

Mobile Area Chamber of Commerce

AUGUST 2019


the **business**VIEW



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From the Publisher - Bill Sisson

Putting Your Membership to Work

For many businesses, the thought of adding more to their already hectic schedules makes participating in the Chamber seem like a daunting task. But investing time enables members to take full advantage of the many benefits of membership – and keeps them on top of important, ever-changing issues and trends within the local marketplace. If that in itself were not enough, research shows that consumers are more likely to do business with a company that is an active member of their local chamber of commerce.

In any typical year, our Chamber offers more than 100 events, not including the myriad opportunities to serve on committees, councils and task forces. Getting more involved and investing time will pay off in many ways. Business is about relationships, and the ages-old adage could not be truer – “out of sight, out of mind.” Nothing sells your business better



than being in front of people face to face. Clients are more likely to buy from you when they know you’re the brains behind the product or service offered by your company. When they see you regularly participating in Chamber functions, it builds confidence in the business you represent and can keep you top of mind

when they or someone they know is looking for your product or service.

Sometimes we hear from companies that their business is primarily outside the region, so they don’t need to be involved in the Chamber. The flaw in that is forgetting they and their employees are very much a part of the community and are beneficiaries of a strong local economy. This work is at the core of the Chamber’s mission.

Everyone benefits from a vibrant and growing community, and getting involved in Chamber work is an easy way to ensure the sort of quality of life we all benefit from.

Without question, Chamber membership provides many benefits that don’t require active participation. Our Chamber staff is working every day to ensure the business climate remains healthy and good for growing business. But that membership becomes an even greater value through attending events, talking to other business leaders you may have never met before, and serving on a committee, council or task force focused on a mission you’re most interested in. Doing so will help ensure that you and your company reap the maximum benefits of your membership.



ON THE COVER

The Mobile Area Chamber’s Small Business of the Year finalists gathered at the Container Yard’s new location at the corner of Dauphin and Broad Streets. Read more about BCM Morning Co., Crow Shields Bailey and The Stewart Lodges on pages 30-31. and the award details on page 30. Photo by Jeff Tesney.

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Expansion at Kimberly-Clark's Mobile Mill is a 'Game-Changer'

A new investment underway at Kimberly-Clark's Mobile mill will increase the local facility's product portfolio, grow production and improve the mill's competitive position within the company structure.

The Texas-based company is spending \$29.3 million locally on two new projects in addition to a \$101 million investment in 2018 and \$110 million announced in 2017.

Of the new projects, the first creates a new product line in Mobile with equipment needed to make Kimtech Science Wipes, a low-lint wipe in anti-static packaging used for glasses, electronics and lab equipment. When completed, Mobile will supply the U.S. market and markets abroad, according to **Todd Visscher**, Mobile mill manager.

"This is a game-changer," Visscher said. "Kimberly-Clark, Mobile, Alabama, is a location to invest in for the future."


Tommy Thompson Jr., executive vice president at Turner Supply, says Kimtech is the number-one Kimberly-Clark item his company distributes locally and throughout the Southeast region. "It's a good quality wipe by a recognized brand," he said.


The Kimtech line will go into the new, 180,000-square-foot building under construction.



The second project upgrades a hard-roll paper towel line that will also locate in the company's new building. With it, Kimberly-Clark will have the technology to print the name on the product and change the packaging to either a paper or plastic wrap.

"This is Kimberly-Clark's third expansion in three years – there is no better compliment to the Mobile plant and the strength of our local market. It's an honor to watch this company continue its legacy as a strong corporate citizen in Mobile," said **Shelby Glover Zaricor**, the Mobile Area Chamber's senior project manager, who served as the project liaison.

Currently at Kimberly-Clark's Mobile mill, more than 600 workers produce bath tissue and paper towels under the Scott, Cottonelle and K-C Professional brand names. 

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



Mobile was well represented at the Paris Air Show held in June. From left to right at the Made in Alabama booth at the show are: David Rodgers, Mobile Area Chamber; Daniel Dennis, Roberts Brothers; Bob Wood, University of South Alabama; CJ Small, Mobile City Council; John Williams, Mobile City Council; Jay Ross, Adams & Reese; Connie Hudson, Mobile County Commission; Fred Richardson, Mobile City Council; and Bill Sisson, Mobile Area Chamber.

Team Mobile Travels to Paris Air Show

In June, several members of Team Mobile participated in the Paris Air Show. While there the group, representing the Mobile Area Chamber, City of Mobile, Mobile County, Mobile Airport Authority, Alabama State Port Authority and Spire, worked to recruit additional aerospace suppliers to the Port City, and hosted a reception attended

by more than 200 aerospace executives in partnership with Baldwin County Economic Development Alliance.

In all, the group had 22 meetings with various supplier industries, and also met with international executives of companies with a presence in Mobile. (OO)



As part of the Paris Air Show strategy, members of Team Mobile broke off into small groups for appointments and cold calls on targeted companies. Pictured here are: James Fowler, Michael Pierce and Chris Curry, all representing Mobile Airport Authority; Michael Chambers, University of South Alabama; Monica Garsed, Spire; and Mike Lee, Page & Jones.

Mobile's FDI Strategy Makes International News

American Cities of the Future 2019/20 Winners



In a much-anticipated report, Mobile ranked as the fifth best city in the Americas for foreign direct investment strategy. *fDi Intelligence* magazine – a *Financial Times* publication – released the study *American Cities of the Future 2019/20 Winners* in the magazine's June/July 2019 issue.

"To put this in perspective," says **Bill Sisson**, the Mobile Area Chamber's president and CEO, "New York was first, Chicago was second, followed by Montreal, Medellín [Colombia] and Mobile. That's an impressive group of cities to be counted among."

The rankings are part of a 16-page spread, including a small write-up in the section dedicated to strategy that highlights Team Mobile and the area's "extensive transportation infrastructure."

In May, the Chamber presented its new foreign direct investment strategy to the Chamber's Partners for Growth economic development investors. "Our updated approach will help us promote

Mobile as the global gateway for starting a business in the United States," said **David Rodgers**, vice president of economic development for the Chamber.

Christina Simpson, the Chamber's director of international business added, "Beyond capital investment and job creation, the attraction of FDI yields other important benefits that contribute to overall economic resiliency. It promotes knowledge transfer and the adoption of best practices in corporate governance, enables the transfer of technology and can positively impact human capital development."

fDi's news came days before representatives from the Mobile Area Chamber, Alabama Department of Commerce, City of Mobile, Mobile County Commission, University of South Alabama, Alabama State Port Authority, Mobile Airport Authority, Spire and private industry attended one of the top aerospace tradeshow in the world in Paris. (OO)

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American WeatherStar's Growth is Through the Roof

American WeatherStar, a commercial and industrial supplier of roof restoration coating systems and products, announced it is expanding.

"Not only do we need additional space to handle new personnel, but we also plan on developing our own product formulas and manufacturing several of the products that we

already provide," said **Brian O'Donnell**, company president.

Working closely with commercial roofing contractors from across the country, the company provides a full line of high-performance, energy-efficient roofing solutions designed to stop leaks, reduce building energy consumption and extend roof service life.

The 15-year-old company has more than doubled the number of employees from 12 to 28 in the past four years. By the end of the year, O'Donnell will increase the company's footprint twofold.

American WeatherStar will move from its current facility on Lees Lane to five acres in Irvington with a 5,600-square-

foot office building and an additional 5,000-square-foot warehouse and manufacturing facility.

"We've grown substantially over the past few years," O'Donnell said. "Developing formulas and blending the material is a natural progression."

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Navco Pizza is located at 1386 1/2 Navco Rd., and is open Monday - Thursday from 11 a.m. to 8 p.m. and Friday and Saturday from 11 a.m. to 9 p.m. The store has in-house dining and carry out.

How Navco Pizza Gets a Slice of the Restaurant Biz

Standing apart in the crowded and competitive restaurant business isn't easy these days. Along with great food and a welcoming atmosphere, Navco Pizza owner **Randy Powe** believes the secret is becoming an integral part of the community in which the business operates.

"We have made a commitment to not only provide an authentic Italian experience but to maintain strong ties in our community," Powe says.

Powe and his six employees at Navco maintain those ties through their involvement in a

host of local school and church events, as well as the Dog River Cleanup and Breast Cancer Awareness events.

"The relationships we develop with our customers make us part of the community. That makes getting involved very easy," Powe says. "What is most rewarding is sharing my experiences with the young people who work for Navco Pizza."

Navco Pizza is the Mobile Area Chamber's Small Business of the Month.

The pizzeria was originally opened in 1998 by Jim Lewis, formerly a regional buyer for

Godfather's Pizza. Powe bought the business five years ago and has sought to grow it through producing superior pizza and pasta and keeping an open mind and an eye toward change.

"Thus far, what sets us apart is the quality of our product," Powe says. "However, one of our objectives is to drastically improve the Navco experience."

Along with its pizza, with dough made in-house daily, Navco offers a variety of subs, salads, wings, lasagna, spaghetti and its famous

calzone, which it touts as "the best-kept secret in town."

Offering dine-in, catering and delivery services, Powe is focused on continuing to develop the business. "What we are doing now is preparing for growth by establishing the processes that consistently produce quality products," he says.

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The Mobile Area Chamber provides board of advisors members an avenue to give valuable input on critical chamber and community issues; facilitates peer-to-peer interaction; and delivers a high level of recognition.

This group meets three times 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 Shelly Mattingly at 251-431-8655 or smattingly@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 June 2019*



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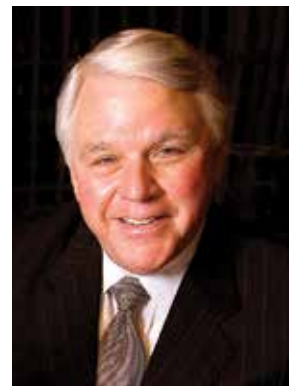
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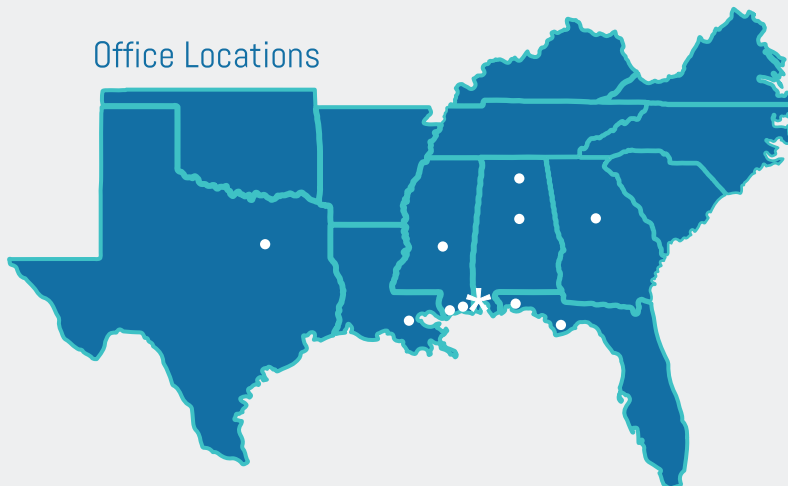
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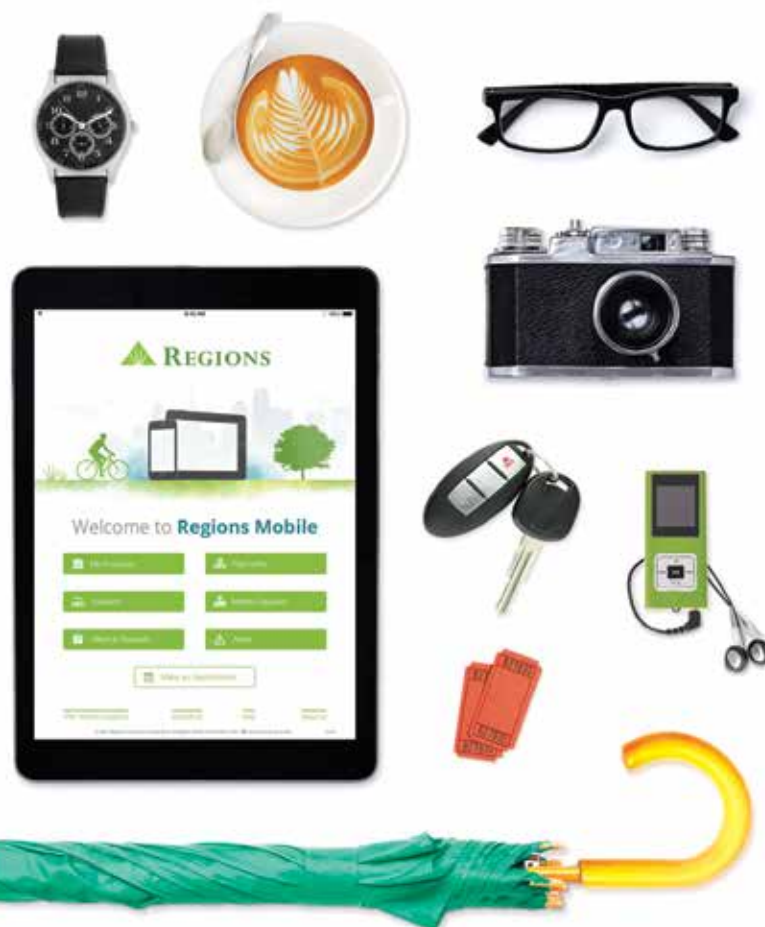
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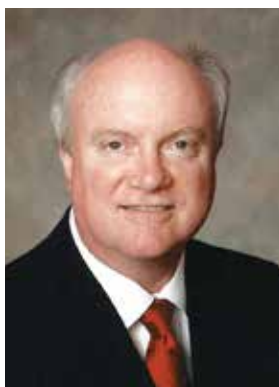
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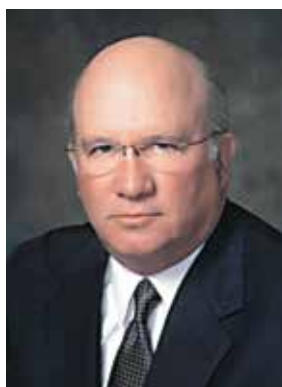
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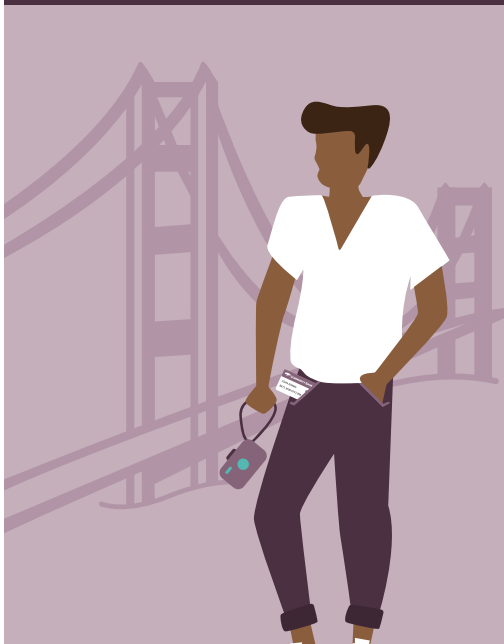
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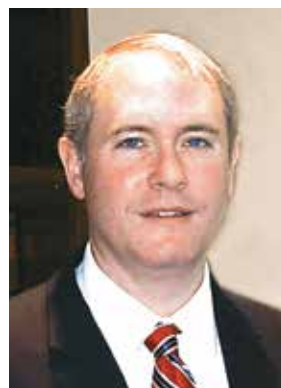
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As of 6/10/2019

2019 SMALL BUSINESS OF THE YEAR FINALISTS



Crow Shields Bailey
Gina McKellar



BCM Morring Co. Inc.
Grant Morring



The Stewart Lodges
Jennie Campbell

A construction company, an accounting firm and a hospitality destination represent the Mobile Area Chamber's 2019 Small Business of the Year award finalists. They are BCM Morring Co., Crow Shields Bailey PC and The Stewart Lodges. The winner will be announced at an awards breakfast on

Thursday, Aug. 22 at 8 a.m. at the Mobile Convention Center.

A panel of judges reviewed a number of applications with five primary criteria in mind – staying power, economic impact, innovation, community contribution and strategy. Meet our finalists:

What: Small Business Awards Breakfast

When: 8 to 9:30 a.m., Aug. 22

Where: Arthur R. Outlaw Mobile Convention Center

More Info: See page 36.

BCM Morring Co. Inc.

President: Grant Morring
Founded: 2009
Number of employees: 56
Address: 2956 Mill St., Mobile

With a mission based on three words – listen, think, deliver – owner **Grant Morring** believes in providing “quality workmanship and unparalleled customer service.”

The decade-old company, BCM Morring, is a full-service general contractor. In addition to overall project management, the company has found profit in its subcontracting abilities – helping manage timelines and costs.

“We try to think of all the problems on the front end, so we have little to no surprises,” Morring said.

Evidence of the company’s expertise is found throughout Mobile in a variety of industries, from retail to industrial to restaurants. BCM’s newly awarded Veteran Owned Small Business status is helping the company compete in a new arena.

Crow Shields Bailey PC

Managing Shareholder: Gina McKellar
Founded: 1986
Number of employees: 52
Address: 3742 Professional Pkwy., Mobile

Crow Shields Bailey PC is a full-service accounting and consulting firm.

In dealing with “standards overload and changes in the tax laws,” the company embraces technology to stay in front of these challenges and find better solutions to addressing them, said Managing Shareholder **Gina McKellar**. “Our millennials have played a huge role in this new way of seeing the world. We’ve learned not to ask ‘Why?’ but ‘Why Not?’”

Founded in 1986, Crow Shields Bailey serves primarily small- to medium-sized businesses and high net worth individuals and has offices in Mobile, Daphne and Gulf Shores. In the past 10 years, the company completed a merger and two acquisitions and expanded services to include estate and retirement planning, business valuations, business development and coaching.

The Stewart Lodges

President and CEO: Jennie Campbell
Founded: 2003
Number of employees: 5
Address: 32311 Waterview Dr. E., Loxley

Twenty miles outside of Mobile, tucked within the 1,500-acre Steelwood community, are The Stewart Lodges in Loxley. Two properties with private guest rooms overlook either a stocked, 200-acre freshwater lake or a top-rated golf course designed by former U.S. Open Champion Jerry Pate.

The property has found a niche with corporate retreats and strategic planning meetings.

In addition to meeting space, catering and personal chef services, the Stewart Lodges team stands out because they use their expertise to help onsite meetings with everything from program design to marketing to implementation.

The Stewart Lodges has been called the “best-kept secret in the South.” President and CEO **Jennie Campbell** hopes this is “one secret her customers cannot keep.”

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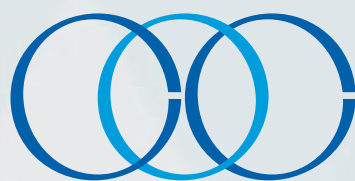
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Making a Trade Show Work for You

According to *Exhibit Surveys Inc.'s annual Trade Show Trends* report, "84 percent of

trade show attendees have the power to recommend, specify, and/or make final purchasing decisions. Perhaps more importantly, 49 percent came to 2012 shows with real purchasing intent."

If trade show attendance and exhibiting is a component of your marketing strategy, there are simple ways to maximize your presence and build your business with key decision-makers. Most importantly, trade shows can offer high-impact networking opportunities that every entrepreneur can leverage.

YFS Magazine (which stands for "Young, Fabulous and Self-Employed") reached out to entrepreneurs to get their tips to network like a pro at your next trade show.

Attend your next trade show alone.

"If you've ever been to a trade show, you know it can be difficult to approach someone who's already in a conversation. So don't bring a guest to the 'party.' If you go alone, you'll look more approachable and it'll be easier for you to approach others, too." – **Ronnie Castro**, co-founder of Porch

Do your homework.

"Know who is going to be there and who you want to target. Some [trade] shows actually list attendees before the event and have a social interface to communicate with them." – **Simon Slade**, CEO of Salehoo Group Limited

(You'll find the most up-to-date list of exhibitors for the Mobile Area Chamber's Business Expo at mobilechamber.com/calendar.)

Schedule meet-and-greets beforehand.

"[Develop] a target list of must-meet, great-to-meet and nice-to-meet. Be persistent in meeting with them either through setting up early-morning breakfast meetings before the show hits, circling the show a few times in the afternoon or staying late."

– **Shawn Harris**, founder and CEO of Nyopoly4

Create a lead capture system.

"Create a lead capturing and follow-up system, stick with it and follow up after the trade show. So many companies don't think about how to capture the leads until they hit the show floor. By then, it's too late."

– **Lauren L. Darr**, president of LOI International

Engage in quick and relevant conversations.

"It is not how many business cards you hand out, but how many you collect. When you meet a person, make the conversation about him or her, not about you. The more interested you are in the other person and his or her work, the more memorable you will be to that person."

– **Jason Swett**, CEO of Snip Salon Software

Perfect your elevator pitch.

"Have your elevator [pitch] ready. Be prepared to tell the highlights of who you are and what your company is about. You should be able to do this quickly, and your listener should walk away with good information and a desire to know more."

– **Lani Derrick**, owner of Elle Dee Design

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Started as a family-owned business in 2008, DocRX is a healthcare firm dedicated to helping hospitals, pharmacies and physicians treat patients. Pictured above are some of the company's employees.

DocRx

Company official: Brian Ward, CEO

Years in business: 11

Brief company description:

DocRx is a licensed manufacturer, wholesaler and distributor of healthcare products and services for hospitals, pharmacies and physicians. DocRx partners with healthcare professionals to provide a wide array of medical services including prescription programs, physician dispensing, compliance programs, billing programs and practice management. The company's mission is to ensure that patients receive the best care available.

Why are you located in Mobile?

DocRx is a family-owned business that began in Mobile

in 2008 and has grown into a nationwide company. "Our local healthcare research facilities keep Mobile on the cutting edge of patient care and provide a thriving business environment," said Ward. "As one of the region's leading healthcare services companies, DocRx provides outstanding support to healthcare professionals, improves efficiency in patient care, administration, medical records and compliance, and enjoys the advantage of having available and skilled workers in the Mobile area."

Why do you support the Mobile Area Chamber of Commerce's Partners for Growth initiative?

"It is vital that local organizations invest in a plan like Partners for Growth

because the private/public partnership will lead to job creation and will better the community in which we all live and work," said Ward. "Mobile is thriving, and we want to support our city any way we can. We believe in Mobile's future and in the growth of our city. DocRx wants to support our chamber of commerce and our great city."

What do you see as Mobile's greatest potential?

"Mobile's location on the beautiful Gulf Coast is definitely one of its strengths," said Ward. "Additionally, Mobile is currently enjoying the positive impact of strong leadership. As the city continues to grow under that leadership, and with initiatives like Partners for

Growth in place, Mobile is well positioned for continued success."

Length of continuous Chamber membership:
Since 2014



Partners for Growth (PFG) is the Mobile Area Chamber's long-term economic and community development program. For more information, contact **David Rogers** the Chamber's investor relations manager, at **251-431-8657** or **drodgers@mobilechamber.com**.

AMBASSADOR of the month



Photo by Jeff Tesney

Jourdan Henderson, the Mobile Area Chamber's Ambassador of the Month, is the assistant community director for Stone Ridge by Somerby Apartment Homes where she is responsible for accounts payable and receivable for the property. As an ambassador, she enjoys "meeting local business owners and their employees and seeing the results of all their hard work. It's a privilege to help support our community, both as a representative of Stone Ridge and as an ambassador."

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.



Pour Baby

Pour Baby, a premier gourmet food and wine bar in west Mobile, takes a tasting approach to fine wine and craft beers from all over the world. Housed in an architect-designed space at 6808 Airport Blvd., Ste. H, Pour Baby offers seasonal small plates, artisanal cheese and charcuterie boards and an extensive dinner menu. In addition, the bar features 150-plus wines by the bottle, hand-crafted and domestic beer selections and premium liquors. For more information, visit www.pour-baby.com.



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6 FAMILY BUSINESS LEADERSHIP CONFERENCE

The importance of family businesses to the U.S. and global economies cannot be overstated. Although each is unique, they share similar issues. Presented by the Chamber and the University of South Alabama Mitchell College of Business, this conference will offer ideas and experiences to provide additional insights into successful practices of family business owners.

When: 8 to 11:30 a.m.

Where: University of South Alabama Student Center Ballroom

Cost: \$45 per person

Contact: Shelly Mattingly at 251-431-8655 or smattingly@mobilechamber.com

Reservations required.

Hosted by: Mobile Area Chamber of Commerce, University of South Alabama Mitchell College of Business

7 DOING BUSINESS WITH THE STATE OF ALABAMA BREAKFAST AND EXPO

Finding and gaining new business is an ongoing challenge for all small companies. One of the most overlooked avenues for business growth is selling to the government. During this event, attendees will hear from Alabama Gov. Kay Ivey and Michael Jones, state purchasing director, who will provide an update on what Alabama buys; the state's buying/selling processes; how to get on the state's bid list; and how to become an approved state vendor. You will also network directly with representatives from a number of state departments.

When: Breakfast, 8:30 to 9:30. Expo from 9:30 a.m. to noon

Where: The Battle House Hotel

Cost: Breakfast, \$25; Expo, free and open to the public

Speakers: Gov. Kay Ivey; Michael Jones, purchasing director, State of Alabama

Topic: "Growing Your Business Through State Contracts"

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

Registration required for breakfast by Aug. 2.

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14 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: Sophiella Gallery, 111 Dauphin St.

Contact: Molly Dixon at 251-431-8619 or mdixon@mobilechamber.com

No charge.

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15 MEMBERSHIP 101

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

When: 8 to 9 a.m.

Where: Mobile Area Chamber, 451 Government St.

Contact: Molly Dixon at 251-431-8619 or mdixon@mobilechamber.com

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

21 EXECUTIVE ROUNDTABLE **Members Only*

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

When: 8 to 9 a.m.

Where: Mobile Area Chamber, 451 Government St.

Speaker: Corey James, director, Innovation PortAL

Topic: Innovation PortAL: Coastal Alabama's Startup Needs and Opportunities

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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20 SPEED DATE YOUR ELECTED OFFICIALS

Come speed date with your elected officials with Mobile United and the Chamber. This event has a town hall-like experience where citizens connect to local leaders in a small group setting using a "speed date" format. Come meet with local officials to personally discuss issues vital to our community.

When: 6 to 8 p.m.

Where: Spring Hill College Byrne Hall

Contact: Brittany Gagliano with Mobile United at brittany@mobileunited.org

No charge, but RSVP requested. Free parking.

Sponsor:



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22 SMALL BUSINESS AWARDS BREAKFAST

The Chamber's Outstanding Entrepreneur, Gary West, president, GA West & Co. Inc., will be honored and the Small Business of the Year announced. (See feature on pgs. 30-31.) Dr. Todd Greer, dean of the School of Business, vice provost/associate vice president for academic affairs, University of Mobile, is the keynote speaker discussing Mobile's entrepreneurship ecosystem.

When: 8 to 9:30 a.m.

Where: Arthur R. Outlaw Mobile Convention Center

Cost: \$30 for Chamber members/\$35 for potential members

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

Reservations required by Aug. 18.

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22 BUSINESS EXPO

See pg. 32 for more information.

Who's New



May



Smith

Steve May and Brantley Anne Smith joined **Sam Winter & Co.** as full-time agents. May graduated from The University of Alabama with a bachelor's degree in psychology and a minor in English and has 20-plus years of experience in corporate sales and marketing. Smith has a bachelor's degree in human development and family studies from Auburn University.

*



Groff



Hunt



Lindley



Oakley

Berkshire Hathaway HomeServices Cooper & Co. Inc. Realtors added four new associates, **Anna Groff, Marshall Hunt, Mary Lindley** and **Tim Oakley**.

*

Spring Hill College appointed **Marc Manganaro** to interim provost. Manganaro has a bachelor's degree in English from the University of Nebraska, a master's degree in English from San Francisco State University and a doctorate in English from the University of North Carolina at Chapel Hill.

*

Bellator Real Estate and Development hired seven new Realtors: **Rhonda Graham, Sherri Spikes, Stephanie McIntosh, Amy Norris, Le Bushnell, Linda Bushnell** and **Judah Castange**.

Dr. John Hoyle is the new president of the **Alabama School of Math and Science (ASMS)**. Hoyle has served as the school's vice president and interim president. He holds a doctorate in instructional design from the University of South Alabama and has been with ASMS for 14 years.

*

Dr. John M. Usher was named dean of the College of Engineering at the **University of South Alabama (USA)**. Usher received a bachelor's degree in chemical engineering from the University of Florida, master's degrees in chemical and industrial engineering and a doctorate in engineering sciences with a concentration in industrial engineering, all from Louisiana State University.



Hundley



Roveda

T.J. Hundley MD and Mary Kelly P. Roveda MD were appointed associate deans at the USA College of Medicine. Hundley was named associate dean of medical education. He has a bachelor's degree in biomedical science and a medical degree from the USA College of Medicine. Roveda was named associate dean of student affairs. She has a bachelor's degree in professional studies from the University of Notre Dame and earned a medical degree at the USA College of Medicine.

*

Tommy Curry joined **Redd Pest Solutions** in the sales division, bringing 14 years of pest control industry experience.



Curry



Mercer



Boll

Justin Mercer joined **Hancock Whitney** as a retirement sales and relationship management professional. He earned a bachelor's degree in finance from the University of South Alabama, as well as three designations with the American Society of Pension Professionals and Actuaries: certified pension consultant (CPC), qualified pension administrator (QPA) and qualified 401(k) administrator (QKA).

In other news, **Debbie Boll** became manager of the bank's retirement plan services teams based in Mobile, Tampa, Gulfport, New Orleans and Baton Rouge. Boll has extensive benefits experience in human resources as well as a plan sponsor. She holds the designation of certified retirement services professional (CRSP).

*



Lawkis

The **University of South Alabama** has named **Nick Lawkis** executive director for USA's Office of Governmental Relations. Lawkis holds an undergraduate degree in business and a master's degree in public administration from USA. He is a graduate of the Alabama Leadership Initiative and has been named to *Mobile Bay* magazine's "40 Under 40."

Business Endeavors

After a recent merger between **Army Aviation Center Federal Credit Union** and **Wiregrass Federal Credit Union**, the organization announced a name change – **All In Credit Union**.

Goodwyn, Mills and Cawood (GMC) completed its acquisition of **Hutchinson, Moore & Rauch (HMR)**, an engineering, surveying and land planning firm in south Alabama. For nearly two decades, HMR has provided engineering, surveying and land planning services across Alabama, Mississippi and the Florida Gulf Coast. The HMR Daphne office will remain open, operating as GMC. Staff in HMR's Mobile office are relocating to GMC's Mobile office on the 15th floor of the RSA Tower.

*

Auburn University's school of forestry and wildlife sciences established the **Forest, Environment and Wildlife Leadership (FEWL) Academy** to create future leaders. Qualified students in Auburn's School of Forestry and Wildlife Sciences who are in good academic standing with an interest in developing leadership skills are invited to apply. Each year, 12 to 15 outstanding applicants will be selected to participate.

*

Mobile County Public Schools renamed the Southwest Regional School for the Deaf & Blind the **H.L. "Sonny" Callahan School for the Deaf & Blind**. As a state legislator in the 1970s, Callahan petitioned the state to provide funding for the school at the request of parents, as deaf and blind students in southwest Alabama previously had to relocate to Talladega. The school serves students with hearing or vision loss in Mobile, Washington, Clarke and Escambia counties.

Well Done

Burr & Forman Mobile partner **Doug Anderson** was admitted as a fellow to the **American College of Real Estate Lawyers (ACREL)**, an organization of U.S. real estate lawyers. ACREL lawyers are elected to fellowship for their legal ability, experience and high standards of professional and ethical conduct in the practice of real estate law.



Mobile Sports Authority
Executive Director
Danny Corte
completed requirements

to receive the certified sports event executive (CSEE) designation. The CSEE program is the only certification available for experienced sports event professionals in the field of sports tourism. Participants must complete eight, four-hour courses focused on strategic planning, sales and marketing, sports event management, the bid process and more.

*



Whiting



Jeffery

Two **Merrill Lynch** wealth management advisors, **Palmer G. Whiting** and **W. Garner Jeffery III**, are on the 2019 *Forbes* "Best-in-State Wealth Advisors" list. Whiting was also included in Barron's 2019 "Top 1,200 Financial Advisors" list, which considers advisors with a minimum of seven years of financial service experience.

*

The **University of South Alabama's (USA)** College of Medicine is one of five academic institutions in the Southeast taking part in three grants from the National Institutes of Health,

totaling nearly \$50 million. USA is a regional partner for the Center of Clinical and Translational Science led by The University of Alabama at Birmingham and comprising 11 academic and scientific research institutions in Alabama, Louisiana and Mississippi.

*

Carolyn Corliss of the **University of Mobile** School of Education was appointed to an Alabama State



Corliss

Department of Education committee that reviews teaching programs to determine whether existing and new programs for teaching fields and areas of instructional support are in compliance with standards adopted by the Alabama State Board of Education. Corliss holds a doctorate in foundations, leadership and technology with a concentration in adult education and a master's degree in exercise science from Auburn University; and a bachelor's degree in health, physical education, recreation and dance from Troy University.

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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1-4 years

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à la corks

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collinscounseling.org
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251-278-0330
everbluearts.com
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251-234-1860
hairpro1.com
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renewphysiotherapy.com
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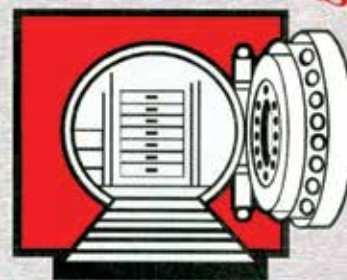
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As of 5/31/19

The Mobile Area Chamber was awarded a five-star rating by the U.S. Chamber of Commerce, the highest designation given. Of the 6,936 chambers in the U.S., only 203 are accredited, and of those only 103 have achieved five-star distinction. The Mobile Area Chamber has been accredited by the U.S. Chamber since the designation's inception more than 40 years ago.

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