S. Navy's Expeditionary Fast Transport program.

Also, Austal's structural engineering lead, **Charlene Matthews**, was recognized as MACE's Marine Engineer/Architect of the Year. Matthews is a graduate of the University of Southern Mississippi with more than 27 years of engineering experience. She is currently overseeing the structural engineering effort for the Navajo-class Towing, Salvage and Rescue Ship (T-ATS) contract award – the first ships planned for the company's newly constructed steel production facility.

Marketing Consultant Named to 'Top 200 Biggest Voices in Leadership' List



Nathaniel Patterson, a managing partner of **A Culture of Excellence** marketing consultants, recently made the *LeadersHum Power* list of the "Top 200 Biggest Voices in Leadership" to watch for in 2022. *LeadersHum* is a free community that enables global leaders, thinkers and coaches to voice their opinions through blogs, videos, e-books, etc. Patterson is an author, coach, public speaker and trainer, focusing on building a new generation of "intrapreneurs" and leaders.

Green Magic Landscape Earns Pesticide License

Larry Koen, owner of **Green Magic Landscape**, passed the Alabama Department of Agriculture commercial pesticide applicator test for ornamental and turf pest control. The company is now licensed to apply pesticides to control insects and diseases of exterior ornamental plants and trees as well as weeds in exterior ornamental areas such as landscape beds, tree and shrub plantings, sidewalks, driveways or similar areas.

Battleship Memorial Parks Breaks Record

The **USS ALABAMA Battleship Memorial Park** released its numbers for park attendance in 2021. During the past year, 350,762 visitors were welcomed to the park, with visitors representing all 50 states. Other milestones in 2021 included a record-breaking July, with 61,297 visitors touring the historic WWII battleship USS ALABAMA and submarine USS DRUM. Since it opened in January 1965, Battleship Memorial Park has welcomed more than 19 million visitors.

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*, *TheKnot*, *The Philadelphia Inquirer* and *Philadelphia Daily News*. In this issue, Riley's photography is featured in the Member Spotlight story, Investor Focus and the economic development package.

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

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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.

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Providing value that impacts the bottom line.
Reimagining the business of business.
Knowing the most important business—is yours.



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