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From the Publisher - Bill Sisson

Here's To An Abundant Life

Coastal Alabama is blessed with an abundance of natural and man-made resources. Our geography is stunning from every vantage point. And our location on the central Gulf Coast positions us to serve as the business capital of the region.

Multi-modal infrastructure makes it easy and efficient to move people and products, whether on land, sea or air.

Nevertheless, in the years to come our region and certainly our country will undoubtedly have to deal with crises caused by shortages, deferred maintenance or over-supply of these very resources. This is why "scarcity and abundance" show up as a major issue for chambers of commerce during the next 10 years.

What is abundant today could be in severe shortage tomorrow. Due to technology and the "internet of things," the speed of market changes and personal preferences now evolve at a mind-blowing rate.



In the short term, a community can do very little about the natural resources it does or does not have. Still, chambers can capitalize on abundance by focusing on their economic development strengths. In fact, this is the keystone of our Chamber's Partners for Growth (PFG) economic development strategy.

A good example of this is as our region continues to have robust job growth there will be thousands of unfilled jobs in the coming years if the skills gap remains unaddressed.

Our metropolitan area is not alone in this. According to the Center on Education and Workforce at Georgetown University, 20 percent of new jobs in this country over the next 10 years will be in categories that do not exist today.

I contend that because of Mobile's amazing natural and human resources, we will work together to determine the way forward, away from our scarcities to an abundant future for generations to come.

ON THE COVER

Rick Frederick with Mobile Bay National Estuary Program holds the canoe steady while Don Bates with Thompson Engineering cleans out trash from a Litter Gitter on Three Mile Creek. Learn more on page 5. Photo by Jeff Tesney.

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Publisher William B. Sisson
Executive Editor Leigh Perry-Herndon
Managing Editor Jennifer Jenkins
Copy Editor Michelle Irvin

Additional Writers and Editors

Mike Herndon, Ashley Horn,
Susan Rak-Blanchard and Carolyn Wilson

Printing Services: Interstate Printing/Direct Mail

Graphic Design: Wise Design Inc.

Advertising Account Executive: René Eiland
251-431-8635 reiland@mobilechamber.com

Amazon Delivers New Sortation Center to Mobile

It was prime news when early this summer Amazon announced its intention to build a 362,000-square-foot sortation center in west Mobile off I-10, a nearly \$30 million investment. The company has plans to hire more than 360 part-time employees, boosting that number to more than 1,000 seasonally.

The Mobile Area Chamber, in partnership with the Alabama Department of Commerce, Mobile County Commission and the City of Mobile, worked on this project since 2016. The center is a partnership between

Amazon and Johnson Development Associates and, according to Amazon officials, is expected to open later this year.

"This is yet another example of how Mobile's distribution infrastructure and workforce continue to draw the attention of international companies like Amazon," said **Troy Wayman**, the Chamber's vice president of economic development.


As Amazon's first location in the state of Alabama, the center will serve as a site to efficiently sort products sold on amazon.com for consumer use.

"There are a lot of contributing factors that go into our thought process on where to place a new customer fulfillment or sortation center," said **Ashley Robinson**, strategic communications manager for Amazon. "Most importantly, we want to make sure our facilities are placed as close to the customer as possible to ensure we can offer a great Prime service and fast shipping speeds to customers. We also look at the workforce, and we've found great talent in abundance in Mobile County."

The project will be located in

Mobile County Commissioner **Jerry Carl's** district. "The biggest thing the Amazon center will do, besides the obvious jobs, is put Mobile County on a very short list of cities that could be in every home in America via the shipping label," he said.

"Amazon is one of the most successful and innovative companies in the world, and we could not be more excited to welcome their first major location in Alabama," said Mobile Mayor **Sandy Stimpson**. 

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

Amazon Sortation Center Delivery by the Numbers



Johnson Development first made the Mobile Area Chamber's economic development departments aware of the potential Amazon project last October. The Chamber nurtured the relationship with the company, and Amazon made its announcement that Mobile would be the site of a new sortation center on June 1.

Shelby Glover, an economic development project manager at the Chamber, was lead on the project.

"Should Amazon look to expand here – the Port of Mobile and APM Terminals are both increasing capacity, and there is additional room at Johnson Development's Port City Commerce Park," said Glover.

Coastal Cleanup Impetus for New Trash Collector

Photo by Jeff Tesney

Coastal cleanup events have mobilized volunteers for decades, but the continual return of stormwater-borne litter can be discouraging for people who want to keep shorelines free of trash.

"For years I've been thinking about a tool, some sort of trap, that would make cleanup

missions more meaningful," said **Don Bates**, vice president of operations for Thompson Engineering.

A canoe tour of Three Mile Creek pushed his idea into overdrive.

Bates created the Litter Gitter prototype trap to help with cleanup. "We identified an ideal

place to install the litter trap and had the partners to help the idea succeed," he said.

Representatives from Mobile Bay National Estuary Program (MBNEP) and the City of Mobile's engineering department met with Bates and participated in a site visit before approving the prototype testing at the Maple Street Tributary. The site, located on Three Mile Creek, is currently being restored to turn what was once Mobile's drinking water system into a place for recreational activities such as canoeing and kayaking.

A new company, Osprey Initiative, was launched to produce the Litter Gitter and manage its deployment and maintenance. The first Litter Gitter was deployed at Maple Street immediately after the November 2016 cleanup and is monitored weekly.

Since installation, it has trapped more than 130 pounds of litter channeled into the tributary through stormwater drainage pipes. Bates estimates the trap is collecting 80 to 90 percent of the floating trash

entering the tributary. He is also able to sort out plastic and metal recyclables.

In March, Bates installed a secondary boom behind the Litter Gitter to better gauge its effectiveness. He found the area has remained relatively clear of litter since it was cleaned up last November.

The device is designed for small streams, making it easy to install and empty. Based on the success of the Maple Street prototype, MBNEP and Partners for Environmental Progress are sponsoring a pilot

program and the installation of three additional Litter Gitters, two in Mobile and one in Prichard.

"This entire process has been a rewarding experience, watching so many groups come together to take on a recurring problem. We've been able to make a big change in a small amount of time," said Bates.

For more information on Thompson Engineering's litter removal efforts, contact Bates at dbates@thompsonengineering.com.

“Since installation, it has trapped more than 130 pounds of litter channeled into the tributary through stormwater drainage pipes.”



Photo by Jeff Tesney

Inventor Don Bates stands on the bank of Three Mile Creek where trash now collects thanks to the Litter Gitter making cleanup easier.

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Trade Experts Offer Advice



Featured was Josh Meltzer (third from left), senior fellow in the global economy and development program, Brookings Institution, and adjunct professor at the Johns Hopkins School for Advanced International Studies; Bryan Riley (second from right), free trade advocate, The Heritage Foundation; and panel moderator Elyn Ferguson (second from left) of CQ Roll Call. Also pictured are Bill Sisson, Chamber president and CEO; and Michael Berson with Adams and Reese.

In mid-June, the Mobile Area Chamber brought national experts to discuss trade policies under President Donald Trump's administration with local business representatives at a workshop held at The Battle House Hotel. With more than 100 registrants, the audience included professionals from aerospace, shipbuilding, legal, transport, accounting, engineering, IT, government and steel industries.

The Business View had a chance to ask the experts a question:

What top three things should Mobile area business owners and managers do to protect and increase trade-related jobs?

Here's what they had to say:

- Make sure elected officials know you have trade-related jobs. Don't assume they know.
- Talk with employees about how much of the business is related to trade, to help them understand the value. Make it clear and visual. For example, display a map and every time you get an order or fill an order that goes overseas mark it with a pin. Remember to include all international customers up and down the supply chain.
- Tie in what your business needs to get your goods in and out, not just here domestically like infrastructure, roads and air access, but overseas. ∞∞

Chamber Visits Paris Air Show

In June, a small delegation representing Mobile participated in the 52nd LeBourget Air Show just outside of Paris. While there, the group met with aerospace companies with an existing presence in Mobile, and several looking to locate here. Also, in partnership with Alabama Power, Baldwin County, Baldwin County Economic Development Alliance, City of Mobile, Mobile Airport Authority, Mobile County, PowerSouth and University of South Alabama, the Mobile Area Chamber hosted a Mobile Bay aerospace reception attended by more than 150 aerospace executives and supplier industry executives. ∞∞

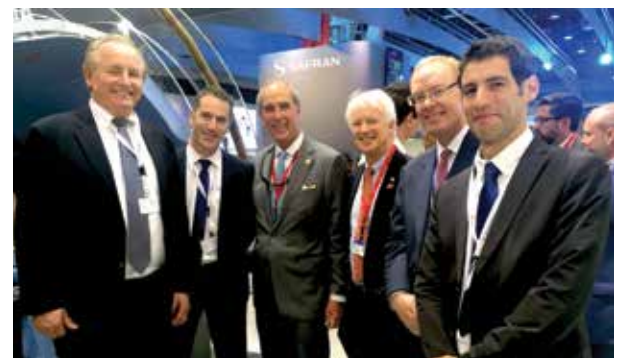


The Mobile Area Chamber and other partners of Team Mobile were sponsors of the Alabama Department of Commerce's Alabama pavilion at the air show. Pictured above are Michael Pierce, Mobile Airport Authority; Jay Ross, Adams & Reese (Mobile County); Connie Hudson, Mobile County Commission; Sandy Stimpson, City of Mobile; and Michael Chambers, University of South Alabama.



Members of the Team Mobile delegation met with aerospace company AKKA (above) while at the Paris Air Show. AKKA already has a presence in Mobile, and the company's local office is at Mobile Aeroplex at Brookley.

Another new company to Mobile, Hutchinson, had a significant presence at the Paris Air Show. In 2015, the company announced it would open a facility at Mobile Aeroplex at Brookley, and members of Team Mobile received an update on the Mobile facility. It is now up and running (below).



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Blue Fish Takes Colorful Approach to Digital Advertising



Started in 2007, Blue Fish is a digital advertising agency located in Mobile. Pictured from left to right, back row are: Rhén Bartlett, Joshua Martin and Jared Budlong; and front are: Tad Ward, Marcus Neto and Varduhi Karapetyan.

How did **Marcus Neto** build a successful digital advertising agency? He used a strength he discovered at a couple of home improvement stores.

"I worked my way through college at Lowe's and The Home Depot and was good at teaching the how-to seminars they put on," Neto recalled. "Similar to home improvement, I have found that teaching people the complex concepts behind the internet in simplified terms, and helping them understand how those concepts affect their business, is an excellent tool."

With those lessons fresh in his mind, Neto opened Blue Fish in 2007 with the goal of creating a digital advertising firm that

focuses on solving business problems, from increasing sales to building lead generation systems to increasing efficiency.

"We want to be an investment, not an expense," Neto said. "We can, and do, brand awareness campaigns, but our leaning is to create tools that are going to be more direct in their ability to win business for our clients."

Blue Fish is the Mobile Area Chamber's Small Business of the Month.

Neto's interest in advertising initially grew from a love for designing and building websites.

Along with traditional marketing and advertising solutions, Blue Fish offers strategy, social media

engagement, AdWords campaigns, websites and apps, photography, videography, search engine optimization and more.

"I also think our team is extremely authentic and approachable," said Neto, whose firm has grown from two employees to six within the last year.

Among other projects Neto and Blue Fish are currently updating <http://mobileal.com> and producing the Mobile Alabama Business Podcast. They're active in civic and charitable involvement outside regular business hours, as well. Neto serves on the Chamber's board of advisors and the Eastern Shore Chamber's

executive board, and Blue Fish does pro-bono work for two local nonprofits, Fuse Project and Prodissee Pantry.

"I have three boys. I do not want them to have to move away after college for interesting or rewarding work," Neto said. "I want to see Mobile continue on its current trend and become a place that offers creative and interesting work. So anything Blue Fish can reasonably do to see Mobile move in that direction, we are going to do."

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.

The Board of Advisors provides top company executives an avenue for valuable input on critical Chamber and community issues, facilitates peer-to-peer interaction and serves as a high level of recognition.

This group meets twice a year at various locations, hearing business and governmental leaders and other speakers address pertinent topics. In addition, the group receives invitations to other events for Chamber leadership.

For information on joining the board of advisors, contact Katrina Dewrell at 251-431-8611 or kdewrell@mobilechamber.com.

The ★ symbol indicates those whose companies are also investors in Partners for Growth, the Chamber's long-term economic and community development program. *As of 6/21/17*



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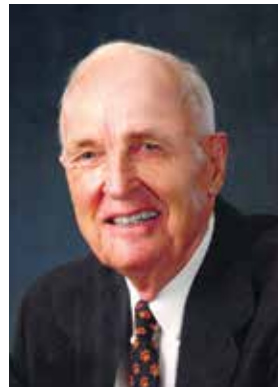
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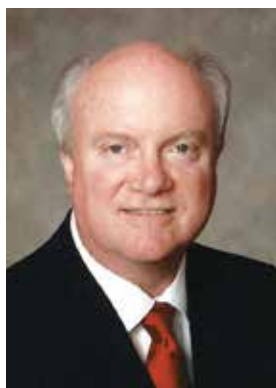
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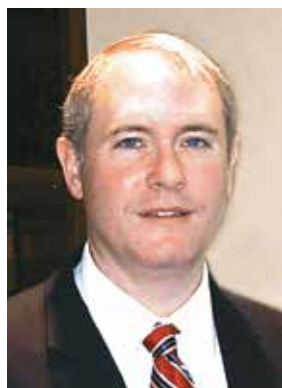
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2017 Business EXPO

The Mobile area's largest business-to-business trade show.

Thursday, August 24

Noon to 5 p.m.

Arthur R. Outlaw Mobile Convention Center Exhibit Hall
\$5 Admission (with business card)



Presented by:



Expo Sponsored By:

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

Arthur R. Outlaw Mobile Convention Center

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EXPO: Why They Come Back



"We exhibit every year at the Chamber's Business Expo because we love connecting

with our fellow Mobile businesses. It is a great platform for meeting new customers, reaching out to our existing clients and building up our brand. The personal connections we make in one afternoon are valuable to us all year long."

Melissa Cross

President, McAleer's Office Furniture Co.



"We look forward to this event every year to present our company and products to the business

community. We consider this event to be in the top 10 percent of the more than 150 events we work every year. The Business Expo consistently produces leads and sales for us."

Robert Thompson

*Marketing Director
EcoView Windows and Doors*



"The Business Expo is a great way to connect with Mobile businesses and make a lot of contacts

directly in one place."

Thao Nguyen

*Account Executive
Engineered Cooling Services*



"The Expo has been a great opportunity for the community to experience 'hands-on'

demonstrations of the latest medical technologies available only at Springhill Medical Center."

Jeffrey M. St. Clair

*President/CEO
Springhill Medical Center*

2017 Business Expo Exhibitors

Below are Mobile Area Chamber member businesses exhibiting at this year's event.
To find out if space remains to promote your company, call 251-431-8649.

ADECA State Small Business Credit Initiative

AHI Properties/Corporate Housing
Alabama Career Center
Alabama Coastal Foundation

Alabama Dept. of Commerce, Office of Small Business Advocacy

Alabama Dept. of Revenue
Alabama Small Business Development Center
AltaPointe Health Systems Inc.
American WeatherStar
America's First Federal Credit Union

Army Aviation Center Federal Credit Union

Assist 2 Sell, Buyers & Sellers Realty
Baumhower's Victory Grille
Bayside Insurance
BCM Moring Co. Inc.
Big Brothers Big Sisters of South Alabama
BIS Technology Group

Blue Cross and Blue Shield of Alabama

Boys & Girls Clubs of South Alabama
BR Williams Trucking Inc. - Mobile Distribution Center
Buffalo Rock-Pepsi

BugMaster Exterminators Inc.

C Spire

Cartridge World of Mobile
Child Advocacy Center

Cintas Corp.

City of Mobile Revenue Department
Community Bank
Community Coffee Co.

Consentino Chiropractic
Crow Shields Bailey PC
Cypress Employment Services
Dauphin Way Assisted Living
Dauphin's
Delta Disaster Services of Eastern Gulf States

Dick Russell's Bar-B-Q
DiRecManagement Inc.

DuPont

Elegant Knights Limo-Party Bus
Ellwood Staffing
Faulkner University
Feeding the Gulf Coast
Felder Services
Fit Recruiting
Fitness Pro
Fuzzy's Taco Shop
Gulf Coast Exploreum Science Center
Half Shell Oyster House
Harbor Communications
Harvey and Thomas Orthodontics
HeroMan Services Plant Co.
Hilton Garden Inn Mobile Downtown
[iHeartMEDIA](#)

Infirmary Occupational Health
International Fire Protection
Joe Jefferson Players
JWL

[Lagniappe](#)

[Lamar Advertising of Mobile](#)
Little Flower Catholic School
McAleer's Office Furniture
MCG Business Solutions

McGill-Toolen Catholic High School
Mediacom Business
MMR Constructors Inc.
Mobile Christian School
Mobile County License Commission
Mobile Mask
Mobile Memorial Gardens
Mobile Popcorn & Party Rentals
Mobile Society for the Prevention of Cruelty to Animals
Momentum IT Services
NAIFA - Mobile
Naman's Catering
New Horizons Credit Union
Newk's Eatery
Nfina Technologies Inc.
Omega Properties Inc./Mobile's Best Storage
Orangetheory Fitness
Original Oyster House
Palmer's Toyota Superstore
Parkside at Cottage Hill

Payroll Vault

Port City Medical LLC
Providence Occupational Health
Pull-A-Part Used Auto Parts
Raising Cane's Chicken Fingers
Roly Poly
Sam's Club
Sears Hometown Stores
Sloppy's Good Food and Catering
Snelling Staffing Services
Somerby of Mobile
South Alabama Regional Planning Commission

Southwest Alabama Partnership for Training and Employment
Springhill Medical Center
St. Mary's Catholic School
Stewart Lodges at Steelwood
Stone Ridge at Somerby Park

The Grounds

The Maids
The Original HoneyBaked Ham Co.
The Salvation Army of Coastal Alabama
The SSI Group Inc.

[The UPS Store - Schillinger Rd.](#)

Threaded Fasteners Inc.
Thrive Catering and Events

Troy University

U.S. Equal Employment Opportunity Commission
U.S. Small Business Administration
University of South Alabama Center for Continuing Education
University of South Alabama
Jaguar Sports

Verizon Wireless

Victory Health Partners
Visit Mobile
Walks and Wags Inc.
[WAVH FM Talk 106.5](#)
Wilkins Miller IT
[WNSP-FM/92 ZEW](#)
Women's Business Center of South Alabama

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Gulf Distributing Holdings LLC

Pictured here are some of the executives leading Gulf Distributing Holdings. From left to right are: James Marston, COO; Evan Maisel, senior vice president; and Jay Cox, CFO.

Company officials: James Marston, chief operating officer; Jay Cox, chief financial officer; Tom Gangle, treasurer; Evan B. Maisel, senior vice president; Louis E. Maisel, senior vice president; Rebecca L. Maisel, senior vice president and general counsel; and Elliot B. Maisel, chairman and CEO.

Years in business: 44

Brief company description: Gulf Distributing Holdings LLC manages and operates seven beverage distribution entities, servicing licensed retail accounts in central and southern Alabama, from Birmingham to Gulf Shores as well as the Florida panhandle and two major markets in Mississippi. Gulf is also a partner in a beverage distributing company in Texas.

Why are you located in Mobile? “The Maisel family has been in Mobile since the early 1900s. Mobile is our home,” said Louis Maisel. “Gulf Distributing is family owned and operated. We now have a third generation of family members rising into leadership positions in the company. Many of our team members worked with my dad or my grandmother – I have known them since childhood. The Gulf Holdings veterans have helped create a great company culture.”

Why do you support the Mobile Area Chamber of Commerce’s Partners for Growth initiative? “All Mobile businesses should consider financially supporting it,” said Evan Maisel. “Partners for Growth is an integral part of each individual business’

success, and it provides a foundation for further growth and prosperity in our community.”

What do you see as Mobile’s greatest potential? “The potential of the great city of Mobile is limitless,” said Elliot Maisel. “We are experiencing the beginning of the strongest period of economic growth that this city has enjoyed since the onset of World War II in 1941. Achieving Mobile’s potential in the most expeditious manner possible will depend upon our ability to execute on a number of pressing objectives. We must attract industry, develop and train workers, and find viable solutions to the immediate challenge of the traffic congestion across the I-10 bridge.

Continuous efforts must be made by businesses and individuals alike for our community to cross cultural lines, including unifying Mobile and Baldwin counties from a cultural standpoint.”

Length of continuous Chamber membership: Since 1977.



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.



Existing Industry Expansions, Entrepreneurship – Critical to Mobile's Economic Health

*In the last two issues of **The Business View**, and in several others moving forward, learn more about each of the five pillars of the Partners for Growth (PFG) program of work, the*

Mobile Area Chamber's strategic economic development effort. In this issue, we will look at the second pillar - Existing Industry Support, Innovation and Entrepreneurship.

*Mobile's greatest potential for job growth and wealth creation lies in the industries and companies already established and operating here, said **Troy Wayman**, vice president of economic development for the Mobile Area Chamber. "It's one of the reasons why the Chamber's Partners for Growth plan has a dedicated effort to support existing industry."*

Intentional and focused support, plus assistance from the Chamber's economic development team, partners and programs work to ensure that Mobile keeps businesses here, and that they grow and profit here.

These efforts focus on helping local companies access available federal, state and local assistance and incentive programs, collaborate with local suppliers and vendors; and solve any impediments related to zoning, permitting, regulations, etc.

The Chamber also believes in the 21st century, community economic development requires the appropriate focus on business start-ups to complement business attraction and expansion. Entrepreneurs need assistance and support to commercialize ideas, find partners, manage business functions and find capital.

While many start-ups may not succeed, some will flourish and prosper – creating jobs and investment, attracting more entrepreneurial energy and talent, and giving Mobile a culture and reputation for innovation and creativity. The outcomes and value tied to entrepreneurial strategies are admittedly longer term and more subjective in nature than those tied to business retention and expansion.

"Successful communities must be able to develop, attract, and retain creative people and innovative ideas. They must not lose their best and brightest young people to other places deemed to be cooler or that offer more opportunity for entrepreneurship," said Wayman.

Chamber efforts in these areas include:

- Supporting the retention and expansion of existing companies
- Leveraging input from existing industries to develop strategic actions and initiatives to respond to the needs of target industry sectors
- Identifying growth opportunities among existing industries and companies.
- Supporting workforce needs of local businesses.

- Growing and accelerating Mobile's entrepreneurial culture.
- Encouraging further development of Mobile's Technology Corridor along St. Louis Street in downtown Mobile.
- Providing support for entrepreneurs and innovation in targeted industry sectors.
- Coordinating and collaborating the Chamber's innovation and entrepreneurial efforts with the University of South Alabama.

Over the last two-plus decades, the Mobile Area Chamber has presented a measurable, strategic program to guide its economic development efforts. The 2018-22 program – Partners for Growth: Growing Global, Investing Local, a public/private partnership involving the City of Mobile, Mobile County and 160-plus private investors – is being chaired by **Elliot Maisel**, Gulf Distributing Holdings LLC, **Mark Nix**, Infirmity Health; **Mike Saxon**, Alabama Power; and **Brian Willman**, Regions Bank.

To learn more about PFG efforts, or to schedule a time where a member of the Chamber's economic development team can come out and talk with your company, contact **Cesny Soffronoff** at 251-431-8636 or csoffronoff@mobilechamber.com.

Do You Know Who Has Access?

In the course of working with our clients to improve their security posture, we have come across several common themes that limit a business's ability to assess and mitigate cybersecurity risk. Last month, we looked at how configuration options can make devices dangerous. Let's go a step further now and talk about access issues.

You can't secure it if... you don't know who has access to it.

We received a call from a client's head of IT with an interesting story. One of the company's backup drives had gone offline over the weekend. When she saw the error on Monday, she went to the server rack to check on the drives, and discovered one was missing. After an intensive search, the missing drive was found stashed in a bookcase in a nearby office. Since the only people in the office over the weekend were the outsourced cleaning crew, she assumed that one of those employees had disconnected the drive and intended to steal it, but had to hide it when someone came by, and was unable to retrieve it before leaving. Are your critical network components kept behind locked doors?

Third-party vendors can be a security concern in a variety of ways. In the past few years, we have noticed more and more vendors wanting to add their devices to our customers' networks. For example:

- 1 - An image counter device for copy machines
- 2 - Quality assurance devices for VoIP phone systems that monitor network traffic
- 3 - Music and entertainment content provided for on-hold systems and customer waiting areas

While these devices are not being installed for nefarious purposes, the important question is who/what has access to this device? If it communicates with a third-party vendor's website, what happens if that website is hacked and used to compromise the device on your network? If the vendor's employees have logins to the device, are they using poor or previously-compromised login credentials? The security of your network depends on the security of every single device on the network.

As outsourcing has become more prevalent in today's business world, the number of access points to our data has also increased. A number of prominent data breaches in recent years were the result of a compromised third-party vendor, from Target to Goodwill to Jimmy John's, and numerous payroll services. In April, ZDNet reported that confidential health data of more than a million individuals was exposed when a telemarketing company employee accidentally uploaded a backup copy of their database to an unsecured Internet server.

Hopefully your employees have received training on how to handle your company's data. But have your outsourced workers received the same training? Do those work-from-home employees use access tools that meet your company's security requirements? Do you have written policies requiring your third-party vendors to follow the same security practices you require in-house?

You can't secure it if you don't know who has access to it.

Several of the 20 CIS Controls for Effective Cyber Defense address the need to control access to information and to the network. Read more about how to apply them to your business at www.cisecurity.org/critical-controls.

This is the third column of a mini-series on cybersecurity by Glenda Snodgrass, president and lead consultant at The Net Effect. Snodgrass can be reached at grs@theneteffect.com.

Cheryl Nicholls

Named Director of Education and Workforce Development



Nicholls

Cheryl Nicholls was recently named director of education and workforce development in the Chamber's economic

development department. She will oversee vital programs including the Bay Area Healthcare Coalition's Health Occupations Career Fair, Summer Scrubs and the Young Entrepreneur's Academy (YEA) program. Nicholls will also be the Chamber's liaison to the Southwest Alabama Workforce Development Council.

"I have always had a passion for acting as a liaison between people and organizations and just assisting others in general," Nicholls said. "This new role will allow me to continue along that path to a greater extent. I look forward to working not only with other workforce development partners in Mobile and the surrounding counties but with business and industry leaders and educational institutions as well."

Nicholls has a bachelor's degree in journalism from Wayne State University in Detroit. She brings more than 15 years of experience in various industries including communications, advertising, administration and academia. She most recently worked as an educational outreach specialist and project coordinator at the University of South Alabama, where she recruited, supported and retained students interested in physician assistant studies as well as grant writing.

She is currently a member of the Bay Area Health Care Coalition and the Mobile County Public School System's Career and Technical Education advisory board.

Contact Nicholls at 251-431-8651 or cnicholls@mobilechamber.com.

AMBASSADOR of the month



Photo by Jeff Tesney

Michelle Brown joined the Chamber's ambassador program in January, and six months later was named the Chamber's Ambassador of the Month. "The ambassador program has benefited me on both a personal and professional level," she said. "I have had to go outside my comfort zone personally. And on the professional level, I have been in contact more with our customers, representing the Chamber." Brown is the division account manager for Seabulk Towing's six Gulf Coast ports. She has worked for the company for 20 years.

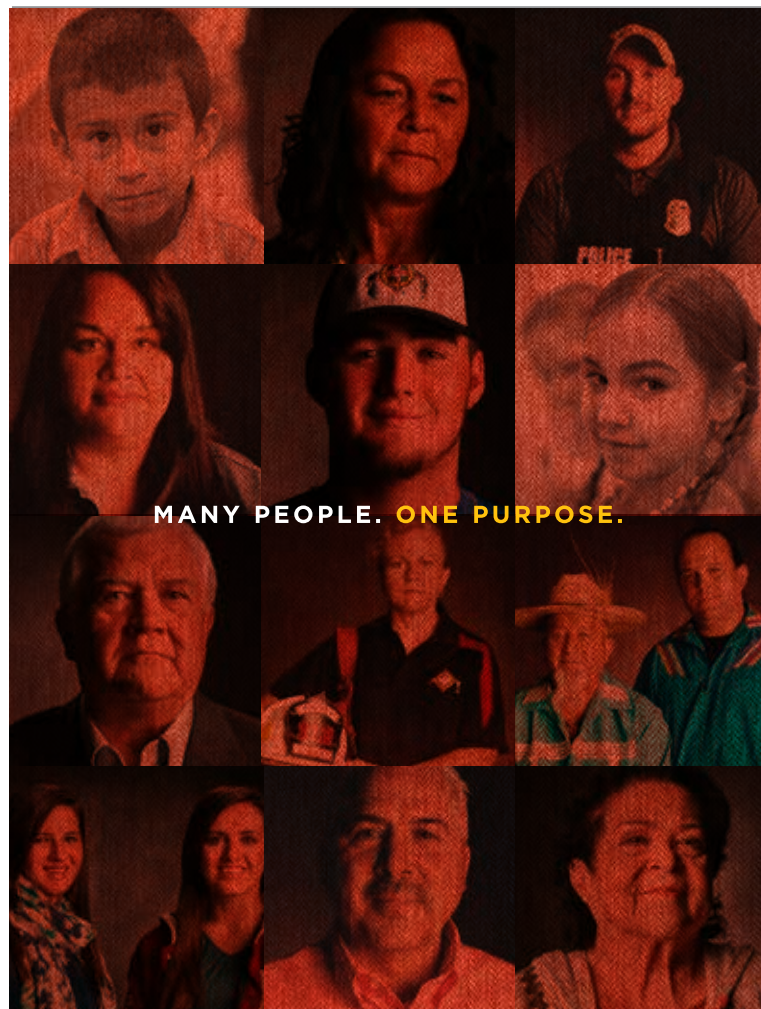
Ambassadors are volunteers who support the Mobile Area Chamber by visiting members, assisting with events and ribbon-cuttings. To learn more, contact Dawn Rencher at 251-431-8649 or drencher@mobilechamber.com.



Spring Hill College

Founded in 1830, Spring Hill College is Alabama's oldest institution of higher learning; the first Catholic college in the Southeast; the third oldest Jesuit college; and the fifth oldest Catholic college in the United States. More than 1,400 students are enrolled

at Spring Hill, which is accredited by the Commission on Colleges of the Southern Association of Colleges and Schools to award baccalaureate and master's degrees. The college is located at 4000 Dauphin St. in Mobile. For more information, visit www.shc.edu.



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9 COFFEE WITH THE CHAMBER

Start your day with the Chamber and network with other business professionals.

When: 7:30 to 8:30 a.m.

Where: Renaissance Mobile Riverview Plaza Hotel

Cost: \$5 and must be paid with reservation

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

No charge. Free parking.

9 GULF COAST TECHNOLOGY COUNCIL LUNCH

A bimonthly lunch hosted by the Gulf Coast Technology Council.

When: 11:30 a.m. to 12:30 p.m.

Where: Mobile Area Chamber, 451 Government St.

Speaker: Ben Venable, director, Alabama Office of Information Technology

Topic: "The Past, Present and Future of Technology Use in Alabama"

Cost: \$20 for Chamber members/\$25 for potential members/\$5 for students and includes lunch

Contact: Kayley Edwards at 251-431-8629 or kedwards@mobilechamber.com

Reservations required. Cancellations after Aug. 4 not reimbursed to cover lunch cost.

Sponsor:



15 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: Ramonica Gamble, owner, Ramonica Gamble Consulting LLC

Topic: "Changing Landscape: Customers' Behaviors and Expectations"

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

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

Sponsor:



23 WOMEN'S ROUNDTABLE **Members Only*

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

When: 8 to 9 a.m.

Where: Mobile Area Chamber, 451 Government St.

Speaker: Ramonica Gamble, Ramonica Gamble Consulting

Topic: "Clients, Cash and Connections – How to Deliver an Unforgettable Experience"

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

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

Sponsor:



24 BUSINESS EXPO LUNCH & BUSINESS EXPO

See page 28 for more details.

29 GCTC TECH MIXER

An after-hours event hosted by the Gulf Coast Technology Council

When: 5 to 7 p.m.

Where: Dauphin's, 107 St. Francis St.

Contact: Kayley Edwards at 251-431-8629 or kedwards@mobilechamber.com

No charge, but attendance is limited. RSVP requested.

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Who's New

Hunter Elmore was named director of sales and marketing for **Star Service Inc.**, a local heating and air conditioning service company. Elmore earned a bachelor's degree in marketing from The University of Alabama.



Elmore

Kristyn Robinson joined **Norton Lilly International Inc.** in corporate recruiting and employee relations. Robinson has a bachelor's degree from Faulkner University with a major in human resources management. She also holds TSC (Technical Services Certified) certification from the American Staffing Association.



Robinson

Anna Goldman recently joined the **Warren Averett** Mobile office as the firm's service area coordinator for higher education and communications coordinator for the nonprofit team. She has more than 10 years of public accounting experience.



Goldman



Copeland

Southern Earth Sciences Inc. announced the following promotions and changes to key leadership staff:

Lewis Copeland Jr. is the new president, replacing a retiring William Brenner. He earned a bachelor's degree in civil engineering from the



Coaker

University of South Alabama and is licensed in Alabama, Mississippi, Florida and Louisiana.

Matt Coaker is vice president and regional manager, Alabama/Mississippi. He earned an engineering degree from the University of South Alabama and holds professional licenses in Alabama, Mississippi, Florida and Louisiana.

Mark Wilson was promoted to vice president and regional manager Florida.

He is a graduate of the University of South Alabama with a bachelor's degree in civil engineering and is licensed in Florida and Georgia.

Mike Juneau is vice president and regional manager, Louisiana. Juneau is a graduate of Louisiana State University (LSU) with a bachelor's degree in civil engineering and a minor in construction management. He also earned a master's in business administration from LSU. Juneau is a licensed professional engineer in Louisiana.

Logan Fowler is the new Panama City branch manager. He earned a bachelor's degree in civil engineering from Florida State University, and is newly accredited and licensed in Florida.

Pratt Paterson was named executive director of **Wilmer Hall**. He replaces longtime director Sally Greene, who retired.



Patterson



Sacco

staffing. She has been with the company for almost a decade.

Landrum Human Resource Cos. in Pensacola announced **Mandy R. Sacco** is vice president of

The road ahead... bumpy or smooth?

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Business Endeavors

Landrum Human Resource Cos., a professional employer organization, launched a new training and enrichment workshop, Supervisory Boot Camp Training, designed to give managers and supervisors the knowledge and confidence to lead others in the workplace in two four-hour sessions.

*

The **Mobile Airport Authority** was awarded a \$2.2 million U.S. Department of Transportation grant for infrastructure improvements. The monies will fund runway repairs and other service facilities at the Mobile Regional Airport.

*

Spring Hill College announced the John J. Burke Jr. Center for the Study and Advancement of Free Enterprise, expected to open by fall of 2018. The center will be independently housed in the business division, offering courses of study in understanding the free enterprise

system, entrepreneurship and American business principles for undergraduate students in all of the college's academic majors.

*

Bishop State is one of three Alabama colleges offering a newly created app development curriculum by Apple, starting this fall. The Alabama Community College System was among the first – one of only six nationally – selected to offer the one-year course.

*

The Hiller Companies acquired Advanced Safety Systems, headquartered near Boston, boosting its New England presence. Mobile-based Hiller offers fire protection and security products and services, and has branch offices from California to Boston.

Well Done

Elegant Knights Limo-Party Bus received the Best Transportation Company Award at the Black Owned Business Ball & Awards Banquet.



Gormandy White

Mary Gormandy White, co-founder and director of talent development for **MTI**

Business Solutions, earned the designation of PXT Select certified professional for her expertise with PXT Select, an employee selection tool designed to make the human decisions about hiring simpler and smarter.

*

Mobile Area Water & Sewer System (MAWSS)

Regulatory Compliance Officer **Suzanne Lindblom**



Lindblom received the Hatfield Award presented by Alabama's Water Environment Association (AWEA) for outstanding performance and professionalism in the operation of a wastewater

treatment facility. Lindblom has a bachelor's degree in biological sciences and a master's in aquatic ecology from The University of Alabama.

*

Burr & Forman announced that Mobile attorney **Kasee Sparks Heisterhagen**



was appointed Heisterhagen secretary of the Maritime Law Association (MLA) of the United States Young Lawyers Committee.

*

Truland Homes announced it was ranked 179 out of the nation's top 240 builders according to *Professional Builder* magazine's annual "Housing Giants" list, determined by overall revenue and units closed per year. Truland Homes closed a total of 185 units, generating more than \$62 million in revenue during 2016. The previous year, Truland was ranked 193.



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Forrest Hieronymus of Hieronymus CPAs

successfully completed and passed the certified public accountant (CPA) examination. He becomes the fourth Hieronymus to join the family firm – the only active three-generation accounting firm in the state of Alabama.



Culpeo Technologies, a start-up tech company, received the Best of HomeAdvisor award for 2017 for consistent five-star ratings from business and residential customers over its first year of operations. Culpeo locally provides a variety of security and high-tech services.

Providence Hospital announced the winners of its 2017 Annual Nursing Excellence Award for outstanding professionalism. They are: **Daveda Mack, Kaitlin Nelson,**

Reagan Riley, Kristie Graves, Sherry Logan, James Norton, Nick Binion, Jourdan Tillman and Cheryl Milwee.

More than 1.4 million rounds have been played on Robert Trent Jones Golf Trail's **Magnolia Grove** since the trail was established in 1992. In its 25-year history, a total of 12 million rounds have been played on its member golf courses.

The **University of Mobile's** highest faculty and staff honors, the Megginson Awards, were presented to recognize outstanding contributions to the university in the areas of teaching, research and service. The 2017 William A. Megginson Teaching Award was presented to **Barbara Brousseau**, enrollment services and assistant professor of French. The 2017 Emma Frances Megginson Service Award was presented to **Kristie Sanders**, admissions information specialist, principal designated school official. The 2017 Mitford

Ray Megginson Research Award was presented to **Dr. Troy Henderson**, professor of mathematics. Henderson was also promoted to full professor.

Springhill Medical Center medical staff elected officers for 2017-18. They are:

Brooke Lenz MD, president; **M. Wial Hashimi** MD, vice president/president-elect; **Brian Sumrall** MD, secretary; and **Michael Bindon** MD, member-at-large.

Committee chairmen also were appointed as follows: **Matthew Barber** MD, surgery; **Brian Sumrall** MD, medicine/family practice; **Katelyn Braswell** MD, OB/GYN; **Steven Sprayberry** MD, pharmacy and therapeutics; **David Inge** MD, radiation safety; **Liston Jones** MD, utilization review/health information management; and



Michael Bindon MD, emergency department.

The Environmental Protection Agency (EPA) announced the **Mobile Bay National Estuary Program** will receive a \$344,000 grant to conserve and improve working waterfronts and preserve fishing communities.

Veterans Recovery Resources received a \$50,000 grant from the Monte L. Moorer Foundation to help establish a 16-bed substance abuse recovery facility designed specifically for veterans.

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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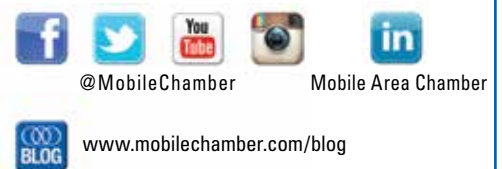
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