

Mobile Area Chamber of Commerce

MAY 2016

the **business**VIEW

Annual
**Chamber
Chase**
Campaign
Launches

**New Company
Announces**
125,000-square-foot
Warehouse

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**Small Business of
the Year** Nominees





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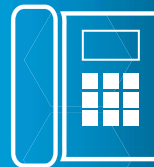
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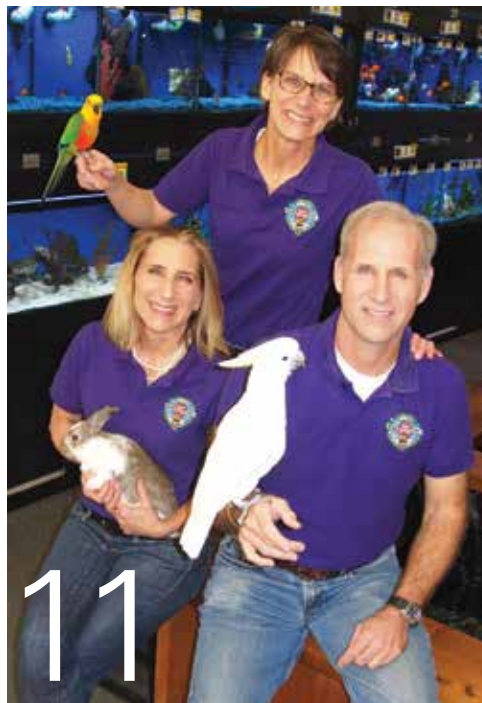
Mark Hieronymus, owner of Hieronymus CPAs, is leading this year's Chamber Chase campaign. He's pictured here at the Ronald McDonald House. See story on pgs. 20-21. *Photo by Jeff Tesney*



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Danby Group Announces Warehouse and Distribution Center in Saraland

Danby Products, a manufacturer of appliances announced it will open a southern distribution warehouse in Saraland to serve customers located across the Southeastern U.S. in Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, Oklahoma, South Carolina and parts of Texas. The operations will be located in a 125,000-square-foot facility that will ultimately include a small factory outlet retail store.

The new facility opened in April and is located at 252 Jacintoport Blvd., in the Mobile River Industrial Park. Once fully-operational, the company will employ 25 full time workers.

Eian Campbell, director of operations with Danby said the company evaluated the ability of numerous locations to receive inbound ocean containers in conjunction with a review of outbound transportation services – specifically road transportation and intermodal rail service. They also evaluated warehousing opportunities coupled with a review of the skill sets of the local workforce.


“The results of this study determined that Mobile and the surrounding area was the ideal location for the Danby group of companies to put its new distribution warehouse,” he said.

Danby will be utilizing the Port of Mobile to receive incoming merchandise in ocean containers, and with this expansion, will be able to extend current business relationships with its transportation providers to utilize the readily accessible rail intermodal and transport truck over the road services.

“Danby is a great example of the positive impact that the Port of Mobile has on new and expanding industry. The new intermodal and container expansions at the Port will continue to support industry growth and investment in the Mobile area,” said **David Rodgers**, project manager for the Mobile Area Chamber.

“This new business opportunity will enable us to grow our business with our current and new customers located in the southern United States,” said Campbell.

“We are excited that Danby has decided to add Saraland to the list of cities it calls home. Mobile County and the entire region benefit from the diversity this distribution center adds to our business and industry profile,” said Mobile County Commissioner **Merceria Ludgood** whose district is where Danby will be located. “Danby’s record of environmental stewardship makes it a welcome partner as we work to maximize port operations while protecting our water resources that we value so much.”

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



November 3 - 11, 2016

Highlights of the trip include: San Jose, Coffee Plantation, Guanacaste, Monteverde Cloud Forest, Hanging Bridges Tour, Arenal Volcano, Lake Arenal Cruise, Cooking Demonstration, Cano Negro Refuge, Zarcero, National Theatre

Learn about Costa Rica's unique vegetation on a guided nature walk through the cloud forest.

Spot indigenous wildlife while on a Cano Negro riverboat cruise.

Enjoy the tropical landscapes and breathtaking scenery surrounding Arenal Volcano.

Cost: \$2,699 per person (based on double occupancy)

Includes: Airfare, hotel, tour guides, transportation, many meals, excursions & more

Contact Leigh Perry-Herndon at 251-431-8645





MAAS Aviation Breaks Ground on Paint Shop to Support MRO Aerospace Industry

Just a week before the first Airbus A321 painted in Mobile rolled out of a MAAS Aviation hangar, the company broke ground on a twin-bay paint shop facility dedicated to the maintenance, repair and overhaul (MRO) market. The new facility will also support the company's existing painting operations at the Airbus final assembly line. The paint shop will be located at Mobile Aeroplex at Brookley.

"MAAS brings much-needed capabilities to the

growing aerospace sector," said **Troy Wayman**, vice president of economic development at the Mobile Area Chamber. "Their presence will be key to our continued growth."

According to MAAS officials, the \$13 million MRO facility can cater to all passenger airlines, leasing company owners and freight carriers from a single aircraft to entire fleet rebranding programs. It is being built to service the single-aisle, narrow-body aircraft market with capacity of 90 aircraft a year up

to the size of Airbus A321 and Boeing B757, and is expected to be in service by the end of 2016. Once fully operational, it will create 100 jobs.

"This development at Brookley presents an opportunity for MAAS to co-locate our aircraft painting operations with Airbus and VT Mobile Aerospace," said **Tim Macdougald**, vice president of MAAS Aviation USA.

"These are momentous times for MAAS Aviation, and the construction of this painting

facility here at Brookley represents the largest single investment undertaken in the history of our company," he said. "Brookley will be our U.S. headquarters, and we look forward to providing world-class levels of service to aircraft operators and owners located throughout the Americas right here in Mobile from the end of 2016."

MAAS Aviation, headquartered in Dublin, also has European facilities in The Netherlands and Germany. 

National Transportation Research Group Names Mobile's Greatest Transportation Deficiencies




A new report identifies Alabama's 50 most-needed transportation improvements to address deficient, crowded or congested roads, highways and bridges throughout the state. Released by TRIP, a Washington D.C.-based national transportation research organization, five of the top 20 projects in Alabama are located in Mobile.

"Good infrastructure and economic development go hand in hand," said **Bill Sisson**, president and CEO of the Mobile Area Chamber. "In Mobile, we're blessed with an excellent transportation network – deep water, air, interstate and rail. But to remain competitive, it's critical that improvements and expansion continue to be made to that network."

Making needed transportation improvements would enhance economic development opportunities throughout the state by increasing mobility and freight movement, easing congestion, improving safety and making Alabama an attractive place to live, visit and do business, according to the report.

The top five projects in Mobile are:

- Capacity improvements on I-10 from downtown Mobile across Mobile Bay;
- Widening U.S. 98 from the Mississippi state line to Mobile;
- Adding lanes on I-10 from the Mississippi state line to Mobile;
- Adding lanes to I-10 on the Eastern Shore; and
- Widening U.S. 90 in Mobile. 

Free Digital Marketing Help for Chamber Members

Digital marketing can be challenging for any size business. Marketing costs money. Email marketing costs money. Search engine optimization and social media management cost money. How do you compete?

Save Local Now (SLN) is the Mobile Area Chamber's solution to all these challenges and is free to all members. SLN's mission, in conjunction with the Chamber, is to support local business by better connecting them to the people in their community.

SLN digital tools include:

- **Post publishing.** This platform lets you publish promotions for your business, such as: "BOGO for First Time Customers!" or "We're open late on Wednesdays" or "Check

out our new product now sold in-store!"

- **Social media sharing.** The SLN platform allows you to share business promotions to your own social media pages, including Facebook, Twitter and Google+.

- **Email marketing.** Share your business promotions through SLN's free email marketing. Keep in mind this is your email marketing; SLN does not have access to your email list and reminds you that while social media is to reach more customers, email marketing is to generate more revenue.



- **Search engine optimization.**

SLN provides free search engine optimization to each member's profile. When you sign into your SLN platform (SLN trainers are available to help you with a login and password to claim your page), make sure you have accurate and up-to-date information, a detailed business description and as many keywords as

possible. When consumers are searching for the products and services you provide, SLN will help place your business higher and higher on search engines like Google.

"Whatever the size of your business, this benefit is available for you with minimal effort, and it's free with your Chamber membership," said **Carolyn Golson**, the Chamber's vice president of membership. "If you aren't already using this benefit, call the membership department today at 251-431-8617 to get started."

For more information, visit www.mobilechamber.com/save-local-now.

Pathway USA Leads Bishop and Faulkner State Graduates to South

The University of South Alabama's (USA) new Pathway USA program with Bishop State and Faulkner State Community Colleges will be a vehicle for attendees to achieve a four-year degree. The academic partnership will enable more local community college graduates to transfer to USA and earn bachelor's degrees, said USA President **Tony Waldrop**.

Pathway USA will begin with the 2016 fall semester and is geared toward students who are not admitted to South as well as students who may simply prefer to begin their college education at Bishop and Faulkner. Students may choose to have a copy of their USA application and supporting documents forwarded to either college for admission consideration.

Bishop and Faulkner students who enter the Pathway USA program will have unique benefits, such as:

- Guaranteed admission to USA upon successful completion of the associate's degree with a cumulative grade-point average of 2.0 or higher;
- A USA academic advisor assigned to them who will meet students at Bishop and Faulkner State and provide

individual guidance on course selection and map out degree plans;

- Reverse Transfer agreements that will allow Bishop and Faulkner students who transfer to South without an associate's degree to complete that degree after entering USA;
- Special discounts through USA's Jaguar Productions; and
- Complimentary admission to USA athletic events.

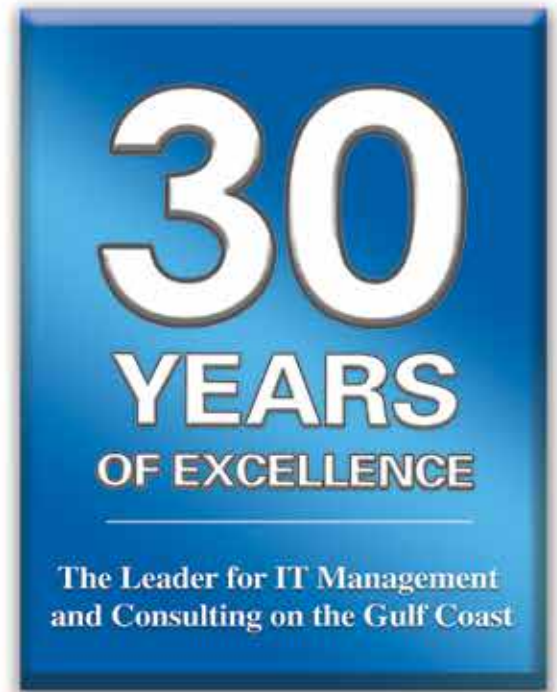
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Two Chamber Member Companies from Mobile Receive Trade Awards

Lt. Gov. Kay Ivey recently presented Trade Excellence Awards to two Mobile-based companies, Aker Solutions Inc., and MapuSoft Technologies.

The Mobile Area Chamber nominated the companies based on international trade activity and participation.

Aker Solutions offers energy companies a wide range of expertise, including subsea production equipment and offshore field design. The firm also performs maintenance and other services to extend the lifetime of oil and gas fields.

MapuSoft provides software solutions used in embedded devices in the military/aerospace, telecom/networking, medical, automotive and consumer electronics industries. The company's tools are used to migrate embedded software to new operating systems and develop new applications that run on multiple computing environments.

The International Trade Administration, a U.S. Department of Commerce agency that promotes efforts of nonagricultural services and goods, reports less than 1 percent of America's 30 million companies export – a percentage significantly lower than all other developed countries. “We have a significant number of companies in the Mobile area that are exporting, but we do want to see that number grow,” said **Christina Stimpson**, director of the Chamber's international trade program.

“We hope this recognition helps other companies explore international markets as a viable way to grow their business,” she added. “Many businesses could benefit from learning about international business opportunities and what resources are available to help.”

According to the Alabama Department of Commerce,



Aker Solutions received a Governor's Trade Award. Team members are pictured above with Lt. Governor Kay Ivey (third from right).




Members of the MapuSoft team received a trade award. The team is pictured above with Lt. Governor Kay Ivey (second from right).


Alabama's 2015 exports, valued at \$19.37 billion, held steady at near-record levels despite headwinds in global markets.

Top exports included transportation equipment,

primary metals and machinery.

Other recipients of the 2016 Governor's Trade Excellence Awards were: GATR Technologies in Huntsville; Life Data Labs Inc., Cherokee;

Linden Lumber LLC, Linden; MMI Outdoor Inc., Montgomery; Schreiber LLC, Trussville; and TriVector Services Inc., Huntsville. 



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Finalists Announced for Small Business of the Year

According to the judges for the Mobile Area Chamber's 2016 Small Business of the Year award, the finalists this year were an impressive bunch. Among their comments:

- "They have a handle on the needs to expand their customer base with creative campaigns and marketing."
- "Their focus on developing a new line of business across diverse, yet related, markets

speaks strongly of future growth."

- "The firm has taken a number of creative, innovative and necessary steps to ensure future expansion."
- "It appears they value employees as well as customers."
- "Longevity of client relationships speaks volumes."

Finalists for Small Business of the Year are: B&B Pet Stop, FusionPoint Media and Karen

C. Simmons PC. Together, these companies employ 59 people and have operated in Mobile 57 years.

On Wednesday, June 8, during the Chamber's Small Business Awards luncheon, the winner will be revealed as well as the Outstanding Entrepreneur of the Year, E. Grace Pilot, co-founder of Pilot Catastrophe Services.

During the Small Business conference, the Chamber will offer three valuable professional development opportunities to increase business growth. Topics include matching small businesses and potential lenders, addressing critical legal issues and engaging employees in the innovation process. (See more on pg 14.)



B&B Pet Stop

Years in business: 35
Number of employees: 44
Address: 5035 Cottage Hill Rd.
www.bbpetstop.com

As a child, B&B Pet Stop founder **Bill Trufant** was so fascinated with tropical fish that when he was old enough to work, he was paid in fish for the first few years. Spring Hill College lured the Louisiana native to Mobile, and after graduating he opened his first store in 1981 in Saraland. Within a year, he moved it to Mobile to be closer to his customers.

In its 10th year, Trufant expanded the business to a 14,400-square-foot superstore on Cottage Hill Road near University Boulevard, and recruited his sisters, **Sally Trufant** and **Mary Trufant**, to join the company.

A few years ago, the expansion of big box competitors in Mobile and online sales dealt a blow to the company. The Trufant trio buckled down and made 2014 the "year of renovation," followed by 2015, the "year of marketing."

B&B made improvements to its store, introduced new discounts, added inventory and revamped its customer loyalty program. In addition, B&B organized a year's worth of unique events to draw people to the store – like Extreme Ferret Races, Bunny Hop and pet photos, donating the proceeds to local rescue groups.

B&B Pet Stop has 44 employees and is celebrating its 35th anniversary this year.



FusionPoint Media

Years in business: 16
Number of employees: 5
Address: 4356 Midmost Dr.
www.fusionpointmedia.com

The team at FusionPoint Media knows "it's never the cookie-cutter approach that wows the crowd." To stay relevant the company must produce a fresh mix of videos, graphic design, web design and photography to capture attention-getting results for both local clients and Fortune 500 customers.

The founding members, led by President **Brian Jordan**, have roots back to QMS (now Konica Minolta) as members of the QMS marketing team and a former QMS client.

They strive to take customer service to unprecedented levels

by being accessible all hours of the day. That personal response to the growing cry of "I need it ASAP" is the heart of FusionPoint's success and customer growth.

And in keeping with their "Yes, we can" attitude, after purchasing a 6,000-square-foot building last year, the 16-year-old company's five employees took on some of the needed renovations themselves, strapping on their tool belts and getting out their paint brushes.

The new in-house studios will provide another revenue stream for the company. One is currently being rented to a client producing a nationally syndicated reality show broadcast on the Oxygen channel.

Karen C. Simmons PC

Years in business: 5
Number of employees: 10
Address: 712 Oak Circle Dr. E., Ste. A
www.ksimmonscca.com

When it comes to handling a client's financials and/or taxes, the margin for error is zero. And that's a truism that applies to the majority of Karen C. Simmons PC's customers – small businesses.

Before starting her own company five years ago, **Karen Simmons** was a partner in a larger firm.

In the past year, she has implemented new technologies, offering clients 24/7 access to tax records, the ability to export file backups and live, one-on-one assistance.

Despite crediting increased technology with making her more efficient, technology also presents one of the company's greatest challenges, Simmons said. Delays in releasing tax season software reduce an industry-wide four-month busy



season down to one. Employees participate in continuing education and adjust hours to stay ahead of the timeline as much as possible.

Last year, Simmons took advantage of the decreasing number of firms offering payroll services by purchasing

a Payroll Vault franchise. The move is saving her customers time, money and liability, and expanded her services to include payroll, timekeeping and human resource functions.

While retaining employees at a small company can be challenging, Simmons believes

her family-friendly policies make the difference.

"Employees who are encouraged to actively participate in the things they enjoy tend to have an even greater drive to be successful in their jobs," she said.

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Left to right: John Erwin, Aaron White, Carla Joyner, Sam Davis Jr., Doug Thomas, Brandon Armstrong, Joel Ross, Karen Morris, Jim Sigler, John Naughton

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Small Business Conference 2016:

Information You Need to Make Your Business Grow

The Mobile Area Chamber's Small Business Conference offers networking and professional development seminars designed to arm business owners and entrepreneurs with critical knowledge, tools and strategies. During this conference, participants will meet experts who will provide business advice and consulting, business development and growth strategies, and lenders to assist with financing needs. Sessions include:

June 6

"Where's the Money?"

Matching Businesses and Lenders for Business Growth

Program: Facilitated by the Alabama Small Business Development Center Network (SBDC)

One of the most pressing challenges to managing and expanding a small business is having or finding sufficient resources for capital.

"Where's the Money?" kicks off with presentations from financing experts providing capital from \$500 to more than \$2 million. You'll learn what financing options are available and whether you should use debt, equity or alternative sources of funding.

After lunch, attendees will have access to one-on-one meetings with the financing experts to discuss specific needs and questions.

When: 9:30 a.m. to 3 p.m.

Where: American Red Cross, 35. N. Sage Ave.

Cost: \$20 members or \$25 non-members, and includes lunch.

June 7

"The Power of Innovation"

Engaging Employees for Business Growth

Program: Presented by Dale Carnegie Training by Emerald Coast

Leaders tap into the power of human potential. They accept that they alone don't have all the answers, customer knowledge, and new ideas needed to move an organization forward. The innovation process provides nine important steps to achieving continuous innovation in your business resulting in new discoveries, better ways of doing things, reduced costs and improved performance and bottom-line.

When: 8:30 to 11:30 a.m.

Where: Mobile Area Chamber, 451 Government St.

Cost: \$20 members or \$25 non-members. The first 20 Chamber members to register will receive a \$5 discount.

"Critical Legal Issues Impacting Business Growth"

Program: Facilitated by David Hannan, shareholder, Maynard Cooper & Gale PC

Legal headaches and the danger of crippling litigation and liability can take you by surprise and severely hurt your business's bottom line. Leading attorneys and professionals will address timely topics of new rules relating to independent contractors, the joint employer rule, workplace violence, cyber liability, social media, non-compete agreements and how to protect your company from costly litigation.

When: 1:30 to 4:30 p.m.

Where: Mobile Area Chamber, 451 Government St.

Cost: \$20 members or \$25 nonmembers. The first 20 Chamber members to register will receive a \$5 discount.

June 8

Mobile Area Small Business Awards Luncheon

Program: The awards luncheon recognizes and celebrates entrepreneurship and small businesses. The Outstanding Entrepreneur and Small Business of the Year will be presented.

Professional speaker, author and entrepreneur Rob Hackbarth will share one of the most powerful stories of his life – a baseball game he pitched when only 10 years old. Throughout that game, three major principles that served as the cornerstone to the success of his company, were captured, along with the importance of the "centerfielder concept." A storyteller at heart, Hackbarth reveals simple tools for success based on the timeless principles of attitude, teamwork, passion and enthusiasm, to encourage and inspire others to believe in themselves for life-changing results.

When: 11:30 a.m. to 1:15 p.m.

Where: Renaissance Mobile Riverview Plaza Hotel, 64 S. Water St.

Cost: \$40 Chamber members or \$50 nonmembers/\$400 Chamber member tables of 10

Contact Information for the Small Business Conference and Awards Luncheon

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

Reservations are required by Wednesday, June 1, and payment is due at time of registration. No refunds after that date.

Visit events.mobilechamber.com for more details on all of the slated events.

Meet Rob Hackbarth, Small Business Awards Lunch Speaker



A Birmingham native, **Rob Hackbarth** established his dream company, Hackbarth Delivery Service (HDS), in 1975. Headquartered in Mobile, the company has grown from a one-vehicle startup to 26 locations in 10 Southeastern states.

Hackbarth will give the keynote address at the Mobile Area Chamber's Small Business Awards luncheon on Wednesday, June 8, at 11:30 a.m. at the Renaissance Mobile Riverview Plaza Hotel.

Over the past 40 years, Hackbarth and his wife, Carol, have been active with the

Chamber. The couple has also served on the boards of the Customized Logistics and Delivery Association, the professional association for the transportation industry; and L'Arche Mobile, working on behalf of the mentally challenged. They have also worked with other local nonprofit organizations.

As the second edition of his first book, *There are No Small Moments*, was being released two years ago, Hackbarth passed the baton as CEO of HDS to his daughter, **Kelly Picard**, so he could concentrate on speaking engagements, write a weekly

newsletter and work on his second book, *The BET*, set for release later this year.

In 2014, Hackbarth established a new company, Mondays are Great LLC, as the foundation for his writing and speaking ventures. Lecture topics include leadership, overcoming adversity, teamwork, time management and positive thinking. As the premise for his first book supports, Hackbarth believes that a single moment in time may be the most important in a person's life, encouraging others to live expecting something great.



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Outstanding Entrepreneur Grace Pilot

"Our company was built on faith." That's what **Grace Pilot** says about Pilot Catastrophe Services, the company she and her husband Walter started in their kitchen 33 years ago. A few months later, Hurricane Alicia struck Galveston and Houston and gave the fledgling business, created to help people in times of tragedy, the security the couple needed. Today, it is one of the largest independent insurance adjusting firms in the country.

The Mobile Area Chamber is recognizing Grace Pilot as the Outstanding Entrepreneur Wednesday, June 8 at its Small Business Awards luncheon.

Grace credits the success of Pilot Catastrophe to principals she learned from her Christian

parents. "They taught us to work hard. Something not everyone learns today." She adds, that her family didn't have a lot growing up, but what they did have her father shared with others.

Pilot adjusters have worked every major disaster including Hurricane Katrina, earthquakes in California, fires in Malibu and tornadoes in the Midwest. At press time, the company has a team deployed in response to those affected by the spring floods in Mississippi, Louisiana and Texas.

While the direct employee number is tied to the number of adjusters in the field and fluctuates, the company consistently employs hundreds locally and thousands nationwide,



including all of Grace and Walter's children. In addition to its Mobile headquarters, Pilot has training centers in Dallas and Hudson, Ohio.

Grace serves as chair, secretary and treasurer of Pilot Catastrophe. Recently celebrating her 80th birthday, she still comes to the office several days a week and collaborates with fellow board members on corporate strategies and oversees operations and training.

Her selection as Outstanding Entrepreneur came from a committee of business leaders using guidelines such as a substantiated history as an established entrepreneur, the impact of the business on the local job market and innovation.

"Grace is a long-time leader and philanthropist. The committee talked at length about the value and contributions

made through Pilot Catastrophe that have impacted hundreds of thousands of disaster victims throughout the nation as well as many right here in our community," said **Bill Sisson**, the Mobile Area Chamber's president & CEO. "She exemplifies the spirit of

entrepreneurialism, and she and the company are models for excellence when it comes to giving back to our community."

Among her many philanthropic endeavors, the E. Grace Pilot Foundation supports efforts to create a positive change in the communities in which she serves, providing financial

support primarily in the areas of education, economic community needs and Christian ministry.

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Bill Sisson
*Mobile Area Chamber
president & CEO*



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The team at e-worc consists of (from left to right): Justin Johnson, Blake Howe, Matthew Cox, Michelle Crowe Ritter, Michelle McCaskill, Melinda Evans and Amber White.

Managing the Digital Marketplace

Mobile-Based e-worc Still Growing After Nearly Eight Years

Things are moving quickly these days for e-worc Web & New Media, and that's exactly how the full-service, Mobile-based digital media agency's chief decision maker says it should be.

"Because we work in a digital environment, things happen quickly and sometimes areas grow without warning," said **Michelle Crowe Ritter**, who founded the firm in 2008.

Although e-worc more than doubled its workforce from three to seven between 2014 and 2015, Ritter said the field's pace makes it difficult to plan for employee expansion, so she plans simply to "react to the market as necessary."

"Business does continue to grow so there will be new

people on our team this year. The question is always 'Which modality?'" she said.

At its core, Ritter said e-worc develops and delivers custom websites that meet client needs while communicating their messages "in a way that consumers, search engines and site readers can understand."

In turn, that means utilizing every digital marketplace tool at their disposal to maximize client exposure and profitability.

That could mean:

- Optimizing websites for organic search results;
- Managing paid online search campaigns;
- Building and managing social media profiles;
- Designing and managing email marketing campaigns;

- Working with local broadcast television and radio to establish an online presence on local media websites;

- Hosting company website and email accounts on a secure, HIPAA- or PCI-compliant environment; and

- Assisting with e-commerce setup.

"e-worc is large enough to take care of our clients, but we are still small enough that we can be agile and adaptive," she said. "We work with companies of all sizes and in multiple industries, and we understand that every client needs something different and is in different phases of growth."

In fact, e-worc has experienced about 35 percent revenue growth in the past 12

months, which Ritter called a "little surprising" after nearly eight years in business.

"The end of the year usually slows down, and then we get traction again in mid-January. Nothing slowed down in 2015, but 2016 ramped up as usual. We're seeing that in our business and in our clients' businesses. I think the growth of our city is having a very positive effect on us all," she said.

Want to be featured here?

Go to mobilechamber.com to submit an application, or contact Danette Richards at 251-431-8652 or drichards@mobilechamber.com.



Chamber Chase is successful thanks to volunteers who work to recruit new members and solicit Chamber event sponsorships and advertising. Pictured here at the Ronald McDonald House are several Chamber Chase volunteers. They are: Saty Putcha, Murphy Business and Financial; Linda Faulkner, Evonik Industries; Ryan New, BBVA Compass Bank; Campaign Chairman, Mark Hieronymus, Hieronymus CPAs; and Sharon Murrill, Alabama Power.

Photo by Jeff Tesney

Hieronymus Heads Up Volunteers in Chamber's Total Resource Development Campaign

Each year, the Mobile Area Chamber organizes a total resource development campaign with volunteers and staff recruiting new members, securing sponsorships for Chamber events and more to help the Chamber continue its mission of being a progressive business advocate.

As part of the campaign, the group is led by a leader in the community. **Mark Hieronymus** of Hieronymus CPAs agreed to serve as chairman for 2016.

"The Mobile Area Chamber has been a catalyst to a majority of the growth and changes we are seeing in Mobile," said Hieronymus. "With the Chamber's leadership and vision, Mobile is becoming a prominent place on the map. To continue this momentum, we

all need to get involved to make Mobile a quality place to live and work."

Hieronymus is encouraging prospective members to join with the Chamber's 2,000 members, representing 110,000 employees, to continue making the area strong. Members are the life blood of the Chamber.

"Teams benefit from the exposure and networking with other volunteers and it's a link to developing stronger relationships with customers," said **Carolyn Golson**, the Chamber's vice president of membership.

"The volunteers can let

their customers know about opportunities available at the Chamber and can also use their involvement with the campaign to open doors with potential customers."

When asked why she participates each year, **Sharon Murrill** with Alabama Power Co., said: "I participate to enjoy the friendship with fellow Chamber Chase volunteers, to network with

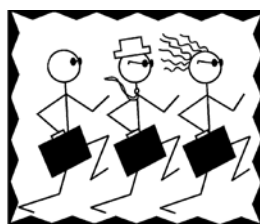
employees of other companies, and help grow the Chamber. Mobile has so much to offer and I want to be a part of the growth."

James Alexander of BancorpSouth added: "I participate because I believe

the Chamber is an essential driver of economic development in our community, which directly results in more jobs, better salaries and ultimately a higher standard of living in our community. I also enjoy the camaraderie that is the foundation of Chamber Chase."

The Chamber Chase campaign officially kicks off with a breakfast on Thursday, May 5, with a goal of \$1,130,000 in memberships, sponsorships, advertisements and in-kind sponsorships.

To volunteer, participate with a company team, donate a door prize for the volunteers or to get involved, contact **Golson** at 251-431-8622 or cgolson@mobilechamber.com.



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2016 Chamber Chase Teams

Alabama Power	International Shipholding Corp.
Arkema	Jeff Tesney Photography
BancorpSouth	LLB&B Inc. Real Estate
BB&T	Mobile Area Chamber of Commerce Ambassadors
BBVA Compass Bank	Mobile Area Chamber of Commerce Board of Directors
Blue Cross/Blue Shield of Alabama	Mitternacht
C Spire	Mobile Gas, A Sempra Co.
Century Bank	Regions Bank
Community Bank	Roberts Brothers Inc.
Crow Shields Bailey PC	ServisFirst Bank
Evonik Industries	Trustmark National Bank
Hancock Bank	Young Professionals
IBERIABANK	

As of 4/1/16

How can the business community be a part of the Mobile Area Chamber's annual total resource development campaign, Chamber Chase?

Visit the campaign website, www.chamberchase.com, for ideas.

- Join the Mobile Area Chamber.
- Raise your visibility by joining the Chamber's board of advisors.
- Gain exposure for your company by sponsoring an event.
- Promote your business with an advertisement in a Chamber publication.
- Contact Carolyn Golson at 251-431-8622 for details.

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A CULTURE OF GIVING

In January, the Mobile Area Chamber named **Mark Nix** with Infirmiry Health as board chairman. During his remarks at the Chamber's annual meeting, Nix issued a challenge to every member business. He said, "We - as business owners, presidents, CEOs, marketing specialists and salesmen - should challenge our employees and employers to rally around projects and agencies that focus on serving Mobile's neediest." Over the course of this year, *The Business View* is committed to promoting successful community service efforts and sharing resources that will help companies create volunteer programs. On the following pages, *The Business View* explores "A Culture of Giving" and hopes it will spur some ideas on how you can volunteer in your community.

A Culture of Giving, Team Unity at Infirmiry Health

By Mark Nix, Infirmiry Health and Mobile Area Chamber of Commerce Chairman



Having been fortunate to work alongside healthcare providers for most of my career, I have always admired individuals who have chosen caring for others as a career path.

My observation is that most healthcare providers, when choosing their profession, followed an inherent desire to give of their time and talents to help others improve their lives in some way. I have seen countless examples of nurses, and others, going well above and beyond their normal job responsibilities to help others, including patients and their family members, friends, co-workers and even former patients they have cared for.

I routinely receive recognition letters from patients and family members of patients recognizing our team members for their care, compassion and service that

often extends well beyond their basic job requirements.

Over the years, I have noticed this interest in helping others often extends beyond the workplace. Employees across our entire organization are always participating in community events that raise money and provide resources to help others in some way.

It was this individual, yet common, behavior of so many that led to our organization creating our iHelp Committee.

This committee, made up of employee volunteer members, conducts polls of our employees to determine the community needs and nonprofit organizations they would like to see our organization support. They

evaluate all requests for assistance from our organization and make recommendations to our management team. They also identify opportunities for our team members to volunteer at events in support of numerous community needs.

This process has not only helped many organizations and individuals in need, it has also created a

culture of giving and team unity throughout our organization. This is a culture and team unity we could not have purchased or dictated. It develops when you provide opportunities for people to help others.

Along the way, many people's lives in our community have

been improved through the volunteer efforts of total strangers.

During my comments at the Chamber's annual meeting in January, I issued a challenge to other organizations and their leaders to encourage volunteerism among their employees.

Additionally, I asked that the heads of organizations throughout our community choose a community nonprofit organization their company and employees could adopt for the benefit of others.

Several stories in this issue of *The Business View* focus on opportunities to get involved and serve others, be it through our Chamber Chase efforts or another project. I appreciate those of you who are already engaged in this process, and I ask that others consider joining us in making our community a better place for all of us.

“Over the years, I have noticed this interest in helping others often extends beyond the workplace.”

Your Small Business **CAN** Make a Big Impact on Our Community

SMALL BUSINESS corner

Philanthropy isn't just something big business does. Throughout the county, small businesses are making "giving" a part of their culture and mission. And with the variety of opportunities to give back, no company is too small to make a difference.

There are many reasons to incorporate giving into your business culture. It's the right thing to do. It raises your company's visibility and reputation in the community. It improves teamwork and morale and decreases turnover. And it can make a positive impact on your bottom line.

Giving back is an important mission for the Mobile Area Chamber. Each year we have a team for United Way Day of Caring. Some recent projects including yard work and landscaping for St. Mary's Home and the Girl Scouts of

Southern Alabama as well as sorting, inspecting and stocking food donations for Feeding the Gulf Coast (formerly Bay Area Food Bank).

Chamber staff also planned a meal, purchased the ingredients, prepared and cooked for the Ronald McDonald House families. During their time of medical uncertainty, a hot meal prepared at the house is greatly appreciated by the families at the end of a long day at the hospital.

Community involvement also plays a significant role in the eyes of the judging panel when selecting any of the Chamber's small business award recipients.

An example of this comes from one of the Chamber's Small Business of the Year finalists. Since March 2007, B&B Pet Stop has been encouraging customers to "round up" to the next dollar



Volunteers serve a meal to families staying at the Ronald McDonald House.

and make a donation to a local charity when checking out. The designated charity changes each month and is always a local group helping local people.

Throughout the city, innovation is changing how locals give back. And there is a new initiative in Mobile for individuals and companies looking for ways to engage in the community and make a difference – One Mobile. Taking its name and inspiration from Mayor Sandy Stimpson's idea that "we are One Mobile," the group has no formal ties to the city.

One Mobile encourages local ideas and helps residents and organizations collaborate via a custom web platform (www.onemobile.org) that lets users reach beyond their immediate networks to find support for their projects. This menu of opportunities for "skills-based"

volunteering typically involves contributing personal or professional expertise pro bono, but there are other ways individuals and companies can make a difference – from playing live music or painting faces at a weekend fundraising event to providing the legal, accounting or marketing support to help get a new nonprofit off the ground.

One Mobile can work with whole departments or entire companies to discover the project that would benefit most from your company's unique skills for the greatest community impact. It's proving to be a great way for local small businesses to partner and have a greater impact.

For more on the skills-based volunteerism movement, check out www.taprootfoundation.org, www.catchafire.org and www.createathon.org.



Chamber staff participated in the United Way Day of Caring by serving at Feed the Gulf Coast in 2015.

Ronald McDonald House Top 10 Needs

The Ronald McDonald House relies on donations of these items and more to offer the comforts of home to its families with children at USA Children's & Women's Hospital. To schedule a drop-off time, call 251-694-6873.

1. Fruit
2. Plastic spoons
3. Band-aids
4. HP 78A or 78L printer toner
5. Mr. Clean Magic Erasers
6. Swiffer refills (wet and dry)
7. Chips and salty snacks
8. Snack cakes and sweets
9. Microwavable meals/soups
10. Sweetener packets (sugar, Splenda, Sweet & Low)

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In Their Words

The Business View surveyed a group of members to learn more about how they prefer to donate their time and money to local charities. Results from it are included on the infographic (far right). Also, read what a couple of the survey respondents had to say about their personal experiences volunteering in Mobile.



"I am on the board of the American Red Cross. We have a pet therapy program that visits VA facilities in the Southeast.

The first event I attended with the therapy dogs made a HUGE impression on me. It was amazing to see how these patients reacted to the touch and feel of a furry animal. The unconditional love and tenderness these pets gave the patients was truly inspiring. They knew which patients they could be more active with and which ones they couldn't. The way the patients looked up and responded to these wonderful pets was wonderful.

The American Red Cross does not choose what disasters or needs to respond to – they are there for all of them. No one calls them – they simply know where to go and then show up. The number of services the American Red Cross provides is incredible and I don't believe our community knows how much and what the Red Cross provides to its citizens.

I am proud and thrilled to be a part of such an amazing organization."

Ana Arango
JW Legacy Group





"One charity I support is Light of the Village. Their mission is to help at-risk youth and give people who live in under-privileged areas access to jobs. They give them faith-based direction and help them realize that where they are now isn't where they have to stay.

I help with events such as the Fall Festival, Christmas block party and the Spring block party. It feels good helping others and showing some of the youth even though it may seem like no one cares, there are people out there like me who do care.

We also helped deliver Salvation Army Angel Tree presents to those on the list. We chose this charity as a company because the children didn't choose their life; it was handed to them. We can make it a bit better by delivering them presents at Christmas."

Tyler Brenes
Safe Archives LLC

How Do You Give?

Responders were...



60% male / 40% female

33.3%
age + 50

53%
ages 22-39

13.3%
ages 40-49

Did you give money and/or volunteered your time to charities?



80%
volunteer and donations



13%
volunteer only



6%
donations only

About work time and charity work...

How did you learn about the charity you gave to?

80%
friends/family

46%
work

46%
directly impacted
by the charity

How do you prefer to volunteer?

66%
on my own



53%
with nonprofit



73%
work



53%
with friends/family

Does your job give allow paid time off to volunteer?

YES
40%

NO
46%

Does your job give you opportunities to volunteer?

YES
60%

NO
26%

Would you give more if you could?

YES 80% **NO** 20%

What's stopping you?



100%
time



66%
money

What are some areas of interest that you would like to donate your time?



environment



children/education



homelessness



animal care

2016 Corporate Community Service Award

Is community volunteerism an important part of your company's corporate vision, policies and operations? If so, then apply for the Mobile Area Chamber of Commerce's 2016 Corporate Community Service Award (CCSA).

Given in partnership with The Junior League of Mobile, the Corporate Community Service Award recognizes a Mobile Area Chamber member company that has gone above and beyond in encouraging and facilitating employee volunteer efforts. Any sized company is eligible to apply, and past

winners range in employee size from six to 675.

The CCSA will be presented at the Mobile Area Chamber's Annual Meeting in February 2017. The winner will join the ranks of previous winners including Roberts Brothers, Makeda Nichols State Farm Agency, Airbus Americas Engineering, Thompson Engineering, The SSI Group, Hargrove Engineers + Constructors and others.

If you are interested in applying, attend the application workshop on Thursday, Sept. 8, at 4 p.m. in the Chamber's

Tricentennial Room, 451 Government St. Past winners will be present to walk through the application process and share their strategies for submitting a winning application.

Printable versions of the guidelines and award application are available at mobilechamber.com.

Applications are due Oct. 7. If you have any questions, contact **Carolyn Hunt** at (251) 431-8621 or chunt@mobilechamber.com.



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Ben M. Radcliff Contractor Inc.

Based in Mobile for the past 60 years, Ben M. Radcliff Contractor Inc., provides general construction services to numerous industries, including a dock the company recently completed for Austal, pictured above.

Company official: Ben M. Radcliff Jr., president and CEO

Years in business: 60 years

Brief company description: Ben M. Radcliff Contractor Inc. is a Mobile-based full-service general contractor. Radcliff provides general construction services to a multitude of markets, including manufacturing, maritime, healthcare, institutional, municipal, educational and historic renovation. Radcliff is licensed in Alabama, Mississippi, Louisiana and Florida.

Why are you located in Mobile? “(The company) was founded in Mobile, and Mobile is an integral part of the company culture,” said Radcliff. “Radcliff prides itself on being a family- and community-oriented company with a continued commitment to improving the economic and social well-being of Mobile and surrounding communities.”

Why do you support the Mobile Area Chamber of Commerce’s Partners for Growth initiative? “We are proud to have been a part of Mobile’s success since 1956,” said Radcliff. “However, past

success does not dictate future success. The Partners for Growth Initiative allows us to be a part of and invest in the current and future economic development that will continue to move Mobile forward, both with economic success and a better quality of life.”

What do you see as Mobile’s greatest potential? “I think the greatest potential of Mobile is the character and capability of our people,” said Radcliff. “Mobile has a great quality of life, low cost of living and abundant natural resources, but when it comes down to greatest potential, it is the people of

Mobile that make things happen.”

Length of continuous Chamber membership: Since 1962



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

Chamber Lends Support to Public Policies

By signing letters of intent, the Chamber joined other business groups around the country to seek changes to two troublesome policies that have been promoted by the current administration. These include a comprehensive regulatory reform bill known as the "Sunshine for Regulatory Decrees and Settlements Act," which would take important steps to stop the abusive practice known as "sue and settle" and give the public and affected parties a greater ability to know about potential rulemaking and opportunities to participate. The second includes an amicus ("friend of the court") brief for the U.S. Chamber's legal challenge in Washington D.C. Circuit Court to the Clean Power Plan (CPP).

More than 160 chambers and business groups from 41 states have signed on. The brief argues that (1) CPP harms state and local economies, with little to no benefit, according to the EPA;

and (2) the CPP violates federal law by upsetting the balance between federal and state regulatory authority.

BRE Sets Focus

The Chamber's Business Retention and Expansion committee, co-chaired by James Rebarchak of Jones Walker, is focusing its efforts on the manufacturing sector this year, including how technological advancements in robotics, automation and software are transforming manufacturing. Most recently, the group heard a presentation on robotics from Andreas Flaisch with ABB Robotics who explained how robotics has changed manufacturing with regards to production, product handling and logistics.

Trade Mission to Spain and Morocco

Bill Sisson, Chamber president & CEO, and Christina Stimpson, international trade director for the Chamber, co-organized the Alabama

Department of Commerce-led Spain and Morocco trade mission in March. The focus of the trip was promoting Alabama exports and investment into Alabama. The delegation visited Madrid, Spain, and Casablanca and Rabat, Morocco. While there, the Chamber signed a memorandum of understanding with the American Chamber of Commerce in Morocco.

Gulf Coast Technology Council Hears From Tech Entrepreneur

At the most recent Gulf Coast Technology Council meeting, Warren Nicholson, founder and CEO of Nfina Technologies Inc., spoke about the challenges of starting a business and his entrepreneurial spirit. Nfina manufactures high-performance servers and storage area networks. Warren previously founded N-Tron Corp., a manufacturer of high-performance industrial network switches. He sold the company to Spectis in 2010. To learn more about GCTC and get involved with this networking group of IT technicians and managers, go to www.gulfcoasttechnology.com.

Secretary of Embassy of Cuba Visits Chamber

The Chamber's trade division hosted Miguel Fraga, first secretary with the Embassy of Cuba, for a roundtable discussion on the future of Cuba. Fraga presented on U.S. - Cuba relations and what may change after diplomatic relations were restored just over one year ago. The event was attended by 26 people.

Chamber Assists with STEM Forum in April

Emily McGrath, the Chamber's workforce development director, worked on the planning committee for the South Alabama Regional STEM Forum held in April. One of three forums across the state, the event sought to educate business, government, nonprofit and education leaders on the importance of STEM education inside and outside the classroom.

High Attendance at Monthly Executive Roundtables

The first quarter Executive Roundtable sessions addressed topics Chamber members were most interested in. Jessica Callahan and Kevin Northrop with Optera Creative spoke on "Social Media, the Fad That Just Won't Fade: Should You Pay to Play?" A panel consisting of Kathryn Cariglino, Never Give Up Enterprises; Michelle Ritter, e-worc Web & New Media; Marcus Neto, Bluefish Design Studio; and John Strobe, Dogwood Productions presented on "Digital Marketing: Choosing the Right Tool for the Job." Continuing the marketing theme, David Menaker with Joe Bullard Automotive Companies discussed "A Brand is a Promise, Are Your Employees Delivering?" More than 90 people attended these sessions.

SBA Procurement Matchmaker Conference Held

The Chamber assisted the Alabama Small Business Development Center holding the annual Small Business Administration matchmaker event. More than 130 business owners were able to meet one-on-one with 30-plus federal, state and local government agencies, as well as public and private corporations to make business connections.

Chamber Names New Board of Advisors

Alabama School of Math & Science, Hilton Garden Inn Mobile – Downtown and netpoint IT Services joined the Chamber's board of advisors, bringing the total number of board of advisors members to 257. If you are interested in learning more about the program, contact Katrina Dewrell at 251-431-8611 or kdewrell@mobilechamber.com.

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Chamber Visits Airbus in Spain



In February the Mobile Area Chamber participated in an Alabama Department of Commerce trade mission to Spain and Morocco. While there, the group visited an Airbus manufacturing facility outside Madrid. Pictured from left to right are: José Lopez Medina, Airbus Operations S.L. (director of production/Final Assembly Line A320); Joaquín González Cantizani, Airbus DS, services program manager, U.S. Customers; Christina Stimpson, Mobile Area Chamber; Rafael González Ripoll, Airbus Operations S.L. (COO Spain); Greg Canfield, Alabama Department of Commerce; Alberto Castrillo Rabanal, director FAL Airbus Derivatives (Tanker, MRTT)/Getafe Site Manager; Hilda Lockhart, Alabama Department of Commerce; Dara Longgrear, Tuscaloosa County Industrial Development Authority; Beau Lore, Alabama Department of Commerce; Bill Sisson, Mobile Area Chamber; Keith Silver, U.S. Embassy (SPAIN); Jeronimo Amador Zambrano, MRTT; William Toerpe, international trade specialist, U.S. Commercial Service, U.S. Department of Commerce; and Gustavo García Miranda, Airbus Spain.

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AMBASSADOR of the month





Photo by Jeff Tesney

Mary Dean Wilbur, a member of the Mobile Area Chamber's Ambassador program for five years, is the Chamber's Ambassador of the Month. Wilbur is an account executive for Lamar Advertising Co. of Mobile, selling outdoor advertising billboards. Wilbur said she appreciates the Chamber for helping her keep up with what's going on in the business community and being active with other members and volunteers.

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



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Chamber Promotes Emily Jerkins to Research Manager

As research manager in the Mobile Area Chamber's economic development department, Emily Jerkins will oversee information and research needs by collecting and analyzing data, developing and publishing a wide array of community and state research documents, updating marketing materials and responding to information requests.

Prior to her promotion, Jerkins was the project coordinator for the department after starting at the Chamber as a college intern. She graduated from the University of South Alabama with a bachelor's degree in business administration with a major in economics/finance.



"During my four years at USA, I worked as an assistant in the Office of Institutional Effectiveness, where I assisted in survey conduction, data analysis and data visualization," Jerkins said. "My previous experience prepared

me for my current role and makes me enthusiastic about economic development research. I am fortunate to work with such a driven, forward-thinking team."

"Emily brings a strong analytical approach to research that will be a tremendous tool for our economic development efforts and for the Chamber as a whole," said **Troy Wayman**, vice president of economic development.

Jerkins can be reached at 251-431-8602 or ejerkins@mobilechamber.com.



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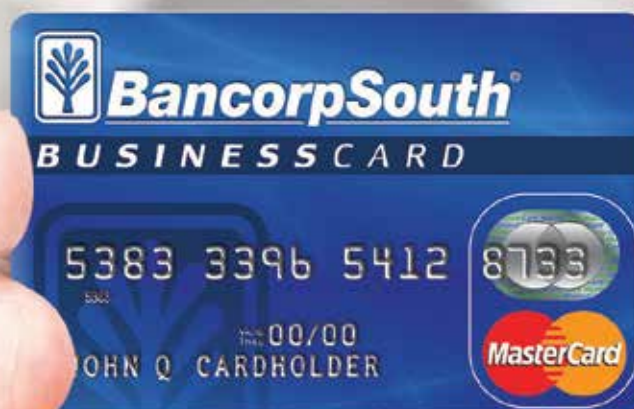
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BOARD of advisors



Chris L. Golden is operations superintendent for ExxonMobil, where he is lead manager in Alabama for the company's production facilities. A native of Dublin, Ga., he has worked in Malaysia, Qatar and Angola, and in the United States in Houston and New Orleans. During his 16-year career with ExxonMobil, he has been involved in offshore and subsea facilities engineering support, corporate strategic planning and business analysis, and asset management. Golden earned a bachelor's degree in mechanical engineering from Auburn University. ExxonMobil is a Partners for Growth investor.



John Lakenan is plant manager for Arkema. He earned a bachelor's degree in chemistry from the University of Missouri and a master's degree in chemical engineering from Brigham Young University. He has been in the chemical industry for 23 years and moved to the area from Rochester, Minn. Arkema is a Partners for Growth investor.



Patrick Lynch is CEO and president of The Hiller Companies Inc. Lynch joined the company in 2014 as chief operating officer, and prior to that time served in various senior management roles within companies focused on the maritime sector based in New York. Lynch holds a master's in business administration from the University of San Francisco, as well as bachelor's degrees in marine engineering and maritime transportation from the U.S. Merchant Marine Academy in Kings Point, N.Y. The Hiller Companies is a Partners for Growth investor.



William T. Smithweck is chief operating officer for Gulf Coast Truck & Equipment Co. Inc. He graduated with a bachelor's degree in accounting from The University of Alabama and is a certified public accountant. He served as president of Radney Funeral Homes prior to his current position. Smithweck is a member of Dauphin Way United Methodist Church and the Rotary Club of Mobile. He previously served on the Chaplaincy Board of the Mobile County Sheriff's Department. Gulf Coast Truck & Equipment is a Partners for Growth investor.

For more information about the Chamber's board of advisors, contact Katrina Dewrell at 251-431-8611 or kdewrell@mobilechamber.com.



Janet Cobb

Company: USS ALABAMA
Battleship Memorial Park

Title: Executive Director

Hometown: Elberta, Ala.

Education: Cobb earned a bachelor's degree in communications from The University of Alabama and a master's degree in strategic studies from U.S. Army War College, Carlisle Barracks, Pa.

First job: As a youngster, Cobb worked during the summer at Hancock Farms' potato shed in Foley.

Previous experience: Cobb served as the director of marketing and public relations for the Boys & Girls Clubs of South Alabama and worked in the real estate industry for Kaiser Realty in Gulf Shores. Her military deployments with Mobile's 1184th Transportation Terminal Union (later battalion) include the ports of Dammam and Al Jubail, Saudi Arabia, and later the port of

Ash Shuaybah, Kuwait. Currently a commanding general, 81st Regional Support Command in Fort Jackson, S.C., Cobb will retire this year after 40-plus years of service.

Accomplishments: "I am a survivor of breast cancer, with the help of my physicians at the USA Mitchell Cancer Institute and the good Lord," said Cobb.

Secret to success: "Words from a sign that sat on a friend's desk: Do what's right, come what may."

Brief company description: Battleship Memorial Park was created by an act of the Alabama Legislature in 1965 to establish a state memorial park to honor Alabamians who participated in all armed conflicts of the United States. The park has two U.S. National Historic landmarks, the Battleship USS ALABAMA and the Submarine USS DRUM, and is on the Alabama Register of Landmarks and Heritage.

MAY 2016

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

5

CASHMOB

Help support local small businesses by committing to spend \$20 at this festive event. Enjoy hors d'oeuvres and cocktails while shopping.

When: 4 to 6 p.m.

Where: The Ivy Cottage, 9 DuRhu Dr., Ste. 360 (Legacy Village)

Cost: Free to attend; commit to spend \$20 at this small business

Contact: Carolyn Wilson at 251-431-8606 or cwilson@mobilechamber.com
Reservations are required.

9-11

**GULF COAST TRADE ALLIANCE
WORLD TRADE CONFERENCE**

Presented by the Gulf Coast Trade Alliance, and sponsored by the Mobile Area Chamber, the 16th annual conference will feature an International Business-to-Business Forum, conference, a trade show, meals and world-class networking events.

Where: Beau Rivage Resort & Casino, Biloxi, Miss.

Cost: \$599

Contact: Tracy Diez at 601-353-0909 or tdiez@mswtc.org or visit www.mswtc.org

11

NETWORKING@NOON

**Members Only, Limited to one representative per company.*

Make 40-plus business contacts in 90 minutes over lunch.

When: Noon to 1:30 p.m.

Where: Mobile Area Chamber, 451 Government St.

Cost: \$10, includes lunch

Contact: Alison Unger at 251-431-8617 or aunger@mobilechamber.com

Reservations are required.

Sponsors:



12

MEMBERSHIP 101

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

When: 8 to 9 a.m.

Where: Mobile Area Chamber, 451 Government St.

Contact: Alison Unger at 251-431-8617 or aunger@mobilechamber.com

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

17

EXECUTIVE ROUNDTABLE **Members Only*

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

When: 8 to 9 a.m.

Where: Mobile Area Chamber, 451 Government St.

Speaker: Kenny Crow Jr., managing partner, Crow Shields Bailey PC

Topic: Using Key Performance Indicators for Business Growth

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

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

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The Mobile Area Chamber was awarded a five-star rating by the U.S. Chamber of Commerce, the highest designation given. Of the 6,936 chambers in the U.S., only 301 are accredited, and of those only 43 have achieved five-star distinction. The Mobile Area Chamber has been accredited by the U.S. Chamber since the designation's inception more than 40 years ago.



25 STATE OF THE CITY AND COUNTY LUNCH

City of Mobile Mayor Sandy Stimpson and Mobile County Commission President Jerry Carl discuss the state of the city and county over lunch. Don't miss this event, as it sells out quickly every year.

When: Noon to 1:30 p.m.

Where: Arthur R. Outlaw Mobile Convention Center

Cost: \$30 per person or \$300 for a table of 10 (members) and \$40 for potential members

Contact: Carolyn Hunt at 251-431-8621 or chunt@mobilechamber.com

Reservations required. Cancellations after May 20 not reimbursed to cover lunch cost.

Sponsors: See ad at right.

26 BUSINESS AFTER HOURS

Join fellow Mobile Area Chamber members for this after hours event.

When: 5:30 to 7 p.m.

Where: Dauphin's, 107 St. Francis St., 34th Floor, RSA Trustmark Building

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

Contact: Alison Unger at 251-431-8617 or aunger@mobilechamber.com

Reservations are not required.

Sponsor:



30 MEMORIAL DAY - CHAMBER CLOSED

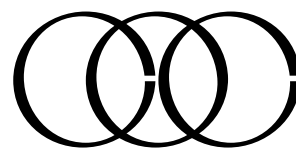
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MOBILE AREA
CHAMBER OF COMMERCE



19th Annual

State of the City & County Lunch

Wednesday, May 25

Noon to 1:30 p.m.

Arthur R. Outlaw Mobile Convention Center

Join Mobile County Commission President Jerry Carl and City of Mobile Mayor Sandy Stimpson as they discuss the state of our local government at this annual Chamber luncheon.

Tickets are \$30 per person or \$300 for a table of 10 (Chamber members only) or \$40 per person for nonmembers.

Program Sponsors: Aker Solutions Inc., Alabama Power Co., Arkema Inc., Austal, BBVA Compass, Burton Property Group, C Spire, Hargrove Engineers + Constructors, Infirmary Health, Mitsubishi Polysilicon, Mobile Gas, SSAB, Volkert Inc.

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Reservations and advanced payment are required.
Call 251-431-8621 or email chunt@mobilechamber.com.

Who's New



University of Mobile announced the appointment of **Kevin Wilburn** as the new vice president for development.

Wilburn holds a bachelor's degree in communications from the University of Mobile and a master's degree in Christian education from New Orleans Baptist Theological Seminary.



Berkshire Hathaway HomeServices Cooper & Co. Inc., Realtors welcomed new associate



Jessica McArdle, who works at the main office located at 900 Hillcrest Rd., Ste. B1, in west Mobile.

Mobile Medical Museum named **Daryn P. Glassbrook** executive director. Glassbrook has nine years of professional experience in the nonprofit sector. He earned a master's degree and a doctorate in American literature at Purdue University.



Beville



Mattei

Taylor Beville and Peyton Mattei are new partners at **Thames Batré Insurance**.



John Richards joined **Springdale Travel** as a full-service leisure travel agent. Richards has worked in



Richards the travel industry since 1995.



McMahon



Pritchard

First Federal Mortgage welcomed **Tom McMahon** and **Gwen Pritchard** to its team of mortgage loan originators. McMahon has more than 35 years in the banking industry. He graduated from Spring Hill College with a bachelor's degree in political science and graduated from the School of Banking at Louisiana State University.

Pritchard has been in the banking industry for 37 years. She earned bachelor's and master's degrees in history from the University of South Alabama and graduated from the Graduate School of Retail Bank Management.



Stirling Properties hired **Jack Conger** as sales and

leasing executive for its commercial brokerage division in Mobile at the One St. Louis Centre office. Conger graduated from The University of Alabama with a bachelor's degree in human environmental sciences.



Gonzalez



Javier-Ferrell

netpoint-IT-Services Inc. promoted **Enrique Gonzalez** as chief operating officer of the U.S. Operations, headquartered in Mobile, and named **Dr. Leida Javier-Ferrell** as director of business expansion and external affairs.

Gonzalez is directing the expansion of the company in the region.

Javier-Ferrell was previously at Airbus Defense and Space.



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Harbor Financial Services LLC

hired **Amber Riley** as the new accounts and administrative assistant for the Mobile-based firm. Riley earned a bachelor's degree in business administration with an accounting major from the University of South Alabama.



Riley

Business Endeavors

Local franchise owners of **Chicken Salad Chick** opened a second Mobile location at 5753 Old Shell Rd. in the South Landing Retail Center.

David Dexter, a principal brokerage consultant with **NAI Mobile**, represented Danby in its lease transaction of 252 Jacintoport Blvd. in the Mobile Industrial Park in Saraland.

Thompson Engineering was awarded a contract by the **City of Mobile** to design a plan to implement a new look for Water Street, including crosswalks, bicycle and pedestrian lanes, traffic signalization, landscaping and other elements. The work will extend from Beauregard Street to the 1500 block south of Government Street.

The **Gulf Coast Exploreum Science Center** is launching a rewards-based program for middle and high school students to improve their math and science grades. The Move It Up! program will reward any student moving up one letter grade in either subject with free admission to the Exploreum's exhibits. Call 251-208-6893 for more information.

Inge & Associates Real Estate moved to the Commerce Building at 118 N. Royal St., Ste. 700.

Well Done

Russel Myles of McDowell Knight Roedder & Sledge LLC

was appointed chair of the External Policy Group for the Defense Research Institute (DRI) Center for Law and Public Policy. The group coordinates with and supports other legal and policy-oriented organizations on issues that are in the best interest of the civil justice system.



Myles

Michael Kintz CPA, a partner with **Wilkins Miller LLC** accounting and advisory firm, was appointed to the **City of Mobile** Citizens Budget and Finance Advisory Committee.



Kintz



Gonzales



Wade

Several Mobile Area Chamber members were recognized during the Mobile Area Council of Engineers awards program. Individuals and companies honored for their success and contributions to the industry, education and the community were: Project of the Year - **Thompson Engineering/Watermark Design Group** for **GulfQuest National Maritime Museum**; Engineer of the Year - **John T. (Tom) Wade** of **Gulf States Engineering Inc.**; Young Engineer of the Year - **R.J. Gonzales III** of **Southern Earth Sciences Inc.**; Civil Engineer of the Year - **Christopher L. Carroll** of **Hargrove Engineers + Constructors**; Mechanical Engineer of the Year - **Joseph**

Harris Oswalt, Hargrove Engineers + Constructors; Engineering Manager of the Year - **Nick Amberger**, for **City of Mobile**; Aerospace Engineer of the Year - **Allan Lang, Airbus**; and Engineering Educator of the Year - **Dr. Mohammad S. Alam, University of South Alabama**. Two engineering students at the University of South Alabama, **Katherine Frangos** and **Nicholas Fikes**, received the MACE-Raburn Scholarship.

The 2016 board of directors for **McKemie Place** includes the following Chamber members:



Rice

Garrett Rice of **Master Boat Builders Inc.**, as president, and **Mike Montgomery** of **Gulf Fasteners Inc.**, as treasurer.

Flexicrew Staffing Inc. earned Inavero's Best of Staffing Client Award for providing superior service to their clients.

Blue Cross and Blue Shield of Alabama selected **Providence Hospital** as a Blue Distinction Center for knee and hip replacement as well as spine surgery. The hospital earned the designation for demonstrating expertise in total knee and total hip replacement surgeries, resulting in fewer patient complications and hospital readmissions.

Hancock Bank earned a record 19 national and regional 2015 Greenwich Excellence Awards for small business banking and middle market banking. The bank has won a total of 80 Greenwich Excellence designations for small business and middle market banking since 2005.



Rhodes



Findley

Berkshire Hathaway HomeServices Cooper & Co. Inc. REALTORS recognized special award winners at its annual awards luncheon. Sales associate **Mike Rhodes** was named the Rookie of the Year for 2015 for the top sales associate new to the real estate business. Sales associate **Phyllis Findley** received the Aden Jack Cooper Award, given to the associate who reflects the principles and ideas of the company's founder, Jack Cooper.

Business Information Solutions (BIS) announced CRN, a brand of The Channel Co., named BIS to its 2016 Managed Service Provider 500 list in the Pioneer 250 category. The annual list recognizes North American solution providers with cutting-edge approaches to delivering managed services.

First Light Home Care of Mobile & Eastern Shore received several 2016 Best of Home Care Awards from Home Care Pulse, a third-party research and quality assurance home care management firm. Awards are granted to businesses offering excellent in-home care, based on feedback from clients and caregivers.

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

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St. Joseph Hospice of South
Alabama

Team Share the Road Alabama

The Learning Tree Inc.

The Noble South

The Retreat at Schillinger
Apartments

Know a company interested in benefiting from Chamber membership? Contact Emily Hatcher at 251-431-8619 or ehatcher@mobilechamber.com or Jackie Livingston at 251-431-8642 or jlivingston@mobilechamber.com. Also, you'll find the membership directory at www.mobilechamber.com.

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